

"Through E-commerce, we're able to concentrate on our core mission objectives —keeping vital inventory available to military personnel located worldwide."

*Gordon Spicer, Data Integration
Military Sealift Command*

U.S. Navy Military Sealift Command, USA

TYPE OF BUSINESS

GOVERNMENT

E-COMMERCE OPPORTUNITY

TO AUTOMATE THE PROCUREMENT PROCESS BY CREATING AN INTEGRATED SUPPLY CHAIN, LOWERING COSTS AND IMPROVING DELIVERY TIMES.

STERLING COMMERCE SOLUTION

GENTRAN:SERVER FOR WINDOWS NT
GENTRAN WEB SUITE AUTOMATES THE SUPPLY CHAIN AND PULLS INFORMATION FROM THE BUSINESS CYCLE TO ALLOW THE NAVY TO PLAN, SCHEDULE AND ANALYZE INFORMATION IN A REAL-TIME INFRASTRUCTURE.

BENEFITS

- ▶ AUTOMATES THE SUPPLY CHAIN, ELIMINATING POTENTIAL HUMAN ERROR AND INCREASING INTEGRITY.
- ▶ FACILITATES BETTER STRATEGIC AND TACTICAL DECISIONS ON SHIPS, DOLLARS AND PEOPLE BY ARCHIVING AND ANALYZING INFORMATION FROM ALL AREAS OF THE BUSINESS.
- ▶ REDUCES FREIGHT COSTS THROUGH IMPROVED PLANNING AND MORE EFFICIENT SHIPMENTS.
- ▶ INTEGRATES THE NAVY'S PROCUREMENT PROCESS, LINKING SUPPLIERS, CARRIERS AND MILITARY PERSONNEL REGARDLESS OF FUNCTIONAL, GEOGRAPHICAL OR TECHNOLOGICAL BOUNDARIES.

COMPANY BACKGROUND

When it comes to service, the U.S. Navy's Military Sealift Command (MSC) has no room for delays or mistakes. The Command is charged with the critical task of providing ocean transportation for the Defense Department in peacetime and in war. With 12 million tons of fuel, ammunition and other supplies delivered through 130-plus vendors, MSC's operations are susceptible to supply chain problems. Without careful coordination of actual and expected demand with supply, on-time delivery performance could become unacceptably low.

E-COMMERCE OPPORTUNITY

"The principle of better planning is widely understood and exercised at MSC," explains Gordon Spicer, Data Integration, Military Sealift Command. "Our key objective throughout this process is integrity. Managing \$100 million worth of vendor contracts takes considerable time, and can sometimes result in errors. That takes time away from everyone's core objective, and creates unnecessary delays. And mistakes are expensive. By automating the supply chain, we can eliminate the potential for human errors, and build integrity into our business processes so that we can deliver vital inventory when and where the military personnel need it."

STERLING COMMERCE SOLUTION

With such critical demands on its supply chain infrastructure, MSC needed to build

an E-commerce solution that is scalable, reliable and stable. As a first step, the Command conducted a thorough review to find the most effective software, and selected GENTRAN®. "This will allow us to pull information from the entire business cycle. We can put this historic information to use so that we can respond to urgent requests for supplies, even as military conditions change."

BENEFITS

While automating the entire supply chain will vastly reduce paperwork, there is another key advantage to E-commerce. This is the ability to pull together information from acquisition, finance, procurement and engineering processes. "We'll be able to collect, archive and analyze data from the supply chain so that we can make better strategic and tactical decisions on ships, dollars and people," explains Spicer.

Even though the Navy's main focus is the procurement process, the logistics function will also benefit greatly from this automation. The greater level of detail will give the Navy more insight that can be used to reduce inventory levels. In the long run, this will mean cost-savings. "We're constantly monitoring the financial impact of our plans, and improved planning of our vendors and more efficient shipments will reduce freight costs, giving us a strong return on investment."

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Another critical advantage of GENTRAN Web Suite is that anyone can conduct business electronically with the Navy, regardless of their level of technical expertise. With so many partners in its supply chain who do not have the infrastructure to conduct traditional EDI, this is an important benefit. This also gives the Navy the power to communicate internally with ships and MSC representatives in remote locations.

"The decision to invest in E-commerce technology was an easy decision for us. The bottom line is, E-commerce is a powerful strategic tool that improves the quality and reliability of our missions, while controlling costs, and collecting information that improves planning and efficiency," adds Spicer.



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