Acuity Consulting℠

Experience ▪ Focus ▪ Results

We Measure Success in a Whole New Way...

Your Way.

You know what you have to do: increase sales, reduce inventories, and improve customer service. Be more efficient, more innovative. Create an agile work force and implement best practices.

These goals are easily and often stated, but difficult to achieve.

Acuity Consulting can help.

Our approach makes the most of your existing systems and resources, and provides the education and training necessary for ongoing success without ongoing support. Knowledge transfer is an integral part of our process.

Our Methodology

Acuity works in partnership with our clients to identify and deliver the solutions that best meet their needs. We deliver these solutions utilizing our project implementation methodology:

- Identify and analyze problems
- Determine best solutions
- Develop action plans
- Specify required resources and conflicts
- Develop a project management framework and schedule
- Implement business process improvements and training
- Measure and follow up on performance

More Than a Partnership

We bring no software or solutions bias to the table. Instead, we listen. We learn your terminology, your business practices, and we understand and adopt your vision. We accept your challenges, and your definitions of success.

The result of this process is more than a partnership. Rather, we join you in working together as a single team, bonded with trust, ideally positioned to ensure your company's success through today's challenges and tomorrow's opportunities.

Case Study

Fearless Forecasting

With warehouses stacked full of unsold inventory, the client called Acuity and asked for help with forecasting. Yes, they had a product life cycle, the marketing people said. No, it wasn't enough to build a reliable forecast, the manufacturing people said.

The Acuity consultant was able to locate vital data in the sales administration department. After some curve fitting, the consultant was able to produce templates and an accurate, reliable forecast that both sales and manufacturing could use.

Now, the company makes just enough product to ship, when they need to ship it. Warehouse space, anyone?

Passion

Our professionals have stellar reputations in their field gained through decades of experience in industry, coupled with active participation in professional forums and networks.

What drives us to volunteer on boards and committees instead of heading home at the end of a long day?

It's passion. That same passion that motivates us to make your business the most successful it can possibly be, and provides us with intense satisfaction as we help you achieve your goals. That same passion that drives us past the what of a problem, and makes us discover, understand and resolve the why.

We just love this stuff.

J.D. Edwards

If you're using, or thinking of using, Oracle's J.D. Edwards software, you already know that the software can provide a foundation for strengthening your business.

But you also already know that software alone is not a solution. You know that software must be implemented in a way that reflects the best practices of your industry, and that it must be complemented by business processes consistent with your own business vision and strategy.

ORACLE® PARTNER

Oracle Partner

As an Oracle Partner, Acuity Consulting delivers practical and creative solutions that help you use the software to increase productivity, reduce costs, and eliminate bottlenecks. We help your organization use the software to create end-to-end solutions that deliver fresher, better, and more relevant information to you, your customers, and your suppliers.

- We know Oracle Enterprise, Oracle E-Business Suite, Enterprise, JDE EnterpriseOne, and JDE World.
- We know how to implement in ways that address the needs of specific vertical markets.
- We understand the buzzwords of the technologists, from "thin clients" to "extended process integration."
- We know how to capitalize on the software's integrated technologies.
- We know how to deploy the software's functionality on to the web.
- We understand how to integrate Oracle software with other software, including home-grown systems and those developed by other companies.

In short, we don't just know how the software works—we know how its systems work, how they're integrated, and how to use those systems to bring the industry's best practices to your operation.

Support for Early Versions

Acuity Consulting supports Oracle Enterprise, Oracle E-Business Suite, JDE EnterpriseOne, and JDE World. If you upgrade to a newer version of Oracle software, it will be because it is what's best for your company, not because it was required by your consulting firm's inability to support older versions of the software. When you're ready to upgrade, we'll be ready for you.

Case Study

Beyond Best Practices

Once we've helped you implement best practices, we can help you capture strategic advantage through innovation. Here's how it happened in one case.

The Acuity consultant analyzed the client's operational flow and saw ways costs could be reduced by helping their customers to change their buying behaviors. Opportunities included rewarding customers for yard pick-up, early payment, off-hour/off-day delivery, electronic order entry, and service level flexibility. By implementing the Advanced Pricing module, the client was able to provide suitable discounts as well as promote the co-op advertising program, providing a means for our client's customers to advertise more, and thereby sell more.

The results: our client's customers took advantage of the discounts and enhanced their profitability and competitive position, even as our client's profit margins increased due to reduced costs of sale. Add in increased sales resulting from an effective co-op advertising program and the result is a win for all concerned.

Success

All too often, consulting firms promising "implementation" understand the software, but lack a complementary understanding of business and management. A software implementation by software experts will get your business processes running more quickly and efficiently. But how will you know you're automating the right processes, the right way? If you're carrying too much inventory, automating your processes won't solve the problem—you'll just have more information about it, faster.

Expertise and Experience

Business experts may know the latest management theories and techniques, but can you count on them to implement the software in a way that takes the most advantage of its functionality? What does a general business consultant—even one with supply chain expertise—know about how to link applications across the internet? Or about how to create a real-time organization using Extended Process Integration (XPI) and extended business processes?

Finding the company that understands business, software, and how the two can work together is the key to maximizing your return on your investment in Oracle software. The good news is that you've already found that company—Acuity Consulting.

Because we are an Oracle Service Partner, you are assured that we know the software inside and out. We complement that knowledge with years of experience working with supply chain issues. We've used methodologies such as Six Sigma, Lean, Agile Manufacturing, Theory of Constraints, and others in many organizations in a wide variety of industries. Our consultants have not only read the book on these topics, in many cases, they've written all or parts of it.

From Business Process Analysis to Network Rearchitecture, from business intelligence to inventory analysis, we provide the services necessary to solve the challenges you face. Let our team of management consultants, project managers, educators and programmers get to work so that we can make your project a success.

Case Study

You Shipped What!?

A customer places an order. The order ships, but with the wrong items, and with shipping labels that the customer's software can't interpret. Multiply the problem times several thousand pallets of products being shipped from multiple locations across America every day, and the urgency of the situation is apparent.

Within two months of being called in, the Acuity consultant had analyzed the problem, and implemented a solution. RF (Radio Frequency) devices were deployed allowing remote data entry and bar code scanning, significantly increasing productivity and accuracy. A Shipment Container Configurator was developed to optimize packing the shipments in any size of container (boxes, pallets, trucks). And, UCC128 shipping labels were generated to each customers specifications. Now *that's* service!
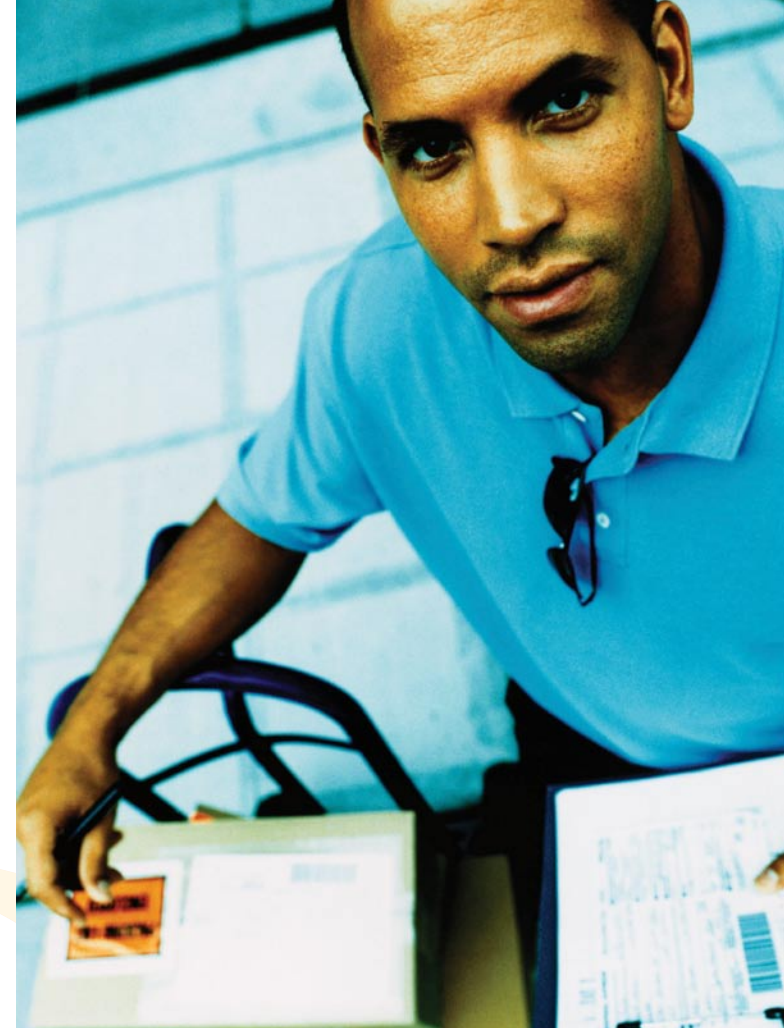
It's Time to Move Forward

Business challenges do not solve themselves. The sooner you contact us, the sooner you can be on the road to improved profitability, customer service, and reduced operating costs.

When you choose Acuity Consulting, you're choosing a firm that will share your vision, have the knowledge and experience to understand and address your challenges, and the passion to bring about the desired results. Contact us without obligation at (714) 657-0037.

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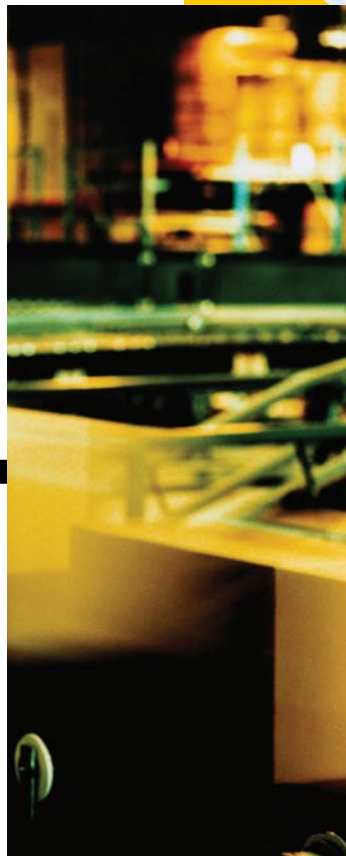
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