CASE STUDY · PROCESS INDUSTRY – SALT

Europe's leading salt producer for 160 years

1. THE CHALLENGE

An Excel-based S&OP that could no longer keep pace with growth

2. OUR ANSWER

S&OP deployed in SAP IBP, with scenarios and simulations

3. THE VALUE

More orders served, fewer stock-outs

CHALLENGES

- Gain an overall view of network DRP and manage the supply chain end to end
- Build a core model ready to onboard new brands and entities
- Model production constraints to deliver a feasible master production schedule
- Handle a large number of promotional campaigns

Multi-company set-up | Short S&OP cycle

PLANNING COVERAGE

S&OP	Supply	Production	Optimizer

OUTCOMES

+5% order fill rate

-29% stock-outs

> Stronger collaboration between finance and sales

SCOPE

4 plants – 3 million tonnes
5 warehouses
4 countries

SYSTEM LANDSCAPE

BEFORE	AFTER
~~SAP ECC~~	SAP S/4HANA
~~SAP BW~~ →	SAP IBP
~~Arkieva~~	SAP BI
~~Excel~~	

Facing a similar challenge? Let's talk.

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