



TenarisDalmine

Tenaris is a leading supplier of tubular goods to the oil and gas industry. The company operates in 38 countries worldwide, and has 3185 employees, produces 950,000 tons of finished products annually, and its annual sales exceed €715 million.

Project & Objectives

Tenaris Dalmine chose SO99+ as their supply chain planning tool to overcome difficulties in the distribution of steel products, which impacted their customer service levels and, as a result, their sales. In keeping with the group's philosophy of developing a strong client-oriented organisation, Dalmine's main targets were to:

- Guarantee a high service level to their customers
- Plan inventory replenishment taking into account variables such as sales price variations, raw material price variations, etc.
- Reduce stock levels
- Reduce obsolescence risks

With these objectives, Tenaris Dalmine decided to implement SO99+, a product for inventory optimisation and supply chain planning based on achieving customer service level excellence.

... Day to Day

SO99+ optimises inventories with a view to achieving specific customer service level targets. It plans service levels by service class.

Results & Benefits

In approximately 14 months, Tenaris increased service levels by 12%, and yet was able to achieve a 23% reduction in inventory levels.