

Managing Wood Procurement



THE CHALLENGE





In a highly competitive open market, wood procurement organizations are challenged to make sound purchasing decisions, to manage their inventory of purchased stumpage, to schedule the optimal deployment of the logging force, and to streamline delivery of product to mills. To be profitable, procurement managers must have access to current information on the location, type, volume and value of available timber tracts and an up-to-date inventory of purchased stumpage. In addition, as more landowners maximize income through sealed bids, market intelligence from historical sales becomes a major competitive advantage to the informed buyer.

THE SOLUTION

To assist procurement managers in meeting the challenge, Sewall has developed an interactive cloud-based solution for visualizing and managing the procurement process. Using the Esri ArcGIS Server platform, Sewall integrates an organization's purchased stumpage tract and historical bid information with a range of GIS map data--aerial imagery, land ownership, stand type, soils and rainfall, endangered species, and transportation routes--into an easy-to-use enterprise-wide system.

Accessible online, procurement foresters in the field can identify and sketch in the location of desirable tracts; enter data on the sale area, seller, and bid; estimate the inventory products and price; and calculate the route, distance and drive time to the mills. With shared access, the procurement team in the office has the real-time information they need to make quick, informed decisions--whether to purchase tracts, schedule and direct logging operations, or separate products for delivery to different mills.

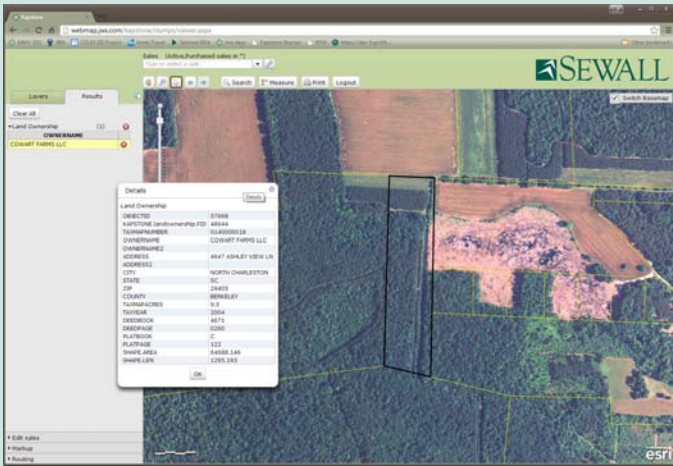
THE BENEFITS

-  Provides a single online source of information on current inventory of purchased stumpage and an historical record of all stumpage tracts bid on, whether purchased or not
-  Is easy to learn and use by the entire organization
-  Includes tools to create, edit and display sales and associated records and to export data to Excel or print customized business documents
-  Serves as a key strategic asset that promotes speed to decision and competitive advantage

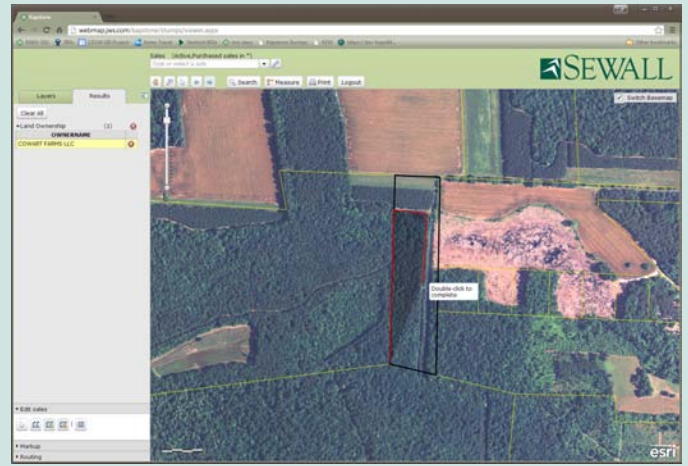
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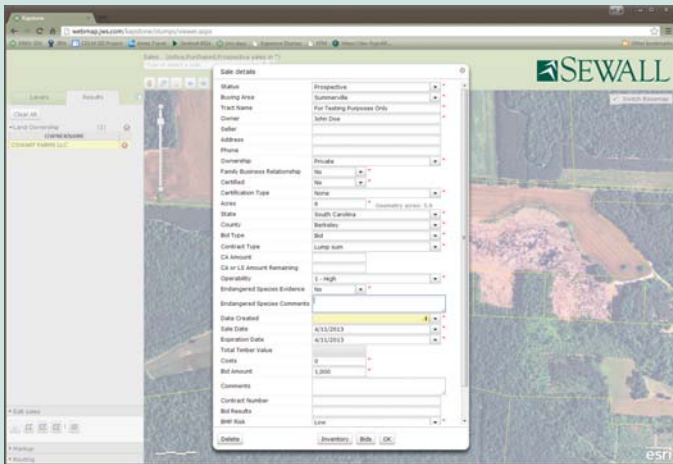
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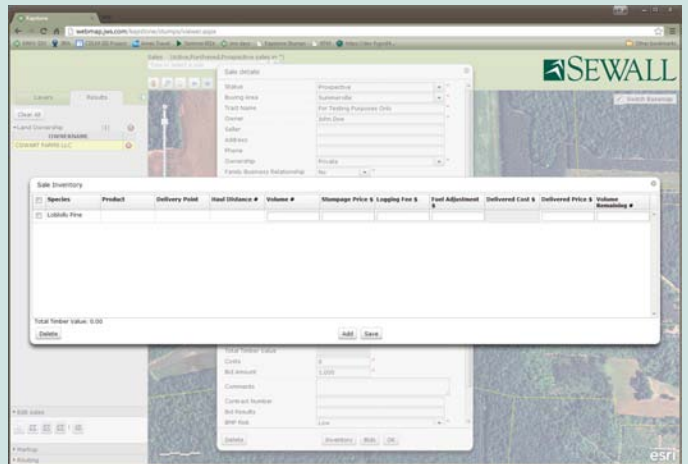
Identify land and potential sellers of interest using land ownership (tax parcel) data.



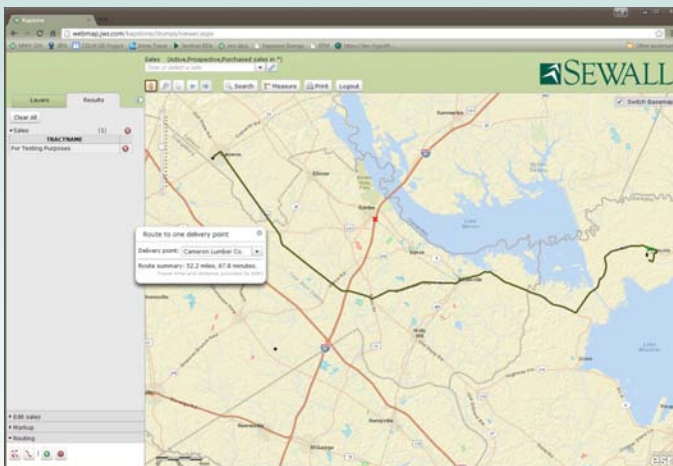
Create a new sale polygon by sketching a shape on the screen, or uploading a shapefile. No GIS software is required.



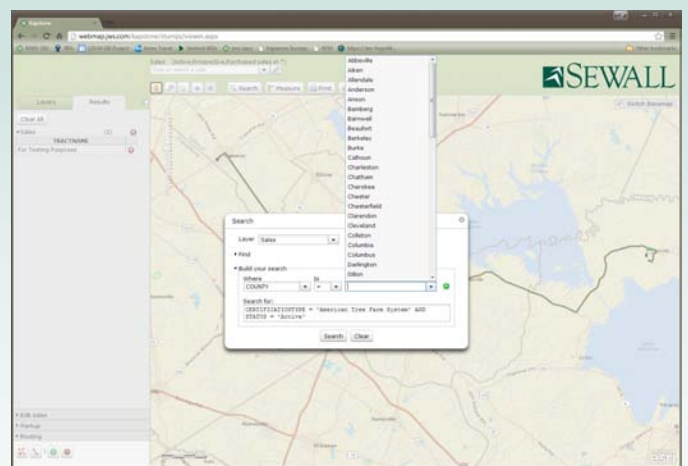
Enter data that defines the characteristics of the sale area and the seller into a customized form. Add bid information also.



Enter the estimated inventory and price for any number of products.



Calculate the route, distance, and drive time to a specific delivery point, and use waypoints and barriers to customize the route.



Check the stumpage inventory database for historical data on location of sales, bids, purchasers, timber type, date and price.