

CUSTOMER CASE STUDY

“To CRH-IPB Every Angle is a tool for process change”



CRH Infrastructural Products Benelux (CRH-IPB) is an umbrella organization of ten companies in the Netherlands, Belgium and Germany. These companies are Hofman, Marlux Klaps, Olivier, Remacle, Rhebau, Stradus, Struyk Verwo Aqua, Struyk Verwo Infra, Wemink and Zoontjens. The companies manufacture infrastructural, mostly concrete building materials necessary for building in urban environments. Its core activities consist of public and private (garden) paving and waste water and drainage systems.

Currently, approximately 1,550 people work at CRH-IPB in ten companies at 31 product locations. CRH-IPB is part of the listed Irish company CRH plc. This organization operates worldwide, manufactures and trades in building supplies. CRH-IPB uses SAP for its logistic and financial administration, which includes a fair amount of ABAP customization. In 2004 a huge SAP reimplementation took place at Struyk Verwo, and all branches were provided with a new SAP system. By doing this Struyk Verwo achieved its aim of making the system simple, transparent and accessible. Later two other companies followed the CRH-IPB group, i.e. Stradus and Marlux Klaps.

While the reimplementation definitely improved the SAP system, in practice there were still many operational questions that remained unanswered. Every Angle was able to answer these operational questions for CRH-IPB.

Implementation of Every Angle

Since July 2007 CRH-IPB has been using the Every Angle software. From this moment on an increasing group of SAP key users has been using the software intensively. Struyk Verwo Infra was the first to be introduced to Every Angle, followed by the companies Marlux Klaps, Stradus, Hofman, Zoontjens and Struyk Verwo Aqua. The companies each use Every Angle from their own unique perspective.

“Every Angle really is very fast. It can convert important control information also to Excel. For users at Struyk Verwo, Every Angle is an ideal support tool for process change. As far as stock management is concerned, we are now well under way.”



HAN VAN MANEN
Stock Manager at Struyk Verwo

Answers to management questions

Management in the CRH-IPB companies was in search of answers to the following operational questions:

- How to prevent overproduction?
- Can the stock level be controlled?
- How do we keep up with the order portfolio?
- How can we further optimize our planning?
- In which areas can we still improve our stock revenue?

Results

By using Every Angle, CRH-IPB has managed to achieve the following results:

- Cleaner master data
- Quicker action on the basis of faster and more transparent reports
- Early warning of overproduction
- Decrease of stock surplus
- Improved reliability of delivery.



“ I use Every Angle for my daily activities at work. Every Angle improves the way I can inform operational purchasers and they can provide me with a better overview of the current situation. Furthermore I use the software for my monthly reports to management. In my experience Every Angle is very fast and flexible. ”

BART DONNÉ
Strategic purchaser at Stradus



Examples

- **To increase data reliability**

During the first users' phase of Every Angle attention at the CRH-IPB companies of Struyk Verwo Infra, Struyk Verwo Aqua and Zoontjens was first focused on cleaning the SAP database. Sales, purchasing and production orders that were incorrectly recorded as still outstanding in SAP and were affecting the planning, were quickly identified with the help of Every Angle, so that these could then be quickly closed in SAP.

- **Stock optimization**

Every Angle is able to quickly chart which part of the stock is important and which part of the stock is unnecessary. These follow-up actions will ultimately result in structurally lower stock and ensure that the actual stock is better managed.

- **Follow-up procedures (clean desk policy)**

Marlux Klaps uses Every Angle for their clean desk policy, which has the aim to achieve a clean desk at the end of each working day. Every Angle allows employees to gain a quick insight in any activities that still need to be carried out.

- **Monitoring the entire order process**

Zoontjens uses Every Angle to monitor the entire order process from start to finish. Frequently used analyses are overviews of sales orders that have been delivered but have not yet been invoiced and overviews of purchase orders that have been delayed.



Peter Eikhout, Manager Logistics & Reporting Struyk Verwo Infra. Stan Dura, IT Manager Struyk Verwo Infra. Han van Manen, Stockmanager Struyk Verwo Infra. Jos van Peeren, Plantmanager Tiel Struyk Verwo Infra.



 **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**.