



# Every Angle

KNOW MORE. ACT FASTER.



## CUSTOMER CASE STUDY

# Every Angle provides Perfetti Van Melle with Supply Chain insight and visibility

Perfetti Van Melle is a privately held Italian global manufacturer of confectionery and gum, operating in over 130 countries. It was formed in 2001 with the acquisition of Van Melle of Netherlands by the Perfetti group of Italy. In July 2006 it acquired the Spanish company Chupa Chups, consolidating its position as the world's third largest confectionery company, employing 17,000 people and distributing its products in over 159 countries.

Perfetti Van Melle has been an SAP customer since 1993. It has rolled it out continuous since then, and now has ten productive SAP systems, each for a specific region or operating company, primarily used to manage its logistics and financial activities.

However, it struggled to find the answers to key questions such as;

- Which orders are open? Will they be delivered on time?
- If not, why not?
- What's the status of our stocks, do we have enough - or too much?
- If we have too much, how can we stop it getting worse?  
Can we cancel purchase or manufacturing orders?

“ Every Angle is a nice tool that makes sure that people don't only hear weekly what their performance was, but also have a tool to monitor their performance on a daily basis. ”



**ERIK BROUWER**  
Director Supply Chain Management,  
Perfetti Van Melle



To solve these questions, the Perfetti Van Melle management needed a tool that did more than simply report on its data – and that tool was Every Angle. Since 2003 Perfetti Van Melle has used Every Angle software for its Benelux operation, and after seeing the power of Every Angle in use across their operational business processes, in 2007 they extended the use of Every Angle into a company-wide global contract.

Now they can produce clear answers to those questions and more and has become an essential part of their day-to-day activities.

### Every Angle now empowers the management team with the capability to:

- ✓ Report on current and projected service levels
- ✓ Identify and clean corrupted and inconsistent master and transaction data
- ✓ Monitor supplier lists and vendor records for completeness and accuracy
- ✓ Uncover current and imminent sale order backlogs for each customer
- ✓ Analyze finished product and packaging inventory levels, highlighting unsaleable items, slow-movers, best-before-date lists, number of weeks in stock and blocked stocks
- ✓ Highlight any differences between planned and produced stocks.



“ All our demand planners work with it, our Supply Chain planners work with it, our purchasers work with it and our factories work with it. If I was to walk into the office today and take Every Angle away I would have a riot! ”

**ERIK BROUWER**  
Director Supply Chain  
Management



Erik Brouwer: Director Supply Chain Management

### Results

By using Every Angle, Perfetti Van Melle Benelux managed to achieve the following results:

- ✓ Improved the integrity of their master data
- ✓ Early identification of supply chain issues and bottlenecks
- ✓ Increased cross-process transparency and integration
- ✓ Reduced obsolescence by highlighting short-dated and unsalable inventory
- ✓ Greatly improved insight into status of open sales orders
- ✓ Increased user's understanding of SAP and their role in the end-to-end business process

“ For us, Every Angle is a powerful tool that provides us with a better insight into our processes and how those processes interrelate. Our users couldn't imagine working without Every Angle anymore, and from an IT perspective I can only say that Every Angle requires hardly any maintenance. ”



**JAN-WILLEM VAN DER MEERE**  
Regional IT Manager of NW. Europe  
and N. America



## Every Angle Cross-process Self-service Analytics for SAP®

Every Angle's self-service, cross-process analytical capability empowers organizations with new levels of actionable insight - enabling them to **'know more and act faster'**. Every Angle provides real **understanding** of what is actually going on across the business (and why), enabling people to act early enough to **control** performance and drive significant financial **improvements**.