



Customer Profile

# Propper International increases inventory turns by 300% with Infor M3



## Facts at a glance

**Solution:** ERP

**Products:** Infor® M3

**Industry:** Fashion/Mass Customization

**Country:** USA

“In phase one, we not only improved our available-to-promise capabilities, but we also gained powerful forecasting and planning tools to enable us to run a leaner business in a make-to-stock and make-to-order environment.”

—John Minard, Chief Financial Officer, Propper International

## About the company

Propper International™ is one of the largest suppliers of military apparel and related items to the US Department of Defense. In addition, it manufactures, markets, and distributes uniforms and specialty apparel to law enforcement and correctional personnel, as well as specialty retailers. Propper manages its global supply chain from headquarters in St. Louis, Missouri. For more information, visit [www.propper.com](http://www.propper.com).

## Challenges

- Eliminate inefficiency, inaccuracy, and duplication of effort.
- Get control over customer order demand.
- Integrate demand with production and distribution resource requirements.
- Provide enterprise-wide visibility across critical business processes.

## Benefits

- Increased inventory turns from two to six per year, a 300% improvement.
- Improved customer delivery.
- Lowered inventory levels by 25%, significantly improving cash flow.
- Decreased the number of IT personnel necessary to support the application software and main IT processes from 15 to 5.
- Shortened the end-of-month closing process from 60 days to 7 days.
- Reduced accounts receivable days outstanding from over 100 days to 35 days.
- Consolidated two sewing operations in the Dominican Republic into a single plant.

“We could see how the Infor M3 would allow us to achieve the level of functionality and enterprise-wide collaboration we needed to shorten time to market, increase supply chain visibility, and improve customer responsiveness.”

—John Minard, Chief Financial Officer, Propper International

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