

OWENS CORNING GOES FOR **S&OP** **EXCELLENCE** TOGETHER WITH SOLVENTURE AND ARKIEVA

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Owens Corning develops and manufactures insulation, roofing, and fiberglass composites. Based in Toledo, Ohio, Owens Corning employs about 14,000 people in 25 countries.

Global in scope but human in scale, the company's market-leading businesses use their deep expertise in materials, manufacturing and building science to develop products and systems that save energy and improve comfort in commercial and residential buildings.

Through its glass reinforcements business, the company makes thousands of products lighter, stronger and more durable. It has been listed as a Fortune 500® company for more than 60 consecutive years. Ultimately Owens Corning people and products make the world a better place.

Owens Corning's composites business faced multiple challenges in their sales & operations planning. Inherent to being a global company, there was an immense amount of data to be collected and reviewed.

Supply and demand information was tracked through a collection of spreadsheets, emails, and notebooks. The difficulty of consolidating information from disparate sources and getting alignment on the facts was often difficult.

Using local data and trying to coordinate on a global scale took an increasing toll on resources. Financial data was entirely separate. As a consequence, decisions about production were sometimes made without fully evaluating cost implications. To make matters worse, the end-to-end supply and operations planning cycle could take up to eight weeks.

Michael Morris, Global Supply Chain Process Leader at Owens Corning Composites, remembered, *"You'd go into a meeting and start talking, and then someone would say, 'Wait, that data is old. I've got fresh numbers.' But the new numbers hadn't been verified, so you'd get caught in this endless cycle. We spent so much time gathering, consolidating and validating data, we really didn't have time to do any analysis or provide meaningful insights."*

To support the company's growth and their customers, Owens Corning's supply chain team has redesigned the sales and operations planning processes via implementation of the Arkieva supply chain software together with Solventure (www.solventure.eu). This has dramatically improved the company's ability to use data effectively in decision-making.



- // INDUSTRY:**
Production and Distribution of Insulation, Roofing and Composites
- // CHALLENGES:**
To Shorten the End-to-End Supply and Operations Planning Cycle with Validated Data.
- // SOLUTIONS:**
Fully integrated Arkieva Solution for Demand Planning, Inventory Optimization, Supply Planning, Executive Reporting and Scenario Planning.
- // RESULTS:**
Reduced S&OP cycle from weeks to days, increased individual efficiency while producing an in-depth analytical insight, more time driving real business improvements rather than chasing numbers.

Owens Corning Composites and Solventure started working together around demand planning. The first project was to optimize the statistical forecasting process as a baseline for the North-American Composites business. The success of this project led to the decision to go broader in scope and implement a collaborative demand planning process with the global sales team utilizing the full functionality of the Arkieva Demand Planner.

To better support the global implementation, Arkieva was integrated with four different SAP instances linking history and forecast at all levels of aggregation and providing significant transparency. Solventure has been a partner for the supply chain innovation process, providing guidance and support along the way.

"Through the implementation of Arkieva, we've successfully reduced the sales & operations planning process from weeks to days, producing actionable statistical analysis enabling us to deliver more value to the company."

-Michael Morris, Global Supply Chain Process Leader

The Arkieva toolset has been widely accepted across the business with many related functional departments such as sales, planning, finance, marketing and logistics. *"Solventure delivered a working process and tool with immediate results, which led to a strong user adoption."*

The users saw this as an opportunity to go for sales and operations planning excellence within the company," says Morris. Increasing their individual efficiency while producing an in-depth analytical insight of the business has proven to be a major asset. Solventure also showed commitment to providing continuous support through the implementation phase and beyond.

"Solventure had the ability to scale with us over the years. We see Solventure as a flexible extension of our supply chain expertise. It's part of our DNA," concludes Morris.

Based on the success of this project, Owens Corning purchased the Arkieva software, and it has become a core resource. There are also other projects in the pipeline, with benefits that Morris is excited to capture.

Further integration with financial planning means even richer insights about the cost associated with supply decisions. The Arkieva inventory analyzer will provide insight on the quality of the company's inventory, supporting decisions about stock and production, and helping reduce working capital. The Arkieva scenario planner will make it easy to test changes in supply or demand assumptions and compare the cost impact of each scenario.

Dan Nelsen, Global Supply Chain Strategy/S&OP leader at Owens Corning Composites, confirms this long term partnership with Solventure.

"As for our S&OP, we now spend more time driving business improvements rather than chasing numbers."

-Dan Nelsen, Global Supply Chain Strategy/S&OP Leader

"We're pleased to have an industry leader as Owens Corning place their confidence in the Solventure team," says Bram Desmet, Managing Director at Solventure. "Managing a global, complex supply chain isn't easy, we are proud that the Arkieva software has brought the composites business a book of record for forecasting, supply planning and inventory optimization."



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.