

CREATING FERTILE GROUNDS FOR THE CERTIS **S&OP** PROCESS

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Certis Europe specializes in the sales and distribution of both conventional and biological crop protection technologies. Headquartered in the Netherlands, Certis Europe has local business units in Belgium, France, Italy, Spain, and the UK.

Until now the local business units within Certis determined their own demand planning process and inventory policies. Each unit also had their own KPI's, which didn't give a clear and global view on the businesses of the Certis group. "This local and independent way of working not only costs more, there is also little alignment in the basic S&OP processes, like forecasting, demand planning & supply planning, which results in high operational costs," said Theo van den Hörk, central supply chain manager of Certis Europe.

The main challenge for Certis Europe is to create and maintain a clearly aligned S&OP process across all of its European entities. "The transition from locally managed policies and disconnected templates to a uniform integrated system will be one of the key success factors in this process," added van den Hörk.

When fully deployed, The Arkieva software will be used by many functions at Certis and will provide full transparency. The software will also make it possible for area sales managers to improve their forecast reliability and also provide the proper reporting options to challenge their customers in forecasting execution.

"I am convinced that the Arkieva solution will increase the empowerment and awareness of the S&OP concept within our organization, resulting in higher efficiency, service, and improved cash flow."

*Theo van den Hörk
Central Supply Chain Manager, Certis*

"We welcome Certis Europe as the newest user of our S&OP solution," said Sujit Singh, chief operating officer of Arkieva. "We have designed a highly collaborative, cross functional software tool that will expertly address the challenges that Certis has outlined. We have found that users of Arkieva S&OP save both time and money, and can execute on their planning and forecasting far more effectively."

To request a demonstration of the Arkieva software, please [click here](#).

The logo for Certis, featuring the word "CERTIS" in a bold, blue, sans-serif font. A yellow and green swoosh graphic is positioned below the letters "E" and "R".

// INDUSTRY:
Chemical Crop Protection

// CHALLENGES:
Non-aligned S&OP process across European branches.

// SOLUTIONS:
Fully integrated Arkieva Solution for Demand Planning, Inventory Management, Supply Planning and S&OP.

// RESULTS:
European alignment of the S&OP process, creating process synergies and operational benefits.



Discover The Arkieva Difference

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ABOUT ARKIEVA

Since 1993, Arkieva tools have been used in more than 200 unique applications around the globe, and most of our clients leverage Arkieva software to support collaborative planning teams in North America, Europe, and in Asia.

ABOUT SOLVENTURE

Solventure turns your supply chain into a competitive advantage and engages in long-term improvement projects. Solventure adds value by providing actionable insights through a unique combination of tools and expert resources. The Arkieva software selected and distributed by Solventure is user friendly, scalable, and proven in optimization and quantitative techniques. Solventure is Arkieva's channel partner in Europe. For more information please visit www.solventure.eu.