

Excelled Sheepskin & Leather Rolls Out NGC's PLM and Supply Chain Management Software for All Its Brands, Including Rogue and Reilly Olmes

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MIAMI--(BUSINESS WIRE)--May. 30, 2012-- [NGC® Software](#) today announced that Excelled Sheepskin & Leather Coat Corporation has completed rolling out NGC's Extended PLM software. Excelled implemented NGC's software throughout all the company's brands, including Reilly Olmes and Rogue, a contemporary menswear brand worn by numerous actors, rock stars and other celebrities.

Prior to implementing NGC's software, Excelled relied on spreadsheets to manage production of 300,000 SKUs for all of its brands – an overwhelming task. The completed spreadsheets with photos, measurements and other attachments often exceeded 200MB, making them too large to email and resulting in long communication delays with Excelled's factories. As a result, deadlines and deliveries routinely ran late, so Excelled began searching for a more streamlined, efficient system for PLM and supply chain management.

After reviewing numerous PLM systems, Excelled selected NGC's [Extended PLM](#), a PLM/supply chain management solution that covers every step of the complex product lifecycle, from line plan to product adoption. "The fact that NGC's Extended PLM is web-based was a big plus for us," said Enrico Bozzetti, IT director for Excelled Sheepskin & Leather Coat Corporation. "A lot of PLM software isn't web-based. We needed a solution that would allow us to communicate in real-time to factories in the middle of nowhere."

Excelled is already seeing a number of benefits from NGC's software, including:

Enhanced Communication and Collaboration, Faster Speed to Market.

With NGC's Extended PLM, Excelled has dramatically improved communications with its factories, resulting in faster speed to market and better [supply chain collaboration](#).

"With NGC, all our communications are centralized, and we can have multiple people collaborating on projects in real-time," Bozzetti said. "Once a style is set up, we can enter measurements and other information, even while our team is still collaborating on the number of pockets, buttons and other details. The information is immediately available to our factories; they can look at the construction details and guidelines and then quickly provide cost breakdowns. Once we approve the estimates, we can post PO's on the system, see when they're accepted, and be alerted of any discrepancies, allowing us to quickly resolve any issues."

NGC's system also provides continually updated information on shipments, enabling Excelled to track the vessel bringing in the containers and proactively notify the warehouse about incoming shipments.

Replacing Spreadsheets with Streamlined Processes. NGC's system has helped Excelled eliminate manual processes and the company's "old-fashioned way of managing logistics," according to Bozzetti. "We wanted to move away from using Excel to manage production; the shift away from Excel was the main thing we were looking

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for, and the benefits are huge," he said. "With NGC's software, our users can log into system and see at a glance the PO's that are late, instead of having to manually sort through reports. Our management team now has full visibility into the production process, which has created much better communication between our sales team and the warehouse."

Integrated quality. NGC's system will also allow Excelled to improve quality control and drive increased customer loyalty for the company's popular brands. Factories can log into NGC's system, pull up the styles in the tech packs, and check to ensure that all the measurements are correct. The system also manages quality audits, enabling production problems to be identified and corrected at the factories before the products ship to consumers.

"Excelled Sheepskin & Leather has an unsurpassed reputation in leatherwear, with the hottest and most fashionable brands in the industry," said Mark Burstein, president of sales, marketing and R&D for NGC Software. "NGC is proud to be working with Excelled, and we look forward to continuing to help drive new productivity and efficiency throughout their organization."

About Excelled Sheepskin & Leather

Founded in 1927, Excelled Sheepskin & Leather Coat Corporation is the undisputed leader in the leather industry, with total annual sales in excess of \$80 million. Excelled manufactures and markets licensed collections for CHAPS and other top brands; produces men's, women's and children's products under its own proprietary labels; successfully targets upscale markets through its joint venture with contemporary design team Reilly/Olmes; and conducts extensive business as a resource for private label, direct marketing and premium marketing. For more information, visit www.excelled.com.

About NGC

NGC Software is a leading provider of PLM, Supply Chain Management, [ERP](#) and Product Testing software and services for brands, retailers and consumer products companies. NGC solutions help increase profitability, reduce costs, improve speed to market and product quality, and manage compliance and testing. NGC has received top rankings by many leading industry analysts and has been recognized as a top 100 supply chain and logistics company by *Inbound Logistics*, *SupplyChainBrain* and *Supply & Demand Chain Executive*.

NGC customers include A|X Armani Exchange, Aeropostale, Billabong, Carter's, Casual Male, Hugo Boss, Jos. A. Bank, Lakeshore Learning, Lululemon Athletica, Marchon Eyewear, Spanx, Swatfame, VF Corporation, and many others. NGC has offices in Miami, New York, Los Angeles, San Francisco, Canada, China, India, Mexico, and El Salvador and is a wholly owned subsidiary of American Software Inc. (NASDAQ: AMSWA). For more information, visit www.ngcsoftware.com.

Forward-Looking Statements

This press release contains forward-looking statements that are subject to substantial risks and uncertainties. There are a number of factors that could cause actual results to differ materially from those anticipated by statements made herein. These factors include, but are not limited to, changes in general economic conditions, technology and the market for NGC's (the Company) products and services including economic conditions within the e-commerce markets; the timely availability and market acceptance of these products and services; the effect of competitive products and pricing; the uncertainty of the viability and effectiveness of strategic alliances; and the irregular pattern of the Company's revenues. For further information about risks the Company and American Software could experience as well as other information, please refer to American Software, Inc.'s Form 10-K for the year ended April 30, 2011 and other reports

and documents subsequently filed with the Securities and Exchange Commission. For more information about risks the Company could face as well as other information, contact Vincent C. Klinges, Chief Financial Officer, American Software, Inc., 470 East Paces Ferry Rd., Atlanta, GA 30305, (404) 261-9777. FAX: (404) 264-5206
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