



With revenue in excess of one billion euro, Repsol is a leading European manufacturer and distribution of lubricants, asphalts and by-products.

Project & Objectives

Repsol was seeking much higher order line fill rate for their clients. They also wanted to obtain:

- Inventory reductions
- Efficient replenishment of their nine secondary warehouses from the central warehouse
- Precise input for manufacturing planning, MPS and MRP

DPM was introduced rapidly, achieving integration and co-functioning of several systems. The phases were:

- Quantitative analysis of the base-line situation, carrying out empirical tests and quantitatively analyzing the potential for desired improvements and savings
- Alignment of DPM's parameters with the other manufacturing and materials management systems, and systems interfacing
- Ongoing operation of DPM.

... Day to Day

Repsol is now able to optimize more than 21,000 SKU-Locations in two divisions (20,000 in Lubricants and 1,200 in Paraffins). One of the characteristics most valued by Repsol is DPM's flexibility, which made integration with SAP and their other systems very straightforward, and also allows them to easily add new lines of business.

Results & Benefits

Repsol achieved a service level improvement from 81% up to 97%, while simultaneously reducing inventory by 16%. In addition, DPM enabled them to constantly maintain an optimal service policy, providing them with a reliable estimate of the cost required fulfilling any specified global service objective.

In 2003, the use of DPM was extended to plan the Paraffins division. Two more divisions, Asphalts & By-products and Sulphates, were added in 2004.