

# 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%



### Cipla

**CIPLA Medpro** is a pharmaceutical company that produces world-class medicines at affordable prices. Their products are distributed in more than 160 countries.

# -1%

Stockouts now less than 1%; able to identify potential problems up to 4 months ahead

### **30 Days**

Planning solution fully operational in just **30 days** 

### Autonomous

Achieved **'autonomous** supply chain planning', ending reliance on manual overrides



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Thanks to the continuous improvement program with ToolsGroup, we're now at the point where we can confidently switch off our own manual overrides and put complete trust in the forecasts.

- Joseph Ludorf, Executive Director Supply Chain, CIPLA Medpro

#### **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)** 

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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



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

stark Marrin is a modern, exclusive sports car bared with a unique hertage instantly recognised around the work. Founded in 913 by Lionel Martin and Robert Bombad, stark Martin is adverselyed as an activation (abolt bland ymonymous with style, luxury, performance and exclusivity, the British manges base the lastes technology, time horase and paceful aproximation of paceful styles and produces and paceful styles and produces and produces the style stark and produces and produces the stark and produces an

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