



CUSTOMER STORY

Schoenberger

Schoenberger Achieves Eight-Figure Inventory Reduction with Transformative Software Solution

Industry

- Manufacturing

Solution

- Demand Forecasting & Planning
- Inventory Optimization
- Replenishment

Project Results

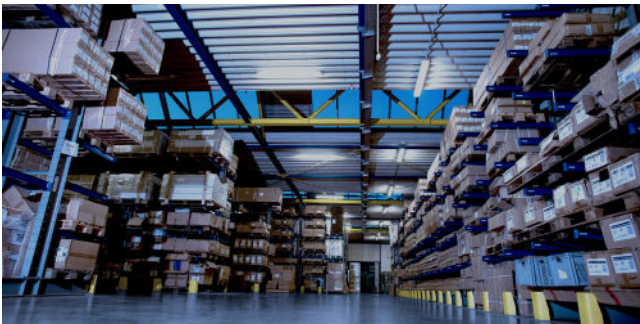
- Improved Forecast Accuracy: Achieved a maximum deviation of $\pm 5\%$ from actual values.
- Enhanced Product Availability: Raised to over 95%.
- Significant Inventory Reduction: Decreased inventory levels by more than 60%.
- Optimized Procurement Processes: Digitized and elevated to the next level.
- Efficient Resource Allocation: Eliminated manual data entry and reallocated resources to value-added tasks.
- Enhanced Logistics Planning: Provided valuable input for goods receipt and distribution planning.

About Schoenberger

Schoenberger, founded in 1878 in the Bavarian Forest, is a family-owned business with a rich history spanning four generations. Headquartered in Hohenschäftlarn near Munich since 1952, the company has grown into a leading manufacturer of home and living products, specializing in sun protection solutions. With an annual revenue of 100 million euros, Schoenberger offers a comprehensive range of products including roller blinds, window shades, Venetian blinds, and home automation systems, serving customers across Europe and Asia.

The Challenge

As Schoenberger experienced significant growth, the company recognized the need for a more sophisticated approach to demand and inventory management, particularly for their growing e-commerce business. The existing manual processes, primarily relying on Excel spreadsheets, were no longer adequate to meet the demands of their expanding operations.



Schoenberger faced several critical challenges in their supply chain operations. Manual data entry was leading to errors and inefficiencies throughout their processes. The company lacked accurate forecasting capabilities, which frustrated their ability to plan effectively. This resulted in suboptimal inventory management, often leading to overstocks in some areas and stockouts in others. Resource allocation was inefficient, with staff spending too much time on manual tasks rather than value-added activities. Additionally, the company struggled to adapt quickly to seasonal demand fluctuations and market volatility, further complicating their inventory and supply chain management efforts.

The Solution

After a thorough evaluation process, Schoenberger selected ToolsGroup's SO99+ suite, implementing the full range of modules including Demand Planning, Inventory Optimization, and Replenishment. This comprehensive solution was chosen for its functionality, cost-effectiveness, and ability to meet Schoenberger's specific needs.

The implementation targeted the Business Unit Germany with a specific emphasis on make-to-stock operations. This strategic approach allowed Schoenberger to address its most pressing needs while laying the groundwork for potential future expansions. The entire implementation process, from initial setup to full deployment, was completed in an impressive timeframe of just 6 months, demonstrating both the efficiency of the ToolsGroup team and the commitment of Schoenberger to rapidly transform its operations.

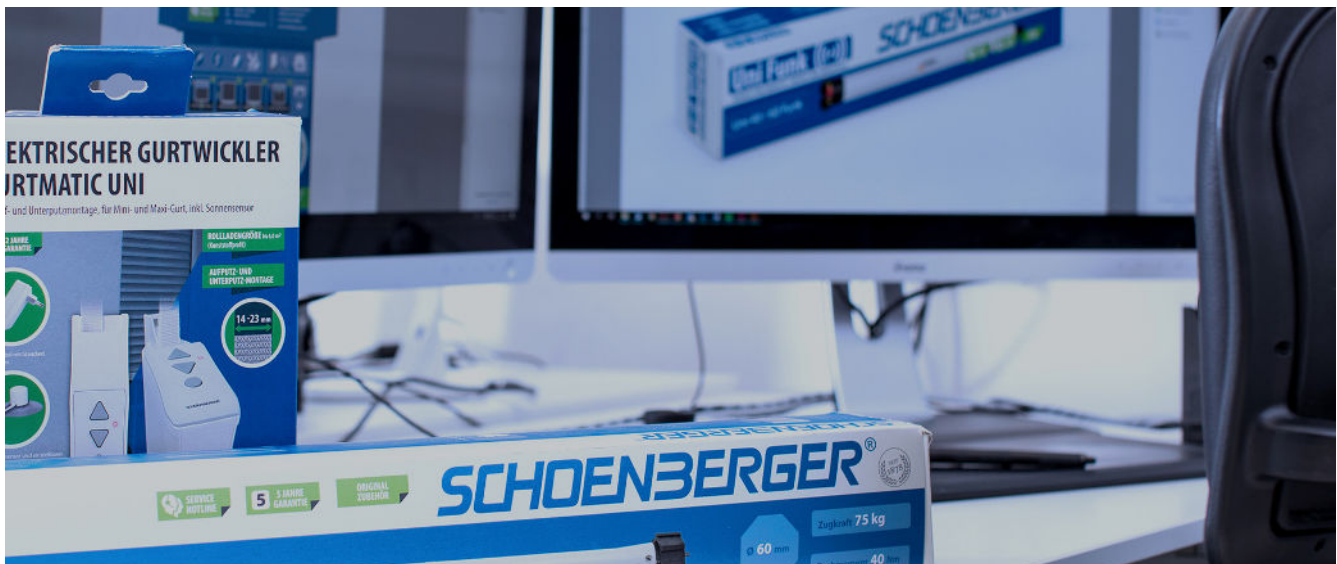


The ToolsGroup SO99+ solution has significantly optimized, digitized, and elevated our procurement processes to the next level. We've seen remarkable improvements in our forecast accuracy, inventory levels, and overall operational efficiency. The project team was very competent, solution-oriented, and delivered the project right on time. We were fortunate to have very competent counterparts available on both sides."

Results and Benefits

The implementation of ToolsGroup's SO99+ solution has transformed Schoenberger's supply chain operations, yielding impressive results across multiple areas of the business. The company achieved a remarkable improvement in forecast accuracy, with a maximum deviation of just $\pm 5\%$ from actual values. This enhanced forecasting capability contributed to a significant boost in product availability, which was raised to over 95%. One of the most striking outcomes was the substantial reduction in inventory levels, which decreased by more than 60%, leading to considerable cost savings and improved working capital efficiency. The procurement processes were

optimized, digitized, and elevated to the next level, streamlining operations and enhancing decision-making capabilities. The solution also enabled more efficient resource allocation by eliminating manual data entry, allowing staff to focus on value-added tasks. Furthermore, the enhanced logistics planning capabilities provided valuable input for goods receipt and distribution planning, further optimizing the entire supply chain. These comprehensive improvements demonstrate the transformative impact of the ToolsGroup solution on Schoenberger's operations, positioning the company for sustained growth and improved customer satisfaction.



Key Success Factors and Future Outlook

The success of the ToolsGroup SO99+ implementation at Schoenberger can be attributed to several key factors, which have also set the stage for future growth. Cross-functional collaboration was crucial, with competent team members from both Schoenberger and ToolsGroup working together to ensure timely delivery. The tailored nature of the SO99+ solution effectively

addressed Schoenberger's unique challenges, including seasonal demand curves and extended lead times due to Far East sourcing. Additionally, the comprehensive approach of the solution, which improved not only forecasting but also optimized inventory management and supply planning, contributed significantly to its success. Reflecting on the project's impact, Birgitt Gerdes,

Global Director Purchasing at Schoenberger, states: "The ToolsGroup SO99+ solution has significantly optimized, digitized, and elevated our procurement processes to the next level. We've seen remarkable improvements in our forecast accuracy, inventory levels, and overall operational efficiency. The project team was very competent, solution-oriented, and delivered the project right on time. We were fortunate to have very competent counterparts available on both sides."

Looking ahead, following the impressive results of this implementation, Schoenberger is now evaluating the possibility of rolling out the solution to other entities within the company. The ToolsGroup solution has become a key reporting tool for the Purchasing Department, providing valuable insights for strategic decision-making. This successful implementation and its ongoing benefits have positioned Schoenberger for continued improvement and expansion of their supply chain capabilities across the organization. Gerdes' advice for companies considering a similar journey: "If your Purchasing and Supply

Chain teams aim to develop a more efficient way to streamline processes and use company resources more sustainably, enhancing this with the appropriate technology to achieve state-of-the-art sales and operations planning, go for it." This case study demonstrates how ToolsGroup's SO99+ solution enabled Schoenberger to transform its supply chain operations, achieving significant improvements in forecast accuracy, inventory management, and overall operational efficiency. The success of this implementation has positioned Schoenberger for continued growth and success in the competitive home and living products market.



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- Birgitt Gerdes, Global Director Purchasing at Schoenberger

+ About ToolsGroup

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