



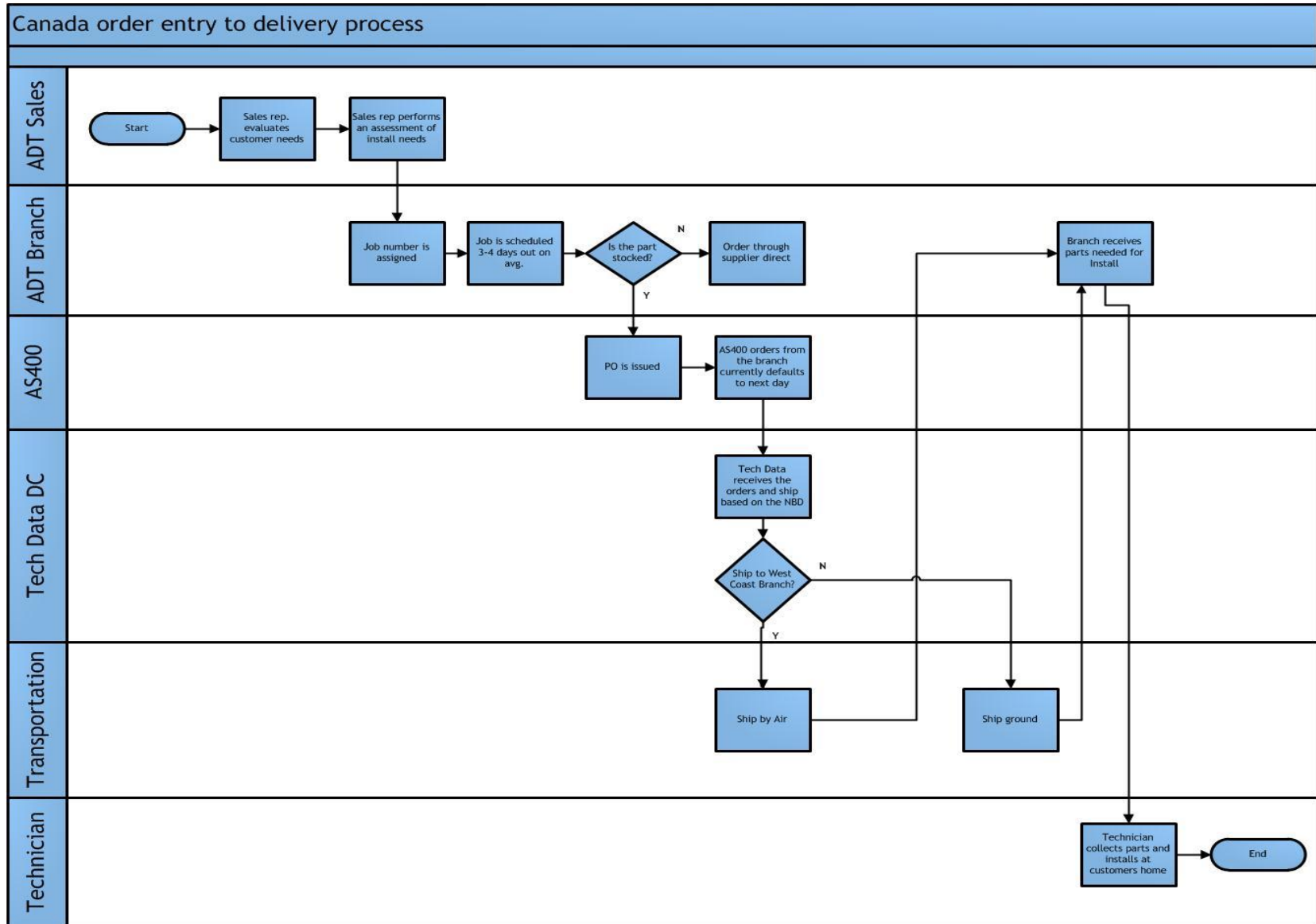
Canada Freight Optimization

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Project Charter – Freight Optimization in Canada

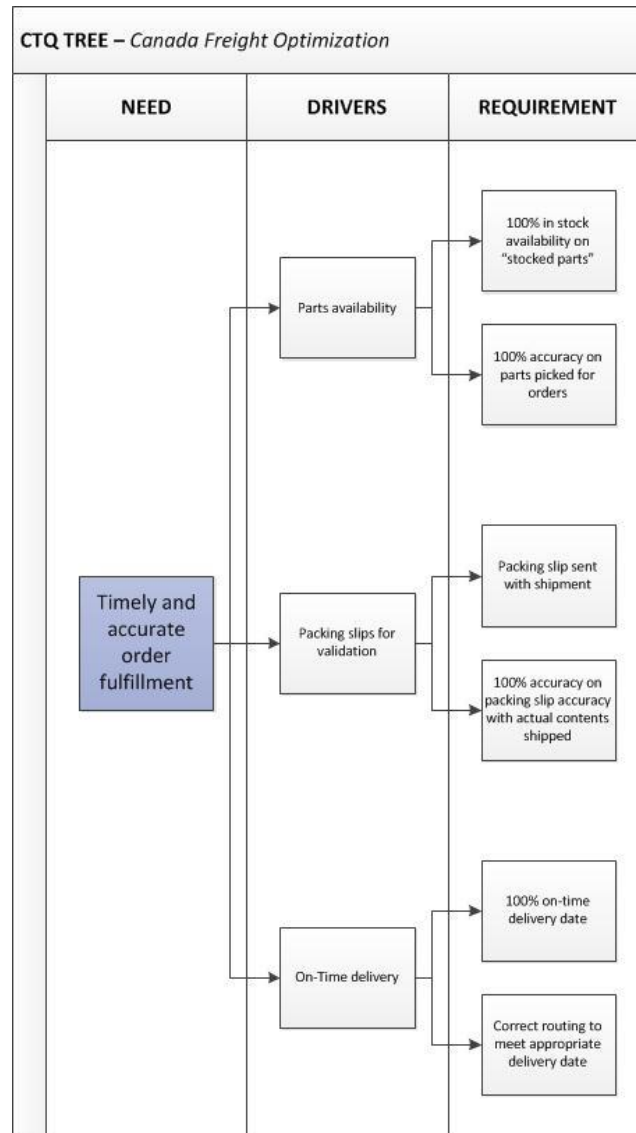
Problem Overview		Project Description & Scope		
<input type="checkbox"/> Today, branches in Canada order parts needed for a job after the job is booked. 90% of the weight shipped supports a next day need-by-date which results in an air-shipment for branches located on the west coast of Canada. Furthermore, due to long ground transit times orders with a need-by-date within 3-days are also required to be shipped by air. Annually, these air-shipments to the west coast have a total freight cost of \$148,066.		<input type="checkbox"/> Design an order fulfillment process that meets the branches delivery requirements. <input type="checkbox"/> Scope: West Coast Branches only <div> <input type="checkbox"/> Includes both Install and Service channels </div>		
Goal / Objective		Duration	Fin Impact	Effort Level
<input type="checkbox"/> Reduce freight cost for shipping parts to the west coast branches <input type="checkbox"/> Design a process where freight costs are optimized based on branch location		<input type="checkbox"/> 0-3 months <input checked="" type="checkbox"/> 3-9 months <input type="checkbox"/> 9 months & above	<input checked="" type="checkbox"/> 0-300K <input type="checkbox"/> 300K-700K <input type="checkbox"/> 700K +	<input type="checkbox"/> Low <input checked="" type="checkbox"/> Medium <input type="checkbox"/> High
Benefits & Fin Y		Team Members		
<input type="checkbox"/> Freight cost savings from a reduction in next-day shipments to the west coast branches <input type="checkbox"/> Freight cost savings in cost per pound shipped ground		<input type="checkbox"/> Eric Blue – Process Owner <input type="checkbox"/> Arun Ashokan – SS MBB <input type="checkbox"/> Ryan Mark – SS BB <input type="checkbox"/> Radames Rivera – SME <input type="checkbox"/> Jimi Veale – SME <input type="checkbox"/> Will Cormier – Branch Manager <input type="checkbox"/> Robin McKinley – Branch Manager <input type="checkbox"/> Vince Wong – Install Team Manager		
Strategic Alignment				
<input type="checkbox"/> Customer Additions <input type="checkbox"/> Tenure		<input type="checkbox"/> Rev Per Customer <input checked="" type="checkbox"/> Cost to Serve <div> <input checked="" type="checkbox"/> SAC </div>		

Current State Map



Suppliers	Inputs	Process		Outputs	Customers
(Providers of the required resources)	(Resources required by the process)	(Top level description of the activity)		(Deliverables from the process)	(Anyone who receives a deliverable from the process)
Sales organization	Sales lead / Appointments	Sales Rep completes Sale	1	Parts needed for Installation	Branch
Branch	Branch coordinator	Job number assigned / Job scheduled	2	Appointment for install	Customer
Branch	Branch coordinator	Order placed for parts	3	PO is issued	Branch / Technician / Tech Data
Branch	Purchase Order	Tech Data DC receives PO for parts	4	Picking and packing of ordered parts	Branch / Technician
AS400	Purchase order default date	Shipment made based on NBD	5	Shipping on time so that the systematic need by date is met	Branch / Technician / Customer

CTQ Tree



Fin Y

Freight
baseline
(historic \$)



Monthly
updated
freight cost
\$

Project Name: Weight Optimization						Champion:		Belt: Ryan Mark		Process Owner:	
Y Metric: Freight Cost											
Project ID: ADTNA00691			PS Seq Num: TFSX		Data Request #:						
Baseline Information	12 MTH Savings Recognition		Current Year Information			EBIT	Implemented EBIT	Projected EBIT	Committed EBIT	EBIT Variance	EBIT Translator
Freight cost per lb. baseline	Fiscal Month	Status	Current freight \$ per lb.	Saving \$ per lb. (delta)	Weight Shipped	Six Sigma Savings (Baseline Dollar Improvement)	Implemented Values From Power Steering	Projected Values From Power Steering	Committed Values from Power Steering	Six Sigma Savings to Goal Variance	Amount of EBIT Translated to P&L
	FY14 OCT FY15			\$0.00		\$0.00				\$0.00	
	FY14 NOV FY15			\$0.00		\$0.00				\$0.00	
	FY14 DEC FY15			\$0.00		\$0.00				\$0.00	
	FY14 JAN FY15			\$0.00		\$0.00				\$0.00	
	FY14 FEB FY15			\$0.00		\$0.00				\$0.00	
	FY14 MAR FY15			\$0.00		\$0.00				\$0.00	
	FY14 APR FY15			\$0.00		\$0.00				\$0.00	
	FY14 MAY FY15			\$0.00		\$0.00				\$0.00	
	FY14 JUN FY15			\$0.00		\$0.00				\$0.00	
	FY14 JUL FY15			\$0.00		\$0.00				\$0.00	
	FY14 AUG FY15			\$0.00		\$0.00				\$0.00	
	FY14 SEP FY15			\$0.00		\$0.00				\$0.00	
	FY15 OCT FY16			\$0.00		\$0.00				\$0.00	
	FY15 NOV FY16			\$0.00		\$0.00				\$0.00	
	FY15 DEC FY16			\$0.00		\$0.00				\$0.00	
	FY15 JAN FY16			\$0.00		\$0.00				\$0.00	
	FY15 FEB FY16			\$0.00		\$0.00				\$0.00	
	FY15 MAR FY16			\$0.00		\$0.00				\$0.00	
	FY15 APR FY16			\$0.00		\$0.00				\$0.00	
	FY15 MAY FY16			\$0.00		\$0.00				\$0.00	
	FY15 JUN FY16			\$0.00		\$0.00				\$0.00	
	FY15 JUL FY16			\$0.00		\$0.00				\$0.00	
	FY15 AUG FY16			\$0.00		\$0.00				\$0.00	
	FY15 SEP FY16			\$0.00		\$0.00				\$0.00	
0	ERD YTD					\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Description for Each Field											

Appendix - I

[illegible]

Appendix II

Supp. Id	TECH																							
Prov	(All)																							
Sum of Unit Sold																								
Manufacture Part #	Part Description	Mth	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Grand Total										
-466	3V LITH BAT - CR123ADT28	2200	600	1600	1700	3100	1500	1300	3100	2200	1700	2600	21600											
-5816W/MWH	DOOR/ WINDOW TRANSMITTER-WITH MAGNETS, WHITE	195	596	887	786	1029	959	1000	1071	1337	1401	1270	10531											
-873606CE-05	ADT LAWN SIGN ENGLISH ASS					100	600	1500	750	2300	1100	357	6707											
-46095	BATTERY SLA-12V-7AMP-ORDER IN MULTIPLES OF 4				320	80	292	660	320	1000	252	680	340	3944										
-873606CE-02	ADT ENGLISH LAWN SIGN-ORDER IN MULTIPLES OF 50				850	700	2000						3550											
-PC1500	AA ALKALINE BATTERY-COMES IN PKT OF 4					72	347	268	680	592	540	560	3059											
-5808W3A	SMOKE MERCANTILE WIRELESS	34	149	261	254	269	277	261	241	280	319	246	2591											
-ADTW308PK	6150RFADT 5890PI-5804ADTBL 2- 5816W/MWH BAT	35	134	271	250	257	256	251	314	296	304	194	2562											
-PGZNG1-1ADNAS	PULSE GATEWAY,V2.0,N-ETGEAR,Z WAVE	172	108	255	176	201	186	190	198	236	250	197	2169											
-PC2400	AAA ALKALINE BATTERY-COME IN PKT OF 4					48	220	75	398	552	368	412	2073											
-951WG-WH	RECESSED 3/8" CONTACT-WHITE (ORDER IN 10 PKS)	7		300	250	100	180	330		350	230	280	2027											
-943WG-WH	MINI CONTACT WIDE LEADS-WHITE (ORDER IN 10 PKS)		100	100	150	280	210	120	200	350	160	280	1950											
-5800PIR-RES	WIRELESS PET IMMUNE-MOTION 80LBS	25	86	210	138	227	199	156	173	162	191	279	1846											
-HSPIM	INTERFACE	26	84	179	145	171	162	169	171	189	211	161	1668											
-46094	BATTERY SLA-12V-4AMP-ORDER IN MULTIPLES OF 10				150		250	90	440	240	240	240	1650											
-3G3070RF-ADTCN	3070W/24H BAT/CDN/NEW-CELL						132	278	314	312	316	276	1628											
-6150ADT	FIXED ENGLISH KEYPAD	36	79	143	132	138	134	116	180	130	183	167	1438											
-914060	H.264 WIFI INDOOR IP-CAMERA BK		45	297	134	132	117	88	119	121	147	123	1323											
-5834-4ADT	WIRELESS KEY TRANSMITTER-4 BUTTON	11	64	104	68	114	108	121	108	129	186	208	1221											
-5853	WIRELESS GLASS BREAK	12	62	159	126	80	108	111	118	111	129	110	1126											
-1326LCSMVA1187PK	(HID) PROXCARD II,ADT-ARTWORK,37 BIT FORMAT		250	25	275	50	200	100		125	50	1075												
-DL2025	BATTERY; 3V LITHIUM DURAC-#DL2025B (.787X.098)						100	120	120	210	220	236	1006											
-WS4945	WIRELESS DOOR/WINDOW-CONTACT						91	138	186	271	133	160	979											
-804404	BATTERY MN1604 9V DURA-CELL					126			140	146	272	256	940											
-45703	ZWAVE LAMP SMALL APPLI-ANCE MODULE PLUGIN ON/OFF	77	45	96	60	96	98	86	86	92	113	81	930											
-0-000-059-01	MOTION DT-7435 35X35 DU-EL TEC	25	60	163	138	77	16	20	94	96	91	92	872											
-ADTR308PK	6150ADT AURORA WAVE2-SIREN (2) 951WG-WH GRD ST	13	44	102	101	79	80	67	96	96	123	71	872											
-6160VADT	ALPHA KEYPAD WITH VOICE	16	63	106	73	92	70	80	85	95	75	55	810											
-5800COA	CO DETECTOR	7	54	60	78	85	85	87	64	77	84	92	773											
-AURORA	PIR MOTION SENSOR, 40LBS-PET IMMUNE, 35'	10	28	77	48	59	96	76	114	72	100	86	766											
-1346LNSM37PK20	KEYFOB 37 BIT FORMAT-H10302,PK IN QTY OF 20	80	120		180	20	23	240	60		40		763											
-SP3000ENCN	ADT SAFEWATCH CONTROL-PANEL W/TRANSFOMER	22	36	62	53	50	84	50	66	70	76	164	733											
-6150RFADT	FIXED ENGLISH KEYPAD WITH-BUILT IN RECEIVER	9	33	66	63	52	56	65	63	84	94	138	723											
-914061	GSM COMM			2	87	112	124	108	69	93	60	63	718											
-XAVB1301-100PAS	POWERLINE 200 MINI KIT	100	48	108	79	54	87	55	47	79	46		703											
-LC-104-PIMW-WNL	MOTION DUAL-TECH-MICROWAVE/PIR						68	89	120	135	130	150	692											
-4219	8 ZONE HARDWIRED EXPANDER	8	34	61	69	72	85	62	82	65	72	70	680											
-ADTQCPKB	QUICK CONNECT PLUS KIT-(REPLACES ADTQCPK)	5	15	28	28	88	114	83	61	97	79	81	679											
-5820L	SLIM LINE DOOR/WINDOW-TRANSMITTER		16	70	40	96	28	65	111	72	98	76	672											
-12996	POWER GEAR SURGE PROT-8-OUTLET SUPP 6 TRANF					43	93	108	115	172	125	656												
-804302	BATTERY SLA-12V-4AMP-ORDER IN MULTIPLES OF 10				50	100	260	200					610											
-0-001-027-03	GLASSBREAK DETECTOR , 25'-RANGE FG1625ADT	5	58	65	53	46	29	58	56	52	86	61	569											
-OC810-ADT	H.264 WIFI OUTDOOR IP-CAMERA	43	25	53	45	65	48	47	40	52	52	79	549											
-CR2025	CR2025 BATTERY, 3V-LITHIUM COIN CELL		120	30	200	180							530											
-5881ENH	WIRELESS RECEIVER - HIGH	11	29	60	45	41	54	57	71	50	49	38	505											
-KIT64-14 ADTC1	POWERSERIES KIT FOR ADT-CORPORATE						56	75	81	99	86	108	505											
-K14195	DVD, USER GUIDE FOR-SAFEWATCH	16	13	24	26	36	40	61	80	53	47	92	488											
-620	TELCO CONNECTORD CORD	18	14	29	35	26	71	66	75	50	46	49	479											
-621	TELEPHONE JACK	18	13	29	36	26	71	66	75	49	46	49	478											