Business case

Improving the Downstream Supply Chain of a Packaging Leader for One of its Production Sites, in a Context of Growth

PRACTICE
Supply Chain

SECTOR
FMCG

MISSION DURATION
2 Months

KEPLER

Presentation

Industry : FMCG
Mission Duration : 2 Months

Our client, world class packaging manufacturer, wants to improve the performance of one of its production sites' downstream Supply Chain in order to anticipate significant growth in volume.

KEPLER offers to overhaul its customer interface and increase capacity, all this combined with a savings plan.

Context

- Global company comprising more than 50 production sites around the world, with a centralized Supply Chain function
- A strong growth phase for the Slovak factory, organized in «wall-to-wall» with its main client (70% of volumes)
- Difficulties to follow pace in the production site coupled with added flexibility required by the main customer
- A contractual duty with the client (productivity clause) obliging to generate savings within a 3 years span
- Despite geographical proximity, complicated information flows between the site and its main client

Objective(s)

Improve Responsiveness and Secure Availability

- Defining a ramp-up plan for the Slovak factory

Our Approach

Industry : FMCG
Mission Duration : 2 Months

Methodology

1 Situation Assessment

- Data analysis (demand, production, stock, deliveries)
- Observation of industrial operations and measurement of on-time performance
- Information flows mapping

2 Critical Points Inventory and Modeling

- Site maximum capability assessment
- Evaluation of deviations from the target (taking into account the demand evolution
- Diagnosis of failures and associated impacts evaluation

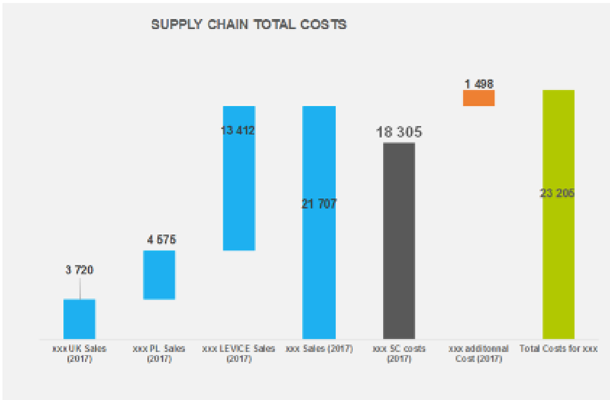
3 Target Construction

- Workshop for the coconstruction of Supply Chain evolution scenarios in the presence of the main customer
- Recommendations and collaborative implementation plan

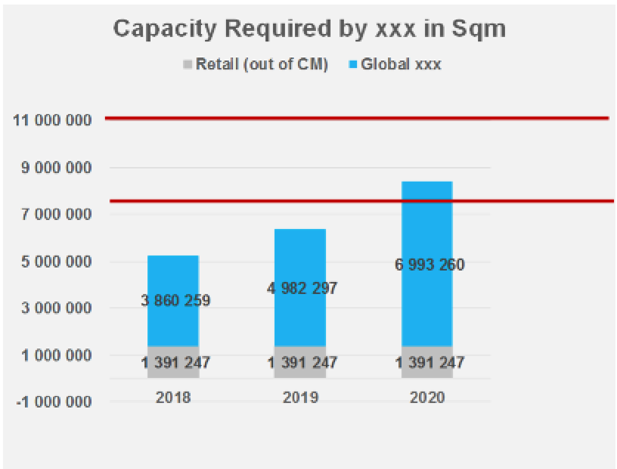
Levers and Tools

- **VSM Workshop (Current and Target) with Operational Teams**
- **Real-Time Production Monitoring**
- **Modeling / Simulation**
- **Common Working Sessions Between the Supplier (Site Operations and Sales Department) and the Main Client (Site Operations and Procurement Department)**

Cost Modeling



Capability Analysis



Results

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Mission Duration : 2 Months

Dashboard

800k Savings
(Win/Win)

- **370 K€ for the Production Site**
- **430 K€ for the Client**

+15% Increased Capability

"The performance of the Supply Chain is closely related to the quality of interfacing between the supplier and its client.
It is essential for both parts to speak the same language and share common information."

Lysiane Bessonnet
Director - Supply Chain Practice Leader

Contact

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