

Tandy Brands Accessories, Inc.



About the company.

Tandy Brands Accessories, Inc. is a leading designer, marketer, and distributor of fashion accessories for men, women, and children. Its key products include belts, wallets, handbags, socks, and scarves, as well as accessories for hair and cold weather.

Headquartered in Arlington, Texas, Tandy Brands sells throughout North America via major retail distribution that ranges from mass merchants, national chain stores, department stores, and men's and women's specialty stores, to catalog retailers, grocery and drug stores, golf pro shops, and retail exchange operations of the US military. Its merchandise appears under private labels as well as various nationally recognized brand names including DOCKERS®, LEVI'S®, TOTES®, ROLFS®, WOOLRICH®, GOODYEAR™, and DR.MARTENS®.

To learn more about Tandy Brands Accessories, visit www.tandybrands.com.

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RICHARD CALDICOTT, DIRECTOR,
IMPLEMENTATION, TANDY BRANDS
ACCESSORIES

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Setting the strategy.

Facing the primary distributor challenge of maintaining optimum inventory levels, Tandy Brands Accessories decided to invest in an enterprise resource planning (ERP) system that would not only provide visibility into its inventory, but offer enough flexibility and scalability to handle future growth and change. The company's legacy system could manage each of its 10 divisions only as separate entities, which further complicated the task of inventory maintenance.

As a North American distributor of many products that originate in countries throughout the globe, Tandy Brands also must deal with the requirement of ensuring that specific commodities arrive in the US at the right time so that the company can turn them around in bulk with other products and ship to customers on time.

Richard Caldicott, director, implementation, at Tandy Brands, addresses an additional issue: "We need to supply the same product to multiple customers, but each customer requires its own packaging. So our extra challenge is to be able to identify inventory at that discrete level."

Getting business specific.

After a comprehensive search for an ERP that would meet its global needs now and into the future, Tandy Brands selected Infor™ ERP System21. Says Caldicott, "When I joined the company several years ago, it had just successfully launched the Accessory Design Group, the largest division at Tandy Brands, running on System21. Our next goal was to get the other nine divisions up and running on the application as quickly as possible."

The company tackled the remaining portion of the implementation in two phases: the entire women's group of products first, followed by the men's group 12 months later. During that time Tandy Brands also acquired the gift business, which it managed to incorporate during implementation of the men's group of products. "System21 made this huge and complex job much easier than I'd anticipated," Caldicott proclaims.

facts at a glance:

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|-------------------|--------------------------------|
| > company | Tandy Brands Accessories, Inc. |
| > solution | Infor ERP |
| > product | System21 |
| > industry | Apparel & Footwear |
| > revenue | US \$150 Million |
| > employees | 522 |
| > country | USA |

Seeing results.

After implementing Infor ERP System21 at all divisions, one of the major benefits Tandy Brands Accessories gained was the capability to consolidate selected departments, and to store products by discrete lot codes. "The flexibility allowed us to quickly realign our products and relocate operations from one distribution center to another, which proved to be a relatively straightforward task," notes Caldicott. "Taking the standard lot control feature within System21, we added a few modifications to allow us to store the correct amount of the product by lot for each customer with its own packaging." Now the company can check the inventory level per customer and make sure that when the product needs to ship, the correct packaging stays with that specific customer.

An important IT goal for Caldicott was to standardize both the Tandy Brands software and its operational processes. "Implementing Infor ERP System21 allowed us to consolidate all our divisions under one umbrella, which in turn enabled us to easily standardize our processes."

Caldicott also attributes another benefit to implementation of standard processes. "The learning curve of employees at distribution centers is now much lower because every center follows the same procedures and best practices. This wouldn't have been possible before System21." He adds that all users recognize the flexibility of the software. "They've been able to adapt to the product so well because they can do much more, and they really enjoy working with it."

Tandy Brands Accessories undertook numerous initiatives over several years in which System21 played a crucial role, according to Caldicott. "One important project was expanding our receipt of funds through 820 payment documents using EDI (electronic data interchange). Infor ERP System21 allowed us to easily bring new payment schemes onboard, which helped us significantly increase our workload in the accounts receivable department without increasing staff. It was a big cost savings."

The company says that Infor has been an integral part of the implementation, providing consultants to work alongside company employees, even adding a coding resource when it needed extra staffing for a period. Caldicott adds, "Infor has always been there with us when we needed them over the years, and the software continues to innovate to meet our needs."

In summary, Infor ERP System21 has helped Tandy Brands Accessories in the following ways:

- Enabled consolidation of divisions and selected departments, resulting in quick realignment of products and relocation of operations, as well as standardized processes
- Allowed storage of correct amounts of products by lot for each customer with proper packaging
- Produced quick learning curve for distribution center employees
- Provided ease in expanding new payment schemes, resulting in significant workload increases without additional staff

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Doing business better.

Future plans at Tandy Brands include addition of planning and forecasting software to further optimize its inventory levels. Says Caldicott, "We want to be able to forecast and have the proper amounts of specific inventory arrive just in time to fulfill customer requirements, yet not leave us with extra inventory on our hands."

Another area that the company hopes to address is product lifecycle management. "We want a system in place to enable us to track and control the entire process from initial concept and design through production marketing and shipment to customers," Caldicott adds. "Based on our success so far, we believe Infor can also help us with these goals to expand our business and remain competitive."

About Infor.

Infor acquires and develops functionally rich software backed by thousands of domain experts and then makes it better through continuous innovation, faster implementation options, global enablement, and flexible buying options. In a few short years, Infor has become one of the largest providers of business software in the world. For additional information, visit www.infor.com.

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