

CUSTOMER CASE STUDY

Greater delivery reliability results in a 20 percent increase in production efficiency



Stork Food develops, produces and maintains industrial systems and installations for processing poultry, (red) meat and (liquid) foods. Stork PMT (Poultry processing Machinery and Technology) in Boxmeer is a subsidiary of Stork Food Systems. In Boxmeer they produce among other things poultry slaughter lines. These are complex, customer specific products that require a solid foundation and a network of suppliers.

The delivery reliability of these suppliers needed to be boosted as Stork Food Systems was in danger of having its growth curtailed. Thanks to Every Angle, it successfully achieved a substantial increase in supply reliability amongst its suppliers, within six months. The improved reliability had a significant impact on the plant's production efficiency, which has increased by 20 percent. For quite some years now, the Boxmeer branch has been using SAP ERP system for their goods flow control. They intended to roll out this system to four other branches, with support from the Every Angle system. The logistic core of the production of these complex compounded products such as the Stork PMT machines lies in the final assembly and control of suppliers. For this Every Angle proved to be a powerful tool.

Implementation of Every Angle

Since the summer of 2008 Stork Food Systems has used Every Angle to address important issues. Since the system's implementation, Every Angle also ensures that Stork has greater control of the delivery and scheduling of components for assembly. Stork opted for a company-wide contract, as part of which 15 power users create "Angles" for a large number of regular users. The system landscape consists of three Every Angle servers: one for production, one for development and QA and one to support the roll-out of SAP. Every Angle has been implemented for the improvement of data reliability in the SAP system, the management of suppliers and the detection and analysis of bottlenecks in the flow of goods.

“ Simple ad-hoc reports are created directly by the end users with the help of Every Angle. This saves the SAP Competence Center a lot of work creating customized reports and downloads from SAP. ”



ROY COENDERS
Competence Center SAP

Answers to management questions

Questions the management sought answers to, amongst others, were:

- What parts are missing from the production at this moment and also most probably in the short term?
- What is the status of the show-stoppers in the supply chain and where do we need to intervene?
- Which suppliers are responsible for most show-stoppers?
- To what extent are we the cause of our supplier's unsatisfactory supply performance due to our erratic orders and overloading?
- How can we increase our planning time span to enable us to provide our most important suppliers with a more regular ordering pattern and thus prevent them from becoming overrun?
- How reliable is the master data (of materials, customers, suppliers, prices, parts lists, information records etc.) in our SAP system and how can we increase the reliability?
- Is the follow-up to the process and order flow sufficiently and



“ Every Angle is an important enabler of logistic improvements. Every Angle has provided us with a far better overview of the loading of the production and components, which has enabled us to plan more efficiently. This has resulted in a huge efficiency improvement for Stork Food Systems. ”

FRANS FABER
Supply Chain Manager



accurately updated in the SAP system so that it allows us to take full advantage of the added value the system offers?

Results

- The reliability of data in the SAP system has increased and bottlenecks have been eradicated from the production system
- In a six-month period, Stork Food Systems has managed to significantly improve the delivery reliability of suppliers. This had a tremendous impact on the plant's production efficiency, which has increased by 20 percent.

Examples

• Overviews of the expected overload to suppliers

This is not only caused by the build-up of purchase orders, but also because of order request and plan orders, combined with master data concerning the procurement method. This means Every Angle can provide an overview over a more prolonged period to facilitate a timely response.

• Assessment of the suppliers' service level

In specific cases it is necessary to take into account the longer transport times for items that are ordered in low-wage countries. Often a supplier cannot be held responsible for delays in the transport over sea.

• Prioritizing in the event of problems with suppliers

If in case of capacity bottlenecks a supplier is forced to choose between different orders, it is important to make a quick decision about which components have the highest priority. It is necessary to take into account the current stock situation and assembly schedule.

• Finding inconsistencies, gaps or errors in the master data

Examples could be terms of delivery, delivery times, material groups and statuses.

• Analyzing the stock surpluses and shortages.



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**.