

“Every Angle provides us the operational ability to act”

Lucien van Zundert of MCB Nederland



MCB Nederland supplies metal and metal-related services to the metal processing industry throughout the Netherlands and beyond: an activity that is largely at the mercy of fluctuations on the international metal markets. Every Angle enables MCB to conduct ultra-fast analyses of its operations as required. Lucien van Zundert of MCB: “Thanks to this tool, we can provide our customers with better insight into their supply chains.”

The main reason for purchasing Every Angle out-of-the-box software was the implementation of SAP within MCB Nederland. That was a major project which also entailed the roll-out of SAP’s business intelligence tool, among other things. “That tool offers standard insights into data such as sales and turnover figures, but it lacks things like delivery times and inventory levels. This was just the kind of information that we needed the most and had hoped to gain with the SAP implementation, in order to offer our clients uninterrupted service,” says Lucien van Zundert, Supply Chain Manager at the Valkenswaard-based wholesaler that supplies several types of metal in various shapes and sizes. The company also offers its customers tailor-made solutions when required. Implementation of the Every Angle tool was completed within a week – and before SAP was up and running. The users at MCB found their way around it almost immediately and were soon generating lists of things of, for instance, purchase orders still to be fulfilled. Van Zundert likens the SAP add-on tool’s ease of use to the handy apps that people have on their smartphones

nowadays. “Every Angle makes it possible to gain rapid insight based on existing data and combines it with standard business logic. This tool allows us to make optimal use of our people and has hugely boosted the speed of our operation.”

Looking for working capital

MCB Nederland still continues to utilize Every Angle, even now that SAP is fully functional. Van Zundert: “We are active in a very volatile market and it is important to be able to react quickly to sudden changes. That’s why we are still using Every Angle for our daily operational analyses. If an item is out of stock, Every Angle calculates how long MCB will have to wait for new stock. If a purchase order is delayed, Every Angle immediately indicates which sales orders are affected. We can’t wait for months every time for a new report to be set up in SAP to answer questions like that. Every Angle gives us the ability to act.”

Van Zundert is full of praise for Every Angle. It has also made it possible to obtain useful information from APO, SAP’s planning solution, for the first time. “As a result, we can immediately see what the impact of planning elements such as sales, purchasing and manufacturing orders will be on our forecasts from APO. This enables us to see the expected change in inventory level for each product group over time, for instance. That’s a much more laborious process using SAP,” says Van Zundert, who adds that the investment in Every Angle is definitely paying for itself. “In the current climate, all our customers are looking to free up working capital. With this tool, we can offer them better insight into their supply chains and suggest concepts that can help them to reduce their inventory levels.”

 **Every Angle**
Business Analytics **made easy** for SAP

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