



“Perot Systems provided us with a team of all-star consultants who enabled the delivery of a complex project ahead of schedule.”

Tina Fischer  
Vice President of Supply Chain Services  
Coca-Cola Bottling Company  
Consolidated

## Customer Success Story as Featured in the 2003 Perot Systems Annual Report

### Coca-Cola Bottling Company Consolidated [www.cokeconsolidated.com](http://www.cokeconsolidated.com)

#### Challenge

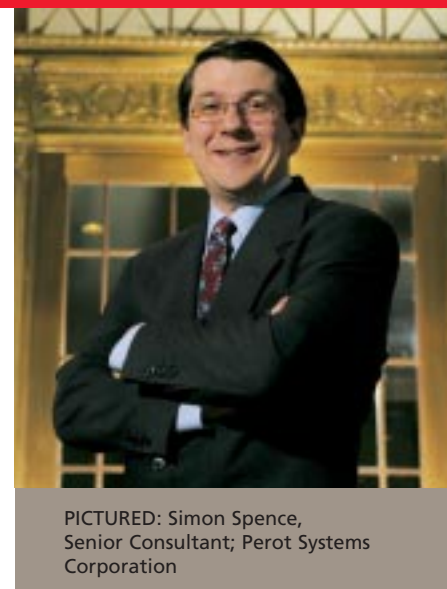
Coca-Cola Bottling Company Consolidated (CCBCC), the second-largest Coca-Cola bottler in the United States, supports five plants and more than 50 distribution centers that produce and distribute more than 250 products. The company faced multiple challenges in managing its materials and product inventory, cycle time, and transportation logistics. It also recognized the need to increase manufacturing flexibility and streamline its transportation system.

#### Solution

CCBCC tapped Perot Systems' expertise to find ways of improving production forecasting and ensuring that production and transportation more closely match sales patterns while decreasing inventory and stock outages. To meet these needs, Perot Systems analyzed existing processes, recommended sweeping enhancements, and implemented an upgraded supply chain planning and execution system. To help achieve customer goals, we designed and implemented a consolidated solution that leveraged the supply chain application across all bottling plants and distribution centers.

#### Results

- Helped reduce finished goods inventory levels by approximately 40%
- Enabled a decrease in cost-per-case of 5%
- Helped CCBCC improve its customer service and reduce stock outages by raising product availability to 98.5%
- Assisted with improving forecast accuracy by 10%
- Enabled CCBCC to realize savings within its distribution and logistics organization
- Supported the launch of more than 146 new products—a volume that could not have been supported using the old processes and systems



PICTURED: Simon Spence,  
Senior Consultant; Perot Systems  
Corporation