

## Sterling Supply Chain Visibility provides complete view of inventory



### Location

St. Louis, MO

### Industry

Manufacturing

### Revenue

\$7.34 billion in net sales for 2006

### Business challenge

Implement a real-time logistics management system that provides visibility of inventory during all stages of the production and inbound supply process

### Solution

Sterling Supply Chain Visibility™

### Benefits

- Provides unprecedented visibility into inventory tracking
- Decreases transportation costs (ship vs. air)
- Improves customer service with increased on-time deliveries
- Increases data accuracy and reduces manual processes
- Facilitates onboarding of new partners into system

## Monsanto Company

### Customer background

Monsanto Company is a leading global provider of technology-based solutions and agricultural products that improve farm productivity and food quality. Its business is structured into two segments: Seeds and Genomics and Agricultural Productivity. The company employs more than 17,500 people worldwide.

### Business challenge

The corn seeds that U.S. farmers plant each spring make a remarkable journey, even before entering the ground in North America. First Monsanto sends “parent” seeds to growers in Argentina and Chile, who plant, harvest and shell the corn. Then it’s bagged and loaded onto ships or planes headed to one of several ocean

ports (Philadelphia, Norfolk, Savannah, Jacksonville, Miami, Houston, and Los Angeles) or airports (Miami, St. Louis, and Chicago). From there the bags are trucked to nearly 200 distributors nationwide, who ultimately sell the product to farmers.

Sterling Commerce has been part of this supply chain since 2000. In fall 2006, Monsanto decided to introduce bar code scanners, resulting in an enhanced ability to collect data, and the company looked to Sterling Commerce once again to facilitate and expedite the process.

### Solution

Sterling Supply Chain Visibility provides Monsanto with a completely integrated supply chain solution, enabling the

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*“Sterling Supply Chain Visibility gives us complete visibility of our inventory. That means we know exactly where our product is at any given time in the supply chain, which allows us to make critical shipping decisions to ensure on-time deliveries.”*

Dennis Rasmusson  
Manager of Winter Production,  
Monsanto

company to view and analyze all inventory, as well as collaborate with supply chain partners. Dennis Rasmusson, Manager of Winter Production for Monsanto, said Sterling Supply Chain Visibility provides Monsanto with exactly what it needs the most: a complete and comprehensive view of inventory.

According to Rasmusson, “Now the addition of bar code scanners has improved our ability to track inventory even more.” He explained, “We know exactly which bags are loaded into which container, onto which boat, into which truck. In addition, there is no handwritten paperwork anywhere in the cycle, which alleviates errors.”

Rasmusson said one of the toughest issues he deals with is delay of inbound shipping deliveries, which affects the entire supply chain.

“If that occurs, we know all parties involved, both internally and externally, have complete visibility and accessibility to the data,” he said. “Everyone is keyed into the process and can plan and respond accordingly.”

## Key benefits

### Complete visibility

Now Monsanto has unprecedented visibility into inventory tracking. Rasmusson and his colleagues know exactly where the product is in the pipeline and when it will arrive at each point prior to reaching its destination. This visibility has allowed Monsanto to improve decision making with timely and accurate inventory information.

### Decreases transportation costs

Since Monsanto knows exactly where the product is at any given time, it can plan deliveries accordingly. Therefore, the company sends product via ship rather than air to save money.

### Improves customer service with on-time deliveries

Sterling Supply Chain Visibility enables Monsanto to postpone routing decisions until the product is on its way from South America to North America. That enables the company to send the product to the most time-critical destination. Once those decisions are made, delivery timeframes are visible to customers, so they know exactly what to expect and when.

## About Sterling Commerce

Sterling Commerce, an AT&T Inc. (NYSE:T) company, helps companies optimize and transform their Business Collaboration Network quickly, easily and securely so they can accelerate revenues, reduce costs and protect their enterprise. Sterling Commerce provides more than 30,000 customers worldwide with applications and integration solutions to connect, communicate and collaborate with their customers, partners and suppliers. Learn more at [www.sterlingcommerce.com](http://www.sterlingcommerce.com).

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