

# Manufacturing Success: How ToolsGroup Customers Excel

Amid escalating demand variability, SKU proliferation, pressure from competitors, product obsolescence and capacity constraints, ToolsGroup's service-driven supply chain planning is a manufacturer's best ally for meeting service commitments while reducing inventory.



### ASTON MARTIN

Aston Martin, manufacturer of luxury sports cars and grand tourers, faced a challenge due to an increasingly international client base. At the same time, its board raised targets for first-time availability (FTA) by 2%, without increasing inventory.

# 18%

Reduced inventory value of safety stock on clustered items by **18%** 

# 97.1%

Immediately improved FTA service levels to **97.1%** 



## **POLARIS**

**Polaris** is a world leader in the powersports automotive industry. Its supply chain is full speed ahead with automated planning:

15% Reduced inventory by 15%

**10pp** Boosted service levels by 10 percentage points



## 66

Now we can focus on more added-value work because the data crunching doesn't consume any time on our end. It's a good interaction between humans and machines. We let the machines do the dirty job, the one where humans don't add value and actually sometimes get things wrong.

- Ilaria Maruccia, EMEA WG&PGA SIOP Manager, Polaris

**Höganäs** is the world's leading producer of iron and metal powders for automotive components, brazing, electrical motors, additive manufacturing and water treatment.

## Höganäs 🖽



Mitsubishi Electric Europe sought to reduce inventory while improving service





Halved Forecast errors halved

**S&OP** Enhanced foundation for decision making **(S&OP)** 

### 66

We went for a large global roll-out right from the outset rather than tackling it in small pieces. This was possible because the system was easy to learn and we didn't need to make local changes to it. Salespeople from all the different markets took part in the implementation so now they are brought into it and fully trained.

- Ralf Carlstrom, General Manager, Höganäs

levels, in spite of the complexities of a highly seasonal business that revolves around urgent repairs.

30%

Reduced spare parts stock by 30%

**87% → 97%** 

Increased service level from 87% to 97%, even during seasonal demand peaks



+	Demand Forecasting & Planning	Demand Sensing	Promotion Planning	Inventory Optimization
	Supply Planning & Optimization	Production & Capacity Planning	Allocation Replenishment	S&OP

## ToolsGroup's manufacturing customers commonly achieve:

10-30%

**Reduction in inventory** 

96%

or better product availability 50-90%

Reduction in planner workload



A

Case Study

Aston Martin accelerates service with machine learning

duction)," and "Current duction (today's models)".  Immediately improved FTA service levels to 97. above its target.

#### Company Overview

Aton Martin is a modern, exclusive sports car bared with a unique heritage instanthy recognised around the wolds. Founded in 913 by Uanel Martin and Robert Bombot, Aton Martin a Groweldegid as an a found city double spronymous with style, luwurg performance and exclusivity. The British manayse bare the latest technology, time horouse carditramentip and gradeli singing to produce a range of citically acclimate ports can. After develoating its Dombibrithdy in 2013, Aton Martin is loking firmly forward to its net cantury of "Maxee Beasty and Soft."

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