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CASE STUDY · INDUSTRY – OILS AND LUBRICANTS

# Motul

High-performance lubricants – PBP programme

1. THE CHALLENGE

Contract manufacturing managed across scattered files

2. OUR ANSWER

IBP extended to S&OP: allocation, valuation, budget

3. THE VALUE

Live in 5 months, with no blocking defect

## CHALLENGES

- Split production volumes across plants, CMOs and subcontractors with allocation scenarios
- Check load and capacity at every site
- Value the allocation plan and the supply plan
- Turn the plan into raw-material, component and packaging requirements for Supply and Procurement

Multi-site and contract manufacturing

Budget cycle then monthly rolling

Demand already live

## PLANNING COVERAGE

S&OP | Supply | Production | Optimizer

## OUTCOMES

**5 months**
from kick-off to go-live

**113**
user acceptance scenarios passed

- Zero blocking or critical defects at go-live
- Budget process run end to end in IBP
- What-if allocation scenarios across plants and CMOs
- Skills transferred to in-house IT

## SCOPE

€800M revenue
200 kt produced per year
Plants, CMOs and subcontractors

## SYSTEM LANDSCAPE

| BEFORE | | AFTER |
|---|---|---|
| SAP ECC | | SAP ECC |
| SAP IBP Demand | → | SAP IBP Demand |
| ~~Excel~~ | | SAP IBP S&OP |

Facing a similar challenge? Let's talk.

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