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*Solutions for the Real World*

Kawasaki Motor Corporation, USA  
Vehicle Order System

## Kawasaki Motor Corporation, USA



Hard work and a dream. That's what established American Kawasaki Motorcycle Corp. way back in March of 1966. The first headquarters, an old meat warehouse in Chicago, was a humble beginning for the factory team sent to open the U.S. market.

Today, KMC's annual revenue tops 1.6 billion dollars. There are approximately 480 employees and more than 1,500 dealers. Our bestselling Ninja® sportbikes, classic Vulcan™ cruisers, rugged ATV and Mule™ Side x Side vehicles and exclusive JET SKI® watercraft form the foundation of our Good Times Company image.

Besides the headquarters building in Irvine, California, KMC has regional sales offices and/or distribution centers in Piscataway, New Jersey; Atlanta, Georgia; Fort Worth, Texas, and Grand Rapids, Michigan. Kawasaki Motors Manufacturing Corp., U.S.A. of Lincoln, Nebraska operates a small engine manufacturing plant in Maryville, Missouri.

### Vehicle Order System

Prior to the Vehicle Order System, dealers filled in spreadsheets and submitted them to KMC USA to place the orders. PDSA held workshops with key management and staff to identify and document order workflow, resulting in the design of a web-based application to handle dealer ordering.

System features include a front-end process for dealers to enter and place orders by product segment, model and color level, along with a back-end process for KMC USA staff to set up and initiate an order period.

At the end of the order period, the management team are able to access business intelligence features to assess order activity by region, district, and dealer.

### Model Maintenance

Search Filters

Product Segment: [All] Model: [All] Model Year: [All] Market Name:

Status: [All]

130 items found 10

Action	Product Segment	Model	Market Name	Model Year	Safety Stock	Override Segment	Status
	Motorcycle	EX650EDS	NINJA 650	2013	0	Non-Current	Changed
	Motorcycle	EX650FDS	NINJA 650 ABS	2013	0	Non-Current	Changed
	Motorcycle	EX650FDSL	NINJA 650 ABS	2013	0	Non-Current	Changed
	Jet Ski Watercraft	JT1500HDF	JET SKI ULTRA 300X	2013	0	Non-Current	Changed
	Jet Ski Watercraft	JT1500JDF	JET SKI ULTRA 300LX	2013	0	Non-Current	Changed
	Jet Ski Watercraft	JT1500KDF	JET SKI ULTRA LX	2013	0	Non-Current	Changed
	Side x Side	KAF620PCF	MULE 4000	2012	0	Non-Current	Changed
	Side x Side	KAF950FCF	MULE 4010 4X4 DIESEL	2012	0	Non-Current	Changed
	Side x Side	KAF950GCF	MULE 4010 TRANS4X4 DIESEL	2012	0	Non-Current	Changed
	Motorcycle	KL650EDF	KLR650	2013	0	Non-Current	Changed

1 2 3 4 5 6 7 8 9 10 ... >>

Figure 1, Vehicle Order System Model Maintenance Screen

### Order Period Process

Step 1: [Set Up Order Period](#)

Step 2: [Enter Models & Prior Model History](#)

Step 3: [Create Risk Groups](#)

Step 4: [Enter Model Attributes](#)

Step 5: [Build Order Forms](#)

Step 6: Review Suggested Order Calculations

Step 7: [Create Risk Group Exceptions](#)

Step 8: [Manage Industry Categories](#)

[Download Dealer Suggested Order Extract](#)

Figure 2, Vehicle Order System Order Period Process

## Business Value

The Vehicle Order System enabled KMC USA to reduce the order period from every 6 months to every 2 months. This helped reduce unwanted/excess inventory, reduced over-ordering and helped streamline the manufacturing cycle.

## Technology

Visual Studio

.NET Framework 4.0

ASP.NET

SQL Server Reporting Services

SQL Server

## Contact Information

For more information on this proposal, please contact either Paul D. Sheriff or Michael Krasowski at PDSA.

Paul Sheriff

(714) 734-9792 x224

[PSheriff@pdsa.com](mailto:PSheriff@pdsa.com)

Michael Krasowski

(714) 734-9792 x223

[Michaelk@pdsa.com](mailto:Michaelk@pdsa.com)

## Company Information

PDSA, Inc.  
17852 17<sup>th</sup> Street  
Suite 205  
Tustin, CA 92780

**Tel** (714) 734-9792  
**Fax** (714) 734-9793  
[www.pdsaServices.com](http://www.pdsaServices.com)

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