



The Client

A major retailer / Commercial Sales division is based in Chicago. This division specializes in wholesaling activities for industrial tools and appliances to commercial customers. They deal with and sell over 30,000 individual products to customers around the United States. Annual sales average approximately \$500 million. Products are purchased from over 350 vendors and are shipped to over 100 Commercial Sales receiving docks and warehouses.

Client's Objectives

PeopleSoft Distribution modules were chosen to replace the current Commercial Sales ordering, inventory and purchasing system. The main reason for the implementation of a new system was due to the current system not being year 2000 compliant.

CTI's Role

CTI was the functional lead for the implementation of the PeopleSoft Purchasing (version 7.5) module. Our duties included conducting and documenting the results from the Fit/Gap analysis, developing modifications for identified gaps, and overseeing the creation of setup values for the module.

In addition, CTI was directly involved with the business reengineering efforts for this implementation. Our responsibilities involved planning and coordinating all the necessary work efforts for the successful implementation of this module. This included creating and maintaining the detailed project plan, which outlined the necessary tasks for the successful completion of this initiative and overseeing all conversion and interface efforts that directly related to the Purchasing implementation.

Furthermore, CTI played a major role in the development of the project's overall infrastructure. This covered developing a communication plan, creating the operator ID administrative process, and defining deliverables for each phase of the project.

Real Results

As a direct result of CTI's efforts, the PeopleSoft implementation was completed on time and within budget. In addition, Cosaweb performed a thorough knowledge transfer, allowing our client's internal staff to function in their new environment more effectively.