

ARKIEVA S&OP HELPS AKZONOBEL **INCREASE MARGINS** AND EVALUATE MARKET CHANGES

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AkzoNobel Surfactants manufactures more than 2,000 chemical products and more than 5,000 active SKUs, and manages millions of dollars' worth of inventory monthly. With such a large variety of products manufactured in six locations on two continents, managing AkzoNobel's supply chain is an extremely complex task. In 2003, AkzoNobel Surfactants turned to Arkieva's S&OP solution for demand and inventory planning.

"One of the reasons we selected Arkieva is because it is a multi-user solution, which makes the systems available to everyone," said Bill Shearer, Demand Chain Manager at AkzoNobel Surfactants. "The visibility of our forecast is much better, raising awareness of important issues earlier. We can also very easily create a new forecast error report using Arkieva because reports are pre-set. Productivity has gone up tremendously as a result, saving us at least a couple of days a month."

AkzoNobel Surfactants' S&OP process begins with a demand forecast, and then Arkieva is used to calculate a statistical demand forecast, and compile data into reports. A final forecast is generated, and a capacity analysis is performed in Arkieva. AkzoNobel also performs a finite capacity analysis by production unit to determine if there are any production issues, then publishes this data and sends it to all production facilities.

"Arkieva S&OP has helped the company to drastically reduce inventory while also tracking it more easily. Inventory data from SAP is exported into Arkieva, which provides the tools to manipulate the data and perform detailed analysis."

- Bill Shearer, Demand Chain Manager

"The implementation of a formal S&OP process has allowed upper management to be much more aware and involved with decisions in forecasting, inventory levels, supply and demand," said Shearer. "The company has also implemented an S&OP process in our European facilities, so we have a much more global view of our overall business."

The improved collaboration and ability to optimize costs globally have resulted in significant savings for AkzoNobel Surfactants.



// **INDUSTRY:**

Chemical

// **CHALLENGES:**

Sharing forecasting data across different areas of the company to effectively address issues and uncertainties in demand.

// **SOLUTIONS:**

Arkieva S&OP, Supply Planner, Demand Planner and Inventory Planner.

// **RESULTS:**

Monthly S&OP meetings result in a more collaborative manufacturing environment, a highly visible forecast provides better awareness of issues before they became problems and a dramatic reduction in inventory.



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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.