



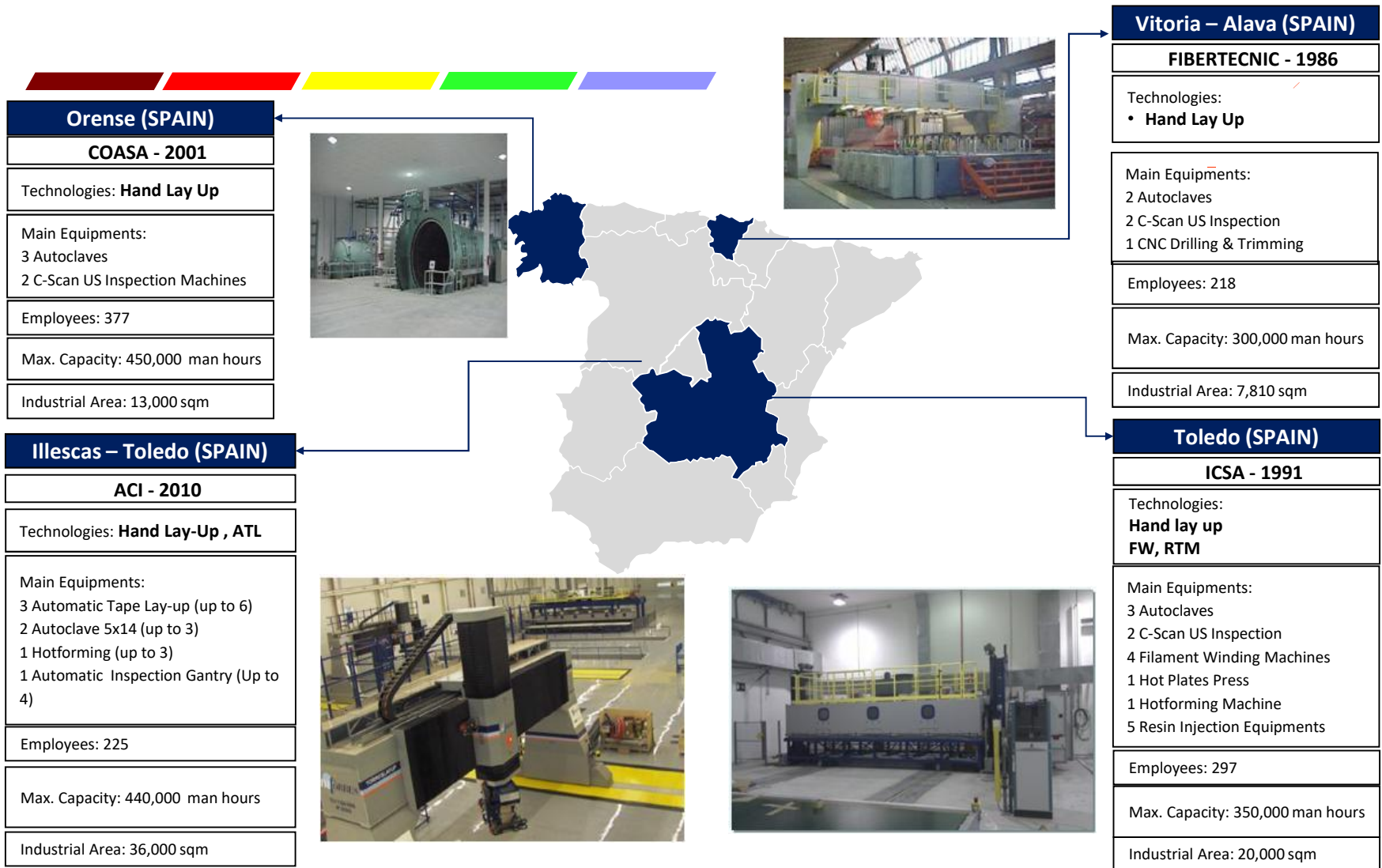
DEMAND DRIVEN CASE STUDY COASA



July 2017

*Presented at the Demand Driven World Conference
Lyon*

1. INTRODUCTION



1. INTRODUCTION



Location



Tecnopole, A
San Cibrao das Viñas , 32901
Ourense, Spain

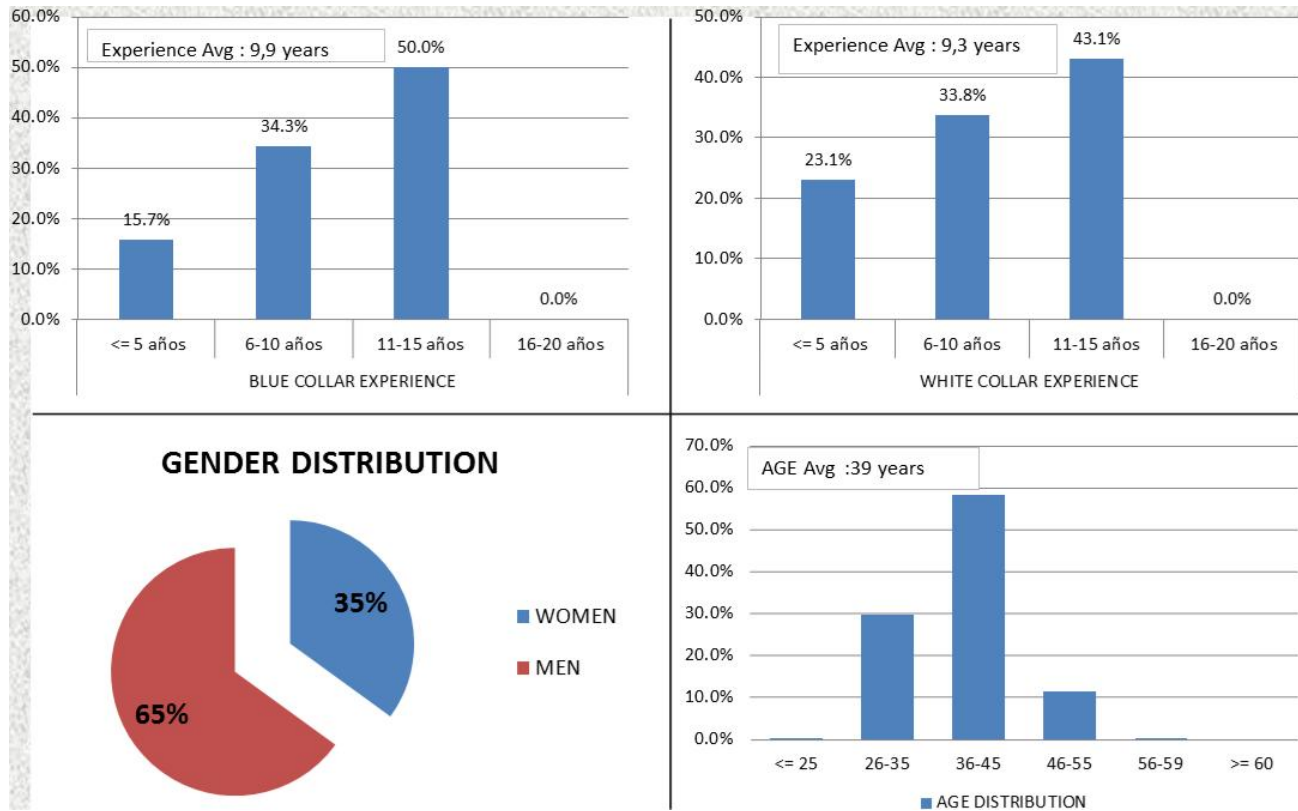


TOTAL SURFACE	BUILDING SURFACE	EMPLOYMENT 2015	REVENUES 2015
27.000m ²	13.000m ²	351	42,6 M€

1. INTRODUCTION



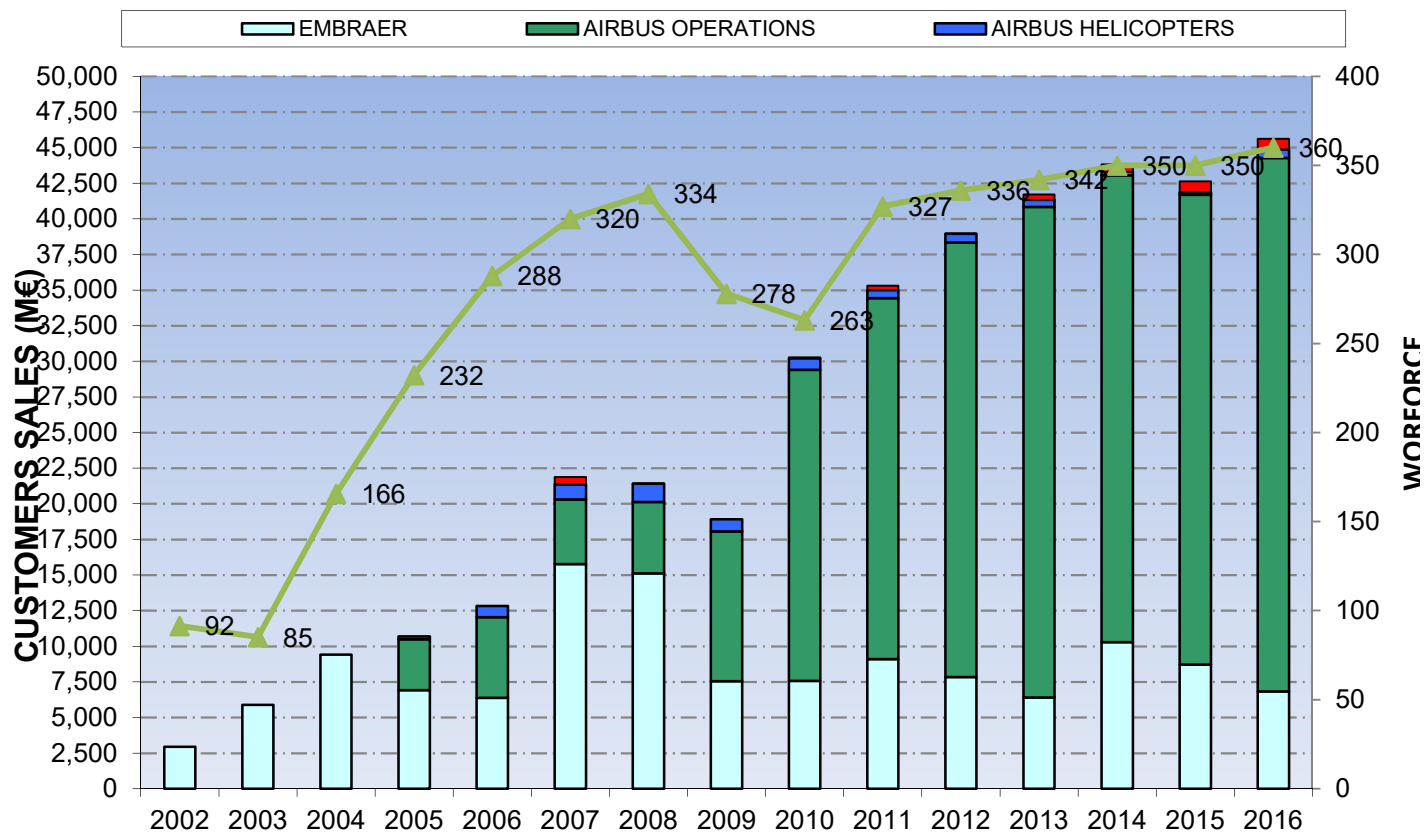
☐ Workforce



1. INTRODUCTION



☐ Main figures – Background



2. MAIN CUSTOMERS & PROGRAMMES



AIRBUS	2015	36	PRODUCT
	2016	79	
	2017	92	
A350			
			<p>Client: AERnova Design and Built:</p> <p>HTP : TRAILING EDGE PANELS, FAIRING COVERS, RIBS, CORNER FITTINGS.</p>
			<p>Client : Airbus Nantes Built To Print:</p> <p>AIR INLET AFT BULKHEAD CFRP PANELS FOR V800/900.</p>



	<p>Client: Airbus Harbin Built To Print:</p> <p>ELEVATOR: CARBON MONOLITHIC PARTS RIBS, PANELS, FAIRINGS.</p>
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2. MAIN CUSTOMERS & PROGRAMMES

AIRBUS	2015	507	PRODUCT
	2016	552	
A320	2017	600	
 			<p>Client : Alestis Built to Print:</p> <p>HORIZONTAL STABILIZER – SPARS 50% OF THE FULL RATE</p>
			<p>Client : Fibertecnic Built to Print:</p> <p>MAIN LANDING GEAR DOOR 25% OF THE FULL RATE</p> <p>75% MADE IN FBT/AERNNOVA</p>



© AIRBUS S.A.S. 2011 - COMPUTER RENDERING BY FIXION - GWLNSD

2. MAIN CUSTOMERS & PROGRAMMES

AIRBUS	2015	91	PRODUCT
A330/340	2016	64	
	2017	80	
 <p>Client : Airbus Operations Design and Maintenance:</p> <p>MLGD : MAIN LANDING GEAR DOORS/ CENTER LANDING GEAR FIXED PANELS</p>			
 <p>Client : Aciturri Built to Print:</p> <p>HORIZONTAL STABILIZER LEADING EDGE PANELS</p>			



2. MAIN CUSTOMERS & PROGRAMMES



AIRBUS	2015	25	PRODUCT
	2016	21	
A380	2017	10	
<p>Inner upper panel : L576.10280.000/007 Mid upper panel : L576.10730.000/007 Outer upper panel : L576.11280.000/007 Inner lower panel : L576.10270.000/009 Mid lower panel : L576.10720.000/009 Outer lower panel : L576.11270.000/009 Inner aileron Mid aileron Outer aileron</p>			<p>Client : Airbus Nantes Built to Print:</p> <p>ALEIRONS SKINS</p>



2. MAIN CUSTOMERS & PROGRAMMES



AIRBUS HELICOPTERS	2015	27	PRODUCT
	2016	65	
EC 135	2017	65	
			<p>Client : Airbus Helicopters Built to Print:</p> <p>TAIL CONE SKINS Sandwich structure on CF+Tape with Honeycomb</p>



2. MAIN CUSTOMERS & PROGRAMMES

EMBRAER	2015	102
	ERJ 170/190	2016
2017		85

Client : Aernnova
Design and Built:

RUDDER, ELEVATOR,
LEADING EDGE

Carbon&Glass monolithic
and
sandwich parts.Also
assembled aerostructures



EMBRAER	2015	13
	ERJ 145	2016
2017		4

Client : Aernnova
Design and Built:

OUTER FLAPS, AILERONS,
FAIRINGS

Carbon&Glass monolithic
and sandwich parts.Also
assembled aerostructures



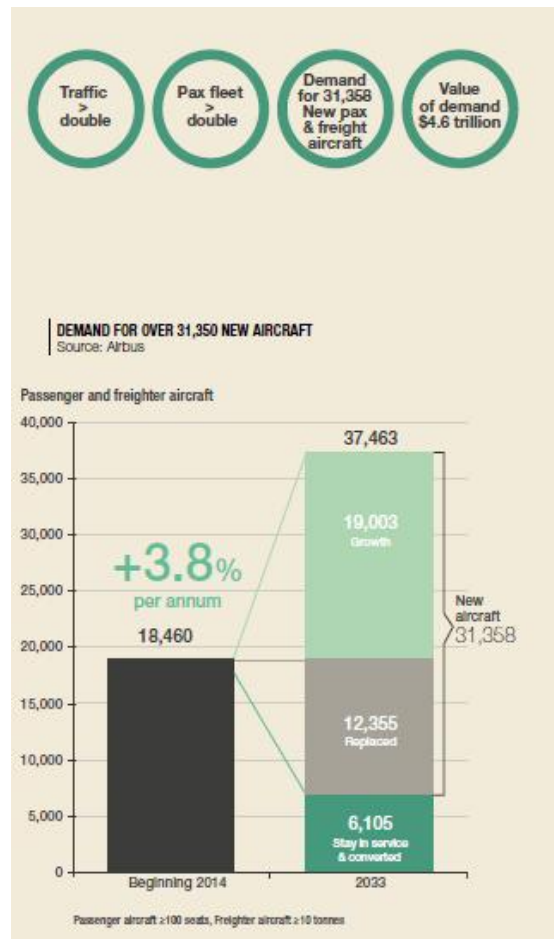
2. MAIN CUSTOMERS & PROGRAMMES



EMBRAER	2015	2	<p>Client : Aernnova Design and Built:</p> <p>ALEIRON, RUDDER, FLAPS. Carbon & Glass Monolitic with painting.</p>
	2016	0	
KC390	2017	2	
			<p>Client : Embraer (Evora) Built to Print:</p> <p>HORIZONTAL & VERTICAL STABILIZER PARTS (EVORA PLANT, PORTUGAL)</p>



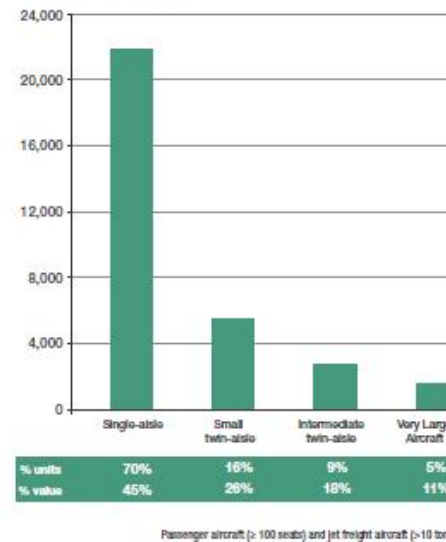
3. AERONAUTICAL SECTOR



2014 - 2033
NEW DELIVERIES
31,358

SINGLE-AISLE: 70% OF UNITS; WIDE-BODIES: 55% OF VALUE
Source: Airbus

20-year new deliveries of passenger and freighter aircraft



3. AERONAUTICAL SECTOR



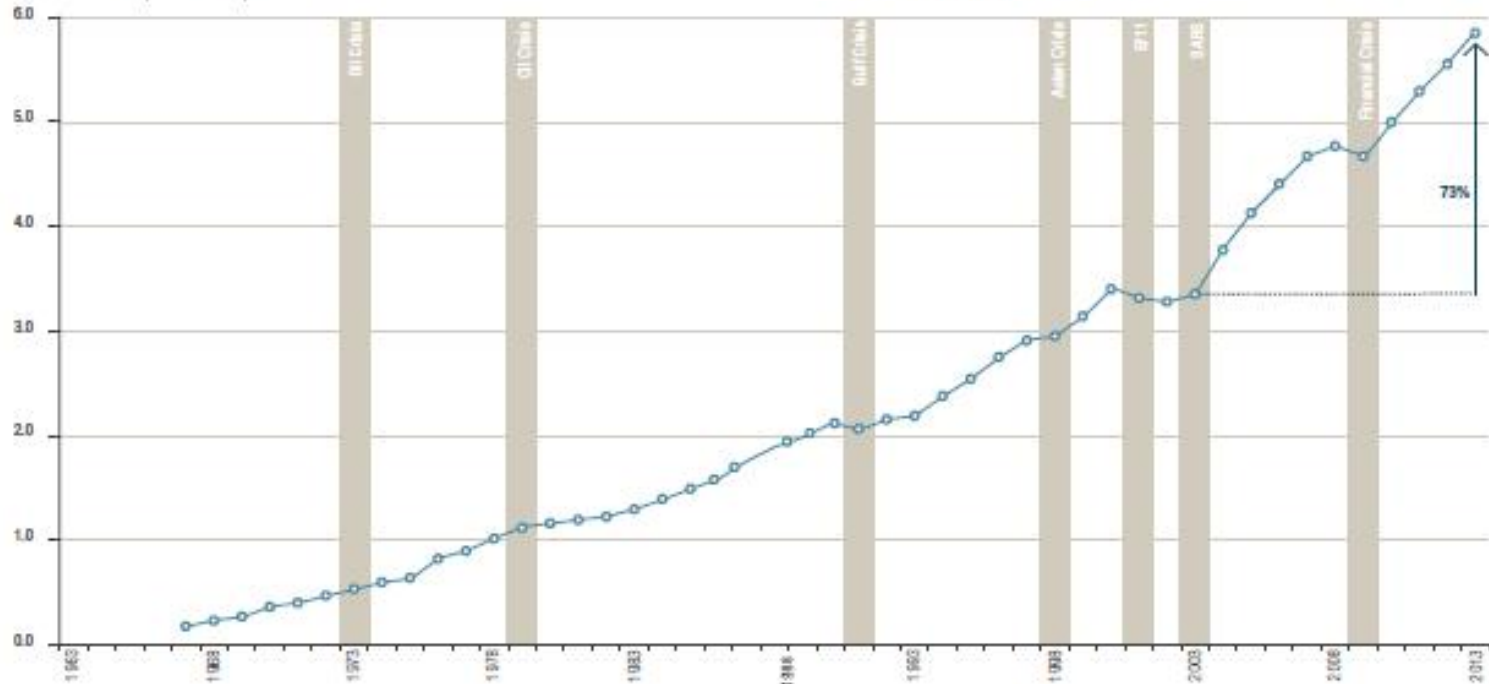
AIR TRAVEL HAS PROVED TO BE RESILIENT TO EXTERNAL SHOCKS
Source: ICAO, Airbus

Key drivers for air traffic growth:

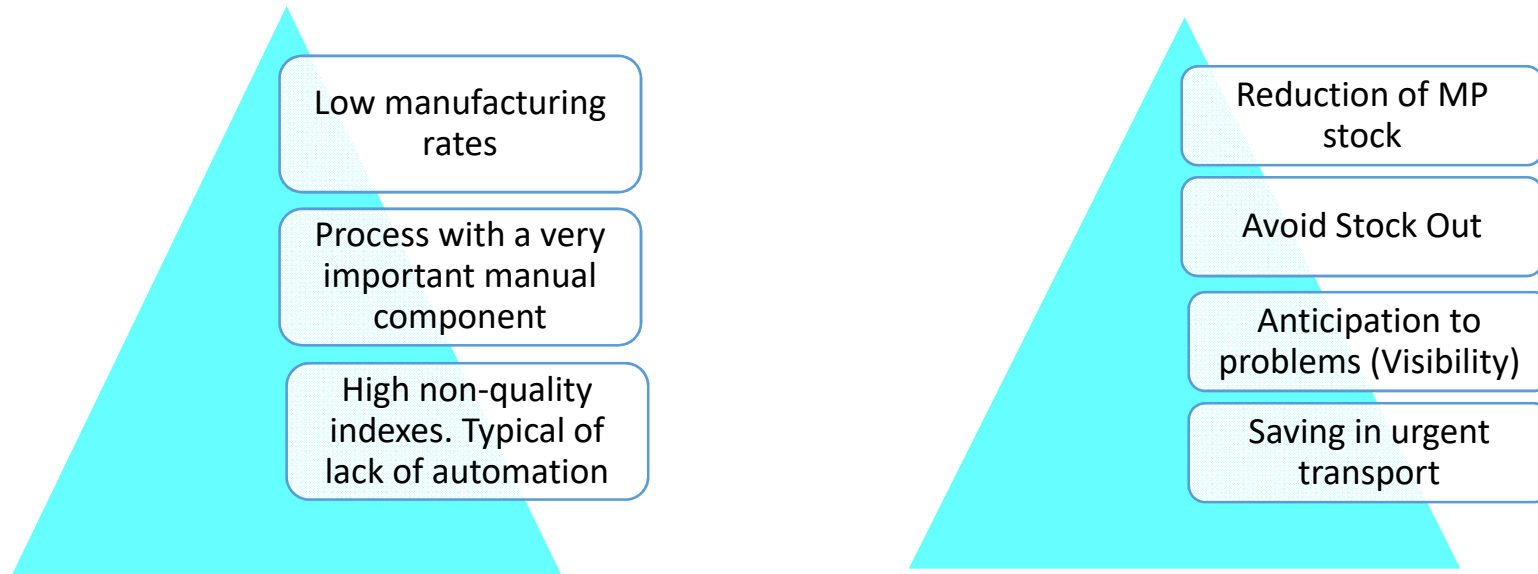
- Economic growth
- Increasing urbanisation
- Expanding middle class
- Rise in migration, tourism and international students

73%
GROWTH DESPITE
MULTIPLE CRISES OVER
THE LAST TEN YEARS

World annual traffic (RPKs - billions)



3. AERONAUTICAL SECTOR



(*) Forecast

Source : CCEV y AVK.

4. DDMRP



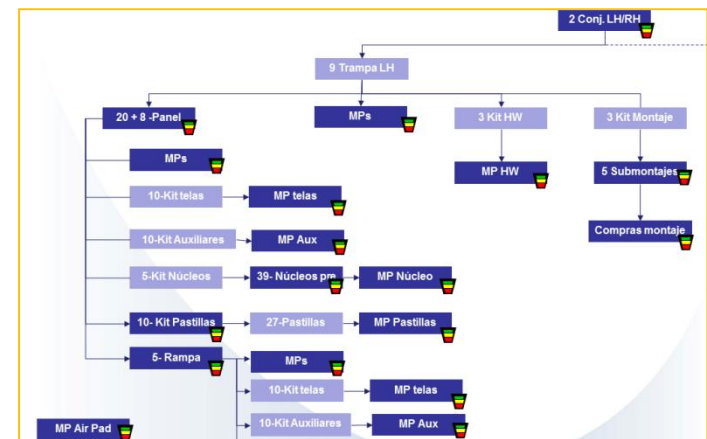
□ ¿Why DDMRP?

- ✓ High inventory level
- ✓ Raw material with long LT
- Necessities
 - ✓ Reduce inventory
 - ✓ Detect PO that need to be expedited

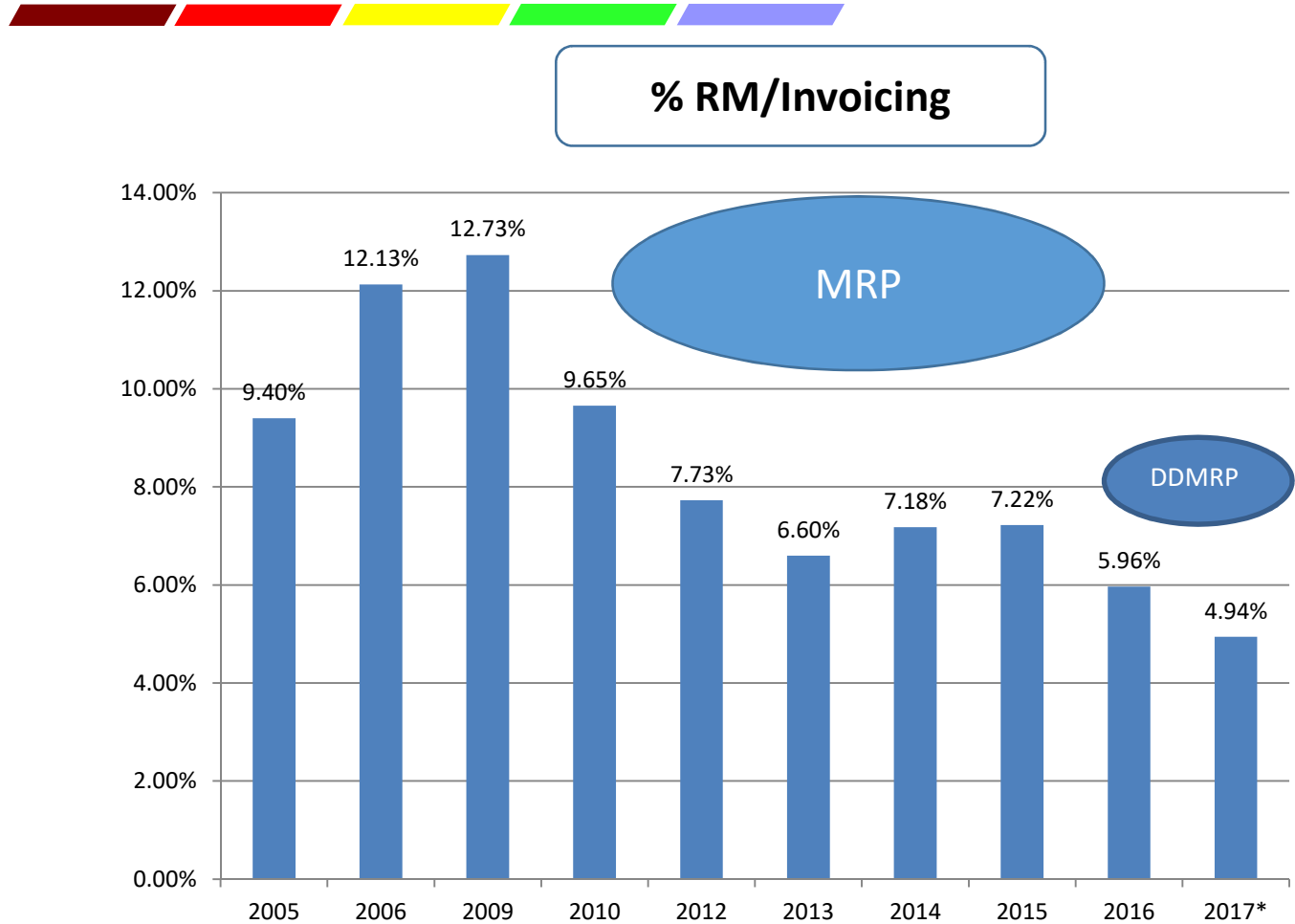
4. DDMRP

□ ¿Changing to DDMRP

- Strategic Inventory Position
 - ✓ Output of processes that produce common elements
 - ✓ End of the chain (Guaranteed availability)
 - ✓ Materials with long lead time
 - ✓ Materials with high variability in procurement
 - ✓ Materials common to different processes



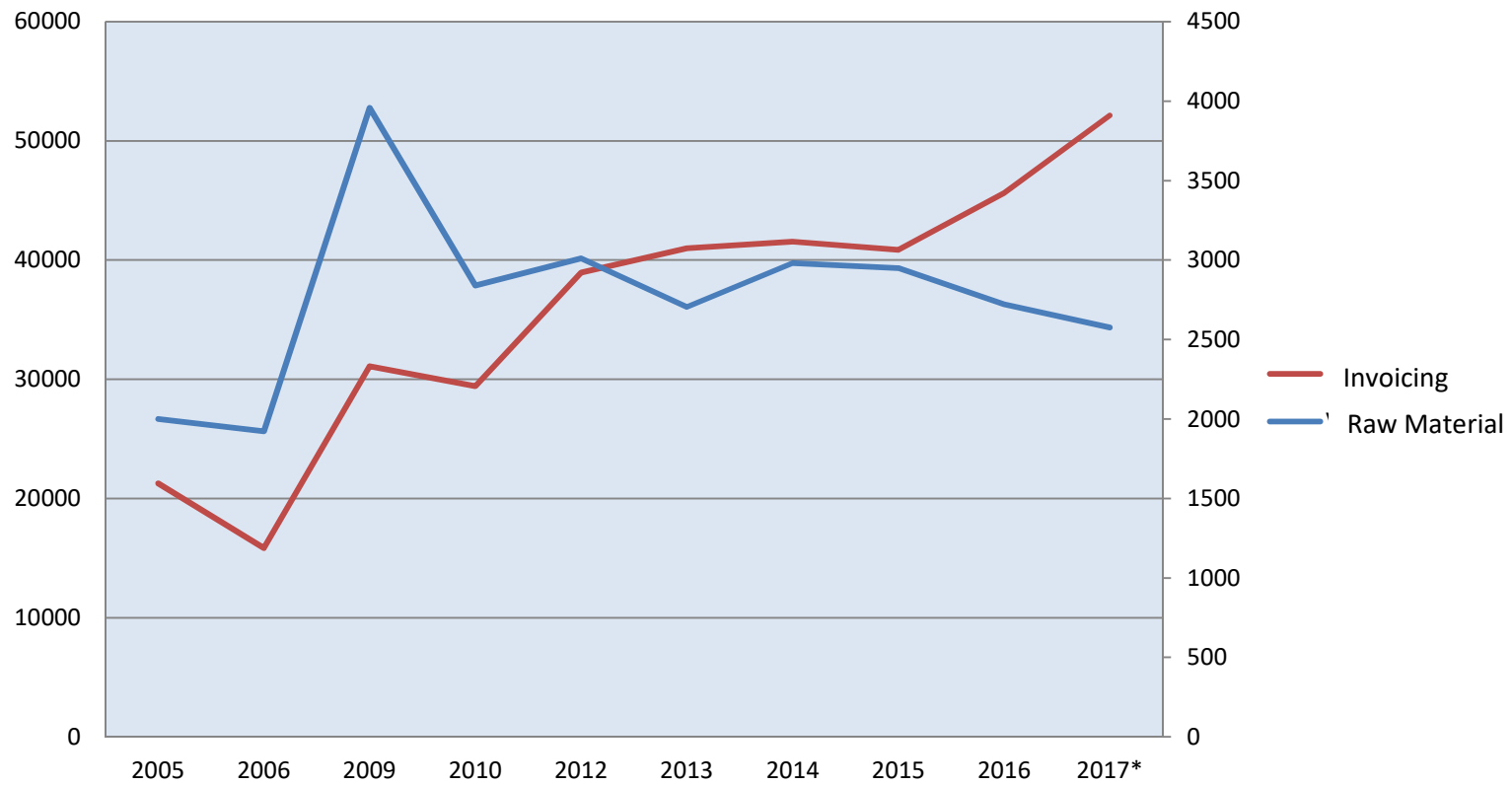
5. RESULTS



5. RESULTS



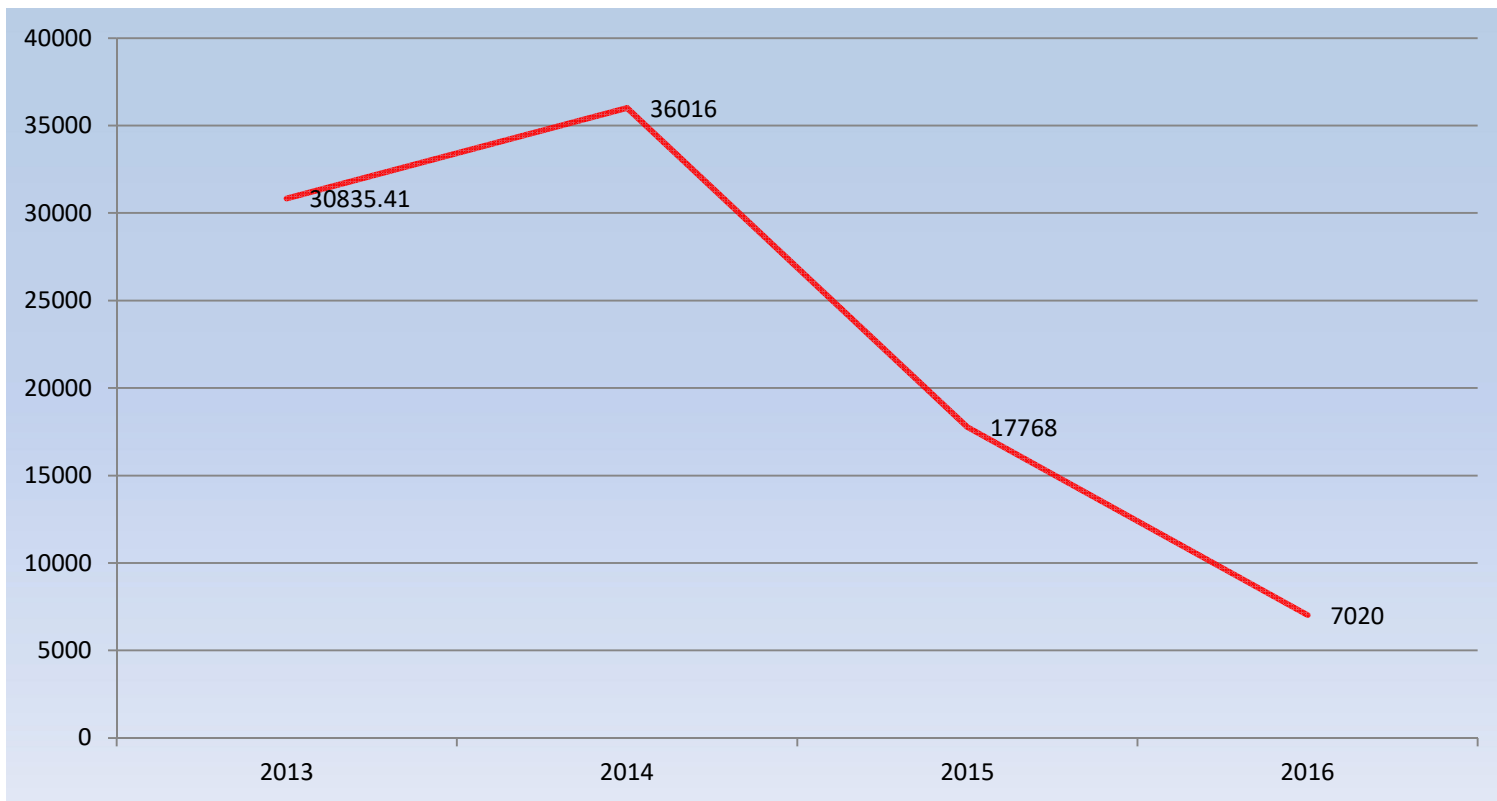
Raw Material & Invoicing



5. RESULTS



SPECIAL TRANSPORT COSTS €





DEMAND DRIVEN CASE STUDY

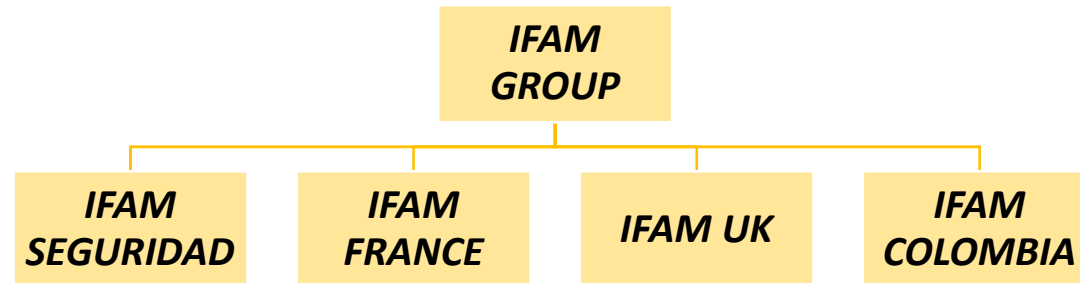
IFAM



July 2017

*Presented at the Demand Driven World Conference
Lyon*

1. INTRODUCTION

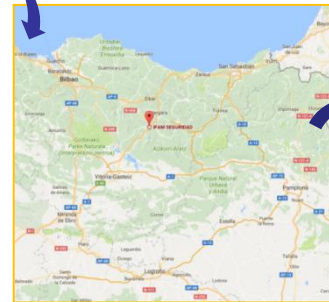


- ✓ IFAM SEGURIDAD is the parent company of the IFAM Group
 - ✓ *Founded in 1948*
 - ✓ *Leader in Spanish locksmith market*
 - ✓ *Started business as a padlock manufacturer*
 - ✓ *Production plan of 5000 m2*
 - ✓ *Present in more than 50 countries*

1. INTRODUCTION

□ Location

IFAM SEGURIDAD is located in Mondragón. Mondragón belongs to Guipúzcoa (Basque Country), Spain.

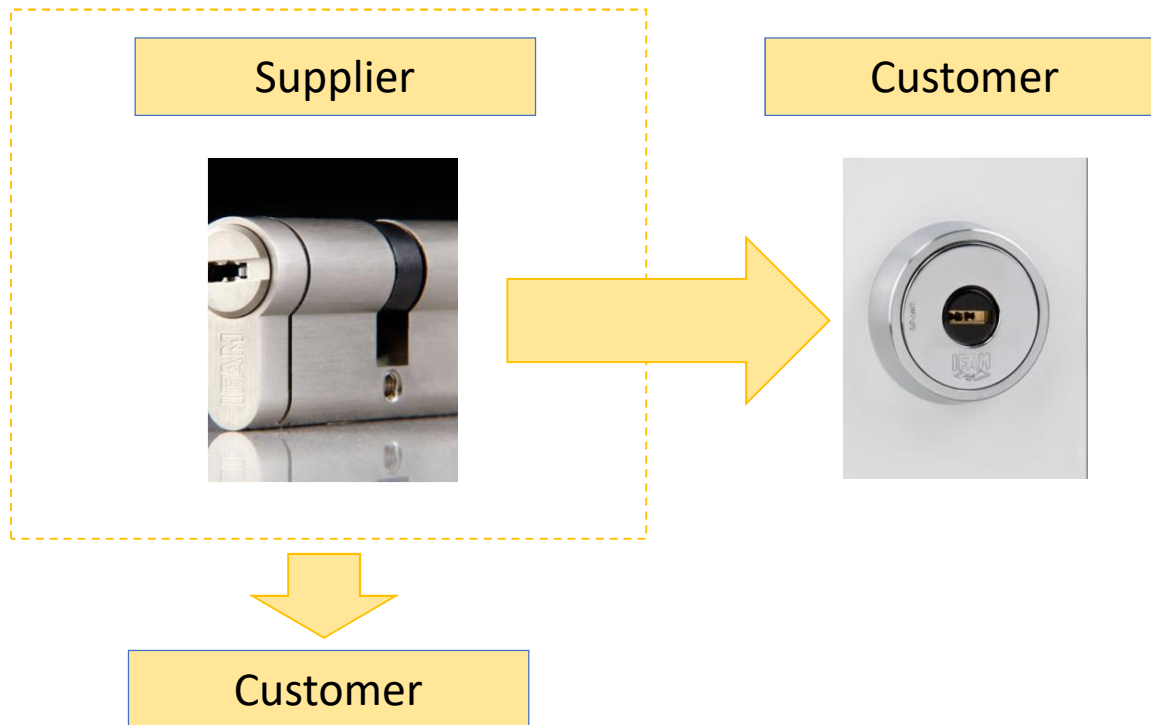


2. PRODUCTION PROCESS



✓ Merchandise distribution

✓ Modifying merchandise (adding parts or removing parts)



3. PRODUCTS



☐ Our products



Cylinder locks



Locks



Rim locks



Padlocks



Hasps



Safety Series

3. PRODUCTS



☐ Our products



Motorcycle locks



Bicycle locks



Digital door viewer



Key Cabinet



Stand

4. DDMRP



□ ¿Why DDMRP?

- ✓ High inventory level
- ✓ Raw material with long LT (>76 days)
- ✓ Complex planning with excel
- ✓ Big MoQ
- Necessities
 - ✓ Implement a planning methodology
 - ✓ Reduce inventory
 - ✓ Detect PO that need to be expedited

4. DDMRP



□ ¿Changing to DDMRP

- Strategic Inventory Position
 - ✓ Due long lead times of supplier and short lead time to market most of the parts were placed with buffers or MM.
- Buffer profiles and level determination
 - ✓ Grouping parts in families where supplier allows to order in the same MoQ
 - ✓ Inside each group:
 - ✓ Buffer: Parts with more rotation, green zone is MoQ of the family or similar .
 - ✓ MM: Green zone is equal to consumption in 1,2 or 3 months.
 - ✓ NB

4. DDMRP



- Buffer profiles and level determination

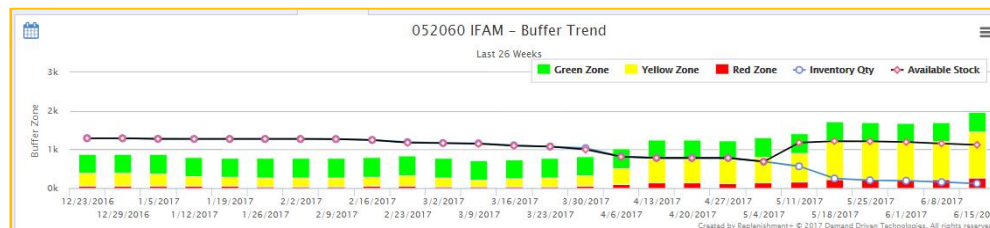
Nota	Agrupacion	MoQ	Pedido Minimo Fam...	Tamaño Caja	Part Nu...	Description	Prior...	% of B...	Buffer P.
	tf30	240	1200	240	073017n304	Candado TF30AL n304	Low	71%	MM
	tf30	960	1200	240	073007n302	Candado TF30 n302	Low	84%	B31
	tf30	1200	1200	240	073017n301	Candado TF30AL n301	Low	88%	B31
	tf30	1200	1200	240	073007n301	Candado TF30 n301	Low	98%	B31
	tf30	240	1200	240	073007Wn1	Candado TF30 White n1	OToG	0%	NB
	tf30	240	1200	240	073017Wn1	Candado TF30AL White n1	OToG	0%	NB
	tf30	240	1200	240	073010W	Candado TF30AL White	OToG	0%	NB
	tf30	1200	1200	240	073000	Candado TF30	OToG	101%	B31

Part Properties		Inventory Management		User Defined Fields	
Rev	073017n304	Buffer Profile	MM	Agrupacion	tf30
Location	IFAM	RPlus Lead Time	90	Pedido Minimo Familia	1200
Description	Candado TF30AL n304	Fixed Lead Time	90	Tamaño Caja	240
Unit of Measure	uni	Average Daily Use	2.68	MoQ	240
Material Type	SERIE TIFON	Forecasted Daily Usage		Nota	
OutSourceCost	0	Effective Daily Usage	2.68	UserDefined6	
RawMaterialsCost	0.99	OrderCycle	0	UserDefined7	
Planner	JM	Minimum Order	240	UserDefined8	
Part Type	Buy	Maximum Order	0		
Vendor	60040	Order Multiple	1		

4. DDMRP



- Dynamic buffer



✓ Quarterly review to vary green zones.

- Demand- Driven Planning

✓ Daily information updated vs bi-weekly information

✓ Planning using filter “Agrupaciones (Groupings)”

Agrupacion	MoQ	Pedido Minimo Fam...	Tamaño Caja	Part Nu...	Description	Prior...	% of B...	Buffer P...
D3030	180	672	90	468143	cilindro D3030L N0	Medium	68%	B31
D3030	672	672	96	031300	Cilindro D3030L	Low	80%	B31
D3030	96	672	96	031302	Cilindro DP3030L	Low	81%	MM
D3030	90	672	90	468155	cilindro D3030NC N0	Low	95%	MM
D3030	180	672	90	468151	cilindro D3030N N0	Low	95%	MM
D3030	192	672	96	031360	Cilindro D3030NC	Low	97%	B31
D3030	96	672	96	031350	Cilindro D3030LC	OToG	118%	B31

4. DDMRP

- Execution

- ✓ Which PO need to be follow
- ✓ Have knowledge if the order is on the boat or in the factory. With this information we are able to send by plane if is necessary.

Date	Order N...	Type	Ord...	Promise Da...	Request D...	Late	Status	Qty	Running Ba...	Source	Vendor
23/06/2017		Inventory						111	111		
27/06/2017	101682-70	WO Demand	22/06/2...					-6	105		IFAM
03/07/2017	16862-10	Open PO	15/03/2...	03/07/2017	29/05/2017	35 day(...)	Committed	180	285		60040
29/08/2017	17042-4	Open PO	24/05/2...	29/08/2017	25/07/2017	35 day(...)	Committed	180	465		60040

Day arrive in IFAM

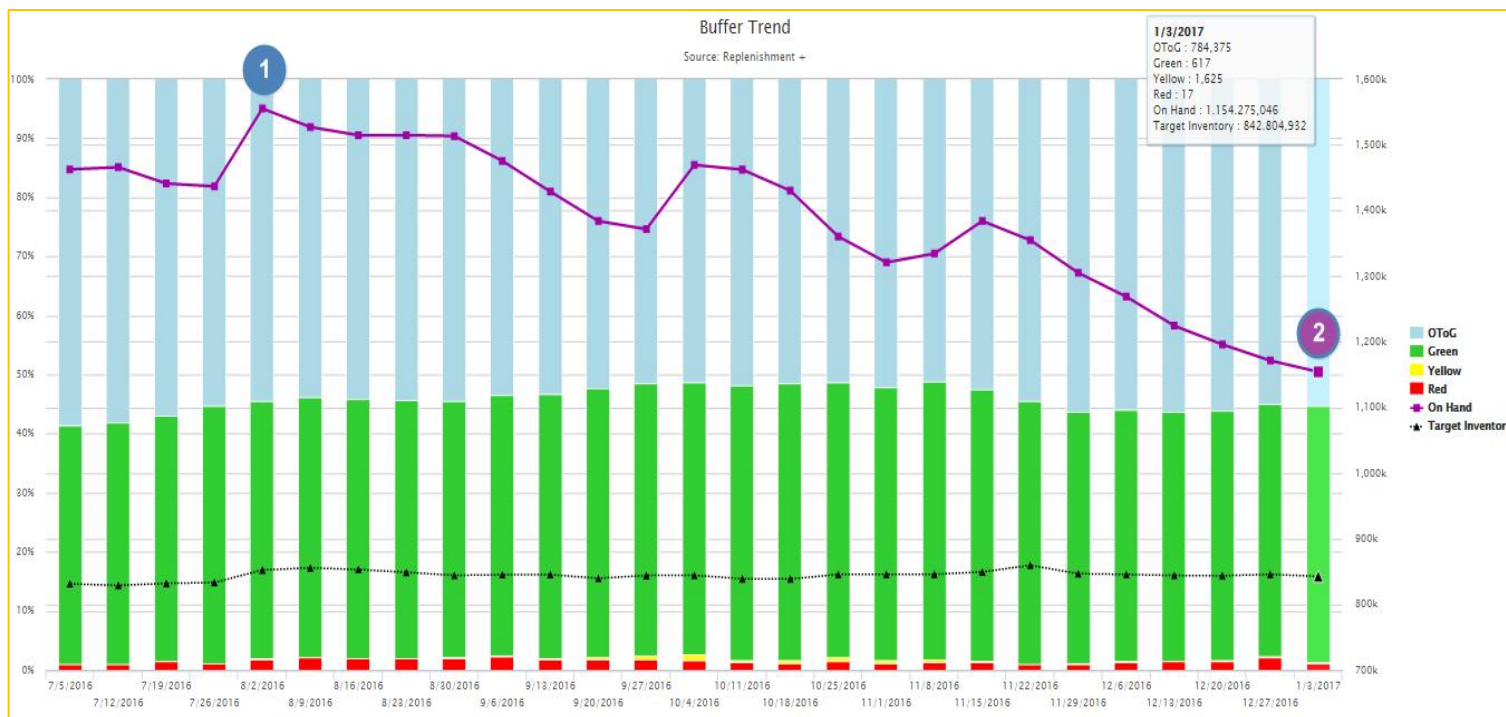
Day load in the boat

5. RESULTS



- Reduce inventory

✓ 25,6 % from 1.552.690 € (31/07/16) to 1.154.275€ (04/01/17).



5. RESULTS

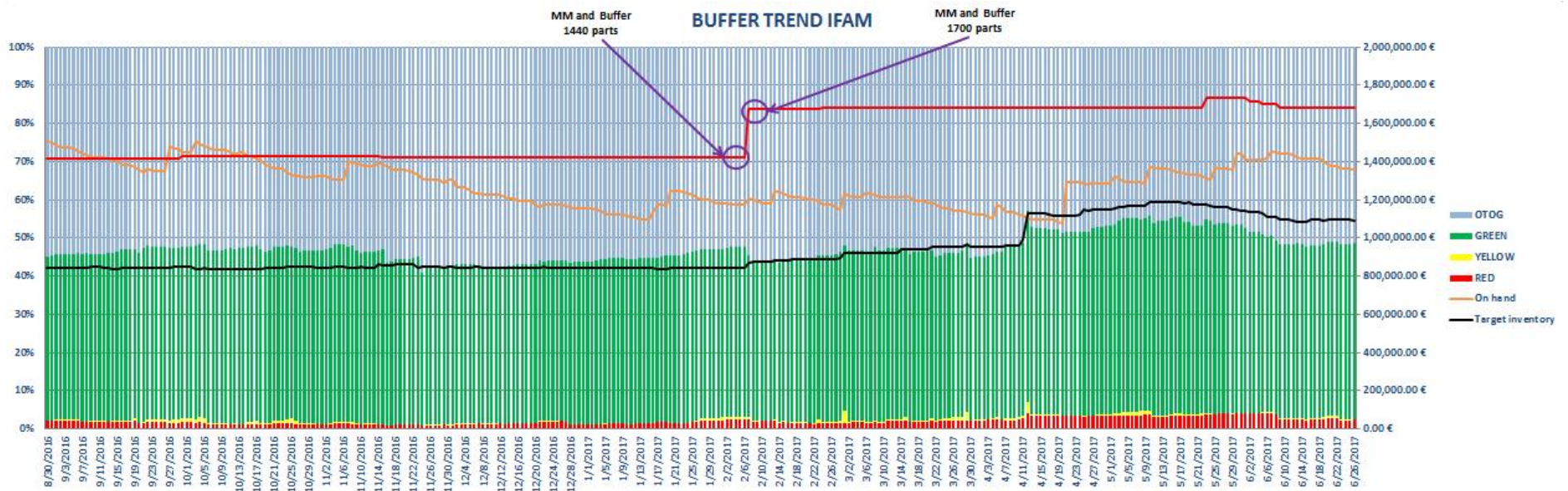


- Daily information updated vs bi-weekly information
- Expedites nearly eliminated
- Facilitate planning for new workers
- Reduce planning time
 - ✓ Due long lead times of supplier and short lead time to market most of the parts were placed with buffers or MM.

5. RESULTS



- Buffer trend IFAM (1 year)





DEMAND DRIVEN CASE STUDY INDAUX



July 2017

*Presented at the Demand Driven World Conference
Lyon*

1. INTRODUCTION



- ✓ Indaux has been inventing, developing, manufacturing and commercializing hardware systems for furniture since 1962
 - ✓ 300 people working
- ✓ INDAUX leads the furniture fitting sector in Spain
 - ✓ 4 Production facilities over 70000 m2
 - ✓ Present in more than 70 countries
 - ✓ 2000 customer around the world
 - ✓ +30000 parts

1. INTRODUCTION

□ Location

Main factory of Indaux is located in Getaria. Getaria belongs to Guipúzcoa (Basque Country), Spain.



2. PRODUCTION PROCESS



✓ Merchandise distribution

✓ Several production process

✓ Technologies used in their factories

- Steel die & stamp: applied in steel drawers & hinges
- Steel extrusion & rolling: applied in runners
- Plastic Injection: applied in many elements and components
- Metal die-casting: applied in many elements and components
- Galvanic bath
- Powder Painting: applied in steel drawers
- Automated assembly machines



3. MARKET



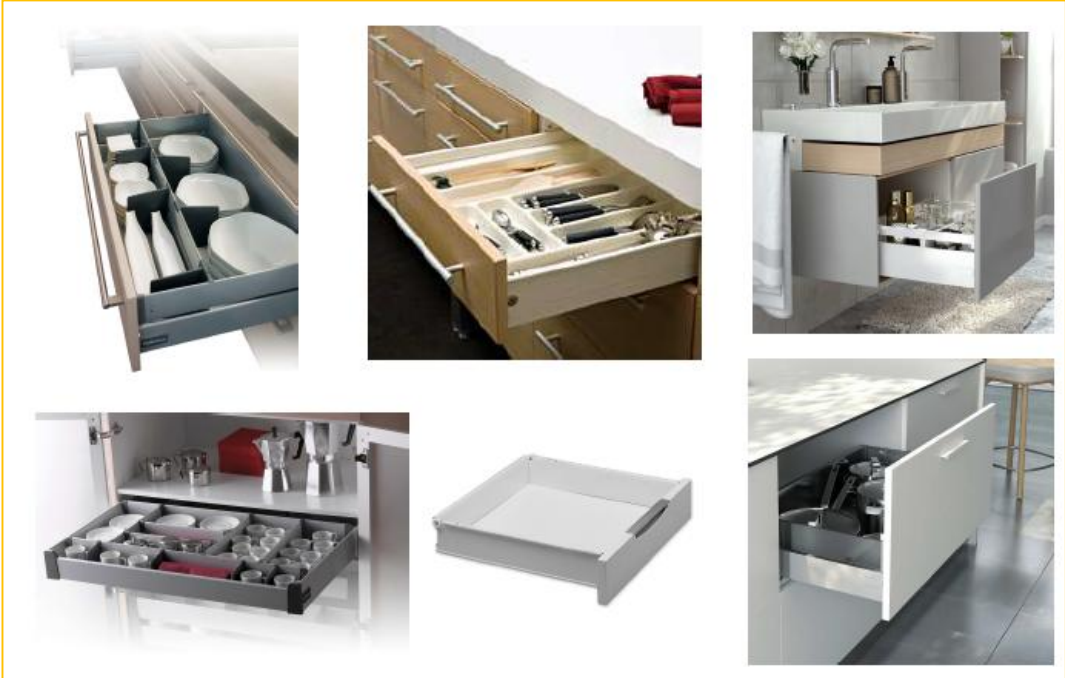
Market



4. PRODUCTS



Metal drawers



4. PRODUCTS



Runners for wooden drawers



4. PRODUCTS



Hinges and Lifting Systems



5. DDMRP



¿Why DDMRP?

Situation description

- ✓ High inventory level
- ✓ Low Service Level in some areas
- ✓ Each planner planned differently

Necessities

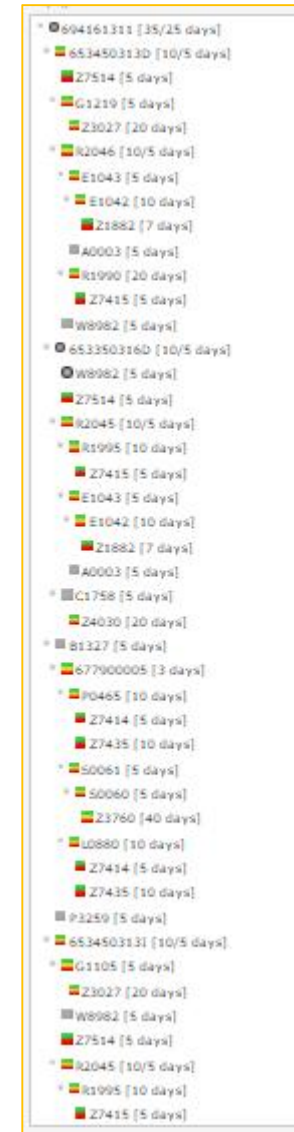
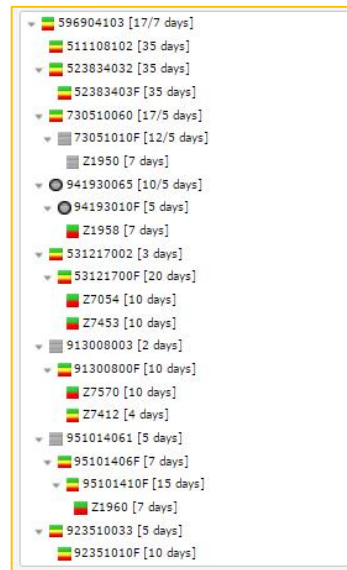
- ✓ Implement a planning methodology in all factories
- ✓ Reduce inventory
- ✓ Improve Service Level
- ✓ Reduce expedites

5. DDMRP



□ Changing to DDMRP

- Strategic Inventory Position
 - ✓ Positioning the most important levels with buffers or MM
 - ✓ Parts with high commonality
 - ✓ Strategic Parts



5. DDMRP



- Buffer profiles and level determination
 - ✓ Grouping parts in planners.
 - ✓ Different Buffer Profiles for planners group for example:
 - ✓ ITB: 6 planners → 18 profiles
 - ✓ Inside each group:
 - ✓ Buffer:
 - Production parts has the red zone in days and the green zone in days or manufacturing batches.
 - Buy parts we build red zone and green zone with %LT.
 - ✓ NB

5. DDMRP

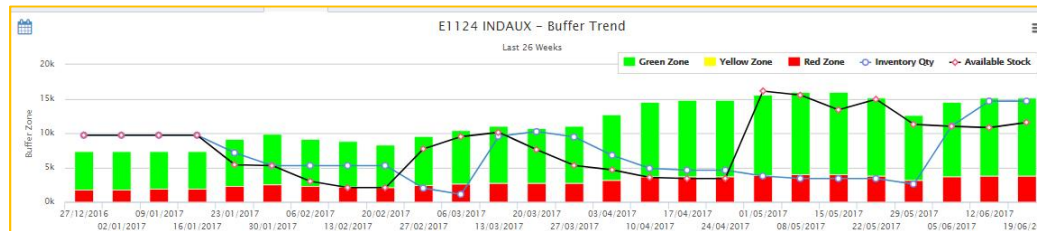


✓ MM

- ✓ “Dynamics”: We used buffer profile file. We only used Red Zones and Green Zones.

Example Buffer:

- ✓ ZB: Buffer of Zamak B (Red zone 1 month of ADU, Green zone 1 months of ADU)
- ✓ ZC: Buffer of Zamak C (Red zone 1 month of ADU, Green zone 2 months of ADU)



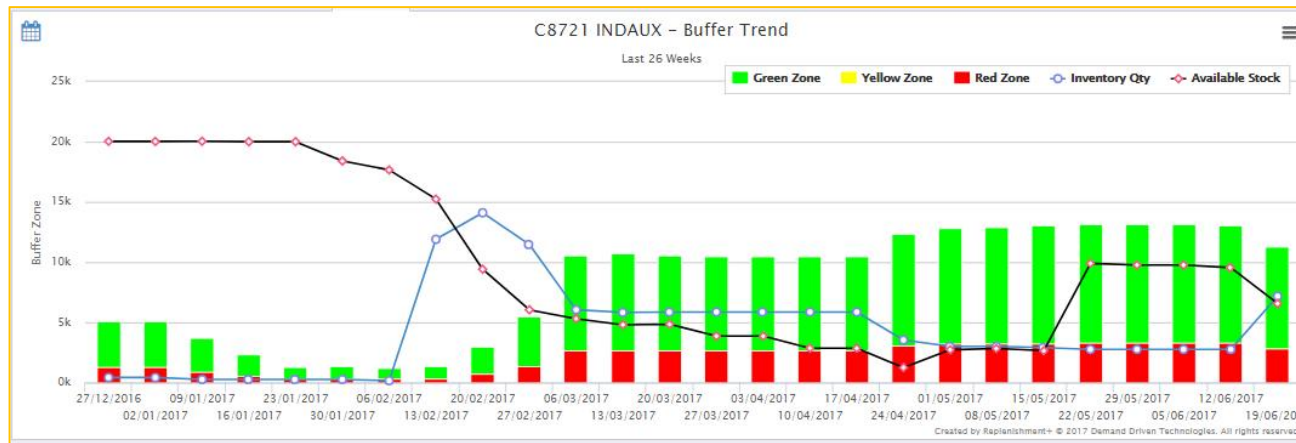
- ✓ Static: We used static buffers for:
 - ✓ Buy Parts of China (Irregular consumption and Spike)
 - ✓ Production parts we need to have Stock but they only need 3 or 4 times per year. They have demand every 4 months.

5. DDMRP



- Dynamic buffer

✓ “Dynamic” MM



✓ Using PAF for holidays in China

Name	Location	Description	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
	Select Filter													
BIOH	INDAUX	Description	200	200	100	100	100	100	100	100	200	150	100	100
VCHINA	INDAUX	Description	200	175	175	150	100	100	100	100	150	125	100	100

5. DDMRP



- Demand- Driven Planning
 - ✓ Daily information
 - ✓ Focus on the important parts

Part Properties		Inventory Management		User Defined Fields	
Rev		Buffer Profile	A	Tipo de familia	PIECER
Location	INDAUX	RPlus Lead Time	10	Vel (uds/hora)	1250.00000
Description	TOPE FRONTAL CORRED.ATTRACTION	Fixed Lead Time	10	CT	225
Unit of Measure	ud	Average Daily Use	5,313.48	Utillaje	55107
Material Type	PES	Forecasted Daily Usage		Nota	
OutSourceCost	0.00	Effective Daily Usage	5,313.48	Categoria de Ref	
RawMaterialsCost	0.02	OrderCycle	0	UserDefined7	
Planner	9802	Minimum Order	0.00	UserDefined8	
Part Type	Make	Maximum Order	0.00		
Vendor		Order Multiple	1.00		
Vendor ID					

5. DDMRP



- Execution
 - ✓ Which PO need to be follow
 - ✓ Which WO need to be follow or expedite
 - ✓ Have knowledge if the order is on the boat or in the factory. With this information we are able to send by plane if is necessary.

Date	Order Number	Type	O...	Promise Date	Request Date	La...	Sta...	Qty	Running B...	Vendor	Source
27/08/2017		Inventory						21,500.00	21,500.00		
08/08/2017	V-385073-0100	SO Dema...	29/05/...					-800.00	20,700.00	125812	
19/08/2017	V-385122-0420	SO Dema...	30/05/...					-8,000.00	14,700.00	251814	
21/08/2017	V-572040-0070	SO Dema...	13/08/...					-400.00	14,300.00	803814	
21/08/2017	V-385927-0090	SO Dema...	05/08/...					-2,000.00	12,300.00	011824	
23/08/2017	R-309027-0020	WO Dem...	23/08/...					-1,200.00	11,100.00		
15/08/2017	C-133154-0010	Open PO	10/05/...	15/08/2017	16/07/2017	30 day...	Commit...	28,800.00	39,900.00	622230	

**Day arrive in
IFAM**

**Day load in the
boat**

6. RESULTS



- Service level
 - ↑ Sales 12,58 % → ↑ production (less resources). Similar service level

6. RESULTS



- Daily information updated vs weekly information
- Reduce expedites
- Facilitate planning for new members (3 new planners during the implantation)
- Reduce planning time
 - Improved planning quality (which part and what quantity)

6. RESULTS





DEMAND DRIVEN CASE STUDY COPRECI



July 2017

*Presented at the Demand Driven World Conference
Lyon*

PRODUCTS – Washing & Drying

Products overview

Washing machine requirements →



- Drain Pump:** Flow rate: 18l/min up to 40 l/m
Pressure drop: 1 or 2m (2m U.S.)
Power supply: 220V/50Hz 120V/60Hz
Technologies: Synchronous/BLDC-AC
- Recirculation Pump:** Flow rate: 9l/min
Pressure drop: 1m
Power supply: 220V/50Hz 120V/60Hz
Technologies: Synchronous/BLDC-AC

Dishwasher requirements



- Drain Pump:** Flow rate: 15l/min
Pressure drop: 1m
Power supply: 220V/50Hz 120V/60Hz
Technologies: BLDC/Synchronous
- Recirculation Pump:** Flow rate: 40l/min
Pressure drop: 4m
Power supply: 220V/50Hz 120V/60Hz
Technologies: BLDC

Gas dryers



Gas valve - Skt series:
Gas valves for domestic appliances such as gas dryers with hot surface ignition system. It combines an adjustable pressure regulator and two solenoid valves, the main and the redundant.



Technologies

Synchronous

Traditional technology for pumping water in household appliances. A bi phasic motor working at constant speed, that includes a clutch in the impeller allowing to overcome the low starting torque.

- Advantages:**
Simple technology
Clutch built into impeller
Plug n' Play (no electronic needed)
Low Noise

BLDC-AC

Electronically controlled three phase drain pump, making it work at different speed profiles, reduce noise level, deblocking function.. in order to optimize household appliance's performance.

- Advantages:**
High starting torque (no clutch)
Very low noise
Optimized heat dissipation
Different V/f power supplies
Improved hydraulic performances
Different operating points/torque/speed
Deblocking sequences
Compact Design
Sensored application
Intelligent behavior
Low energy consumption



KEBS (20mm stack)
Hydraulic power 1-3W



EBS (25mm stack)
Hydraulic power 1-5W



BEBS (40mm stack)
Hydraulic power 2-8W



Drain pump + recirculation pump



BLP3
Hydraulic power 1-5W

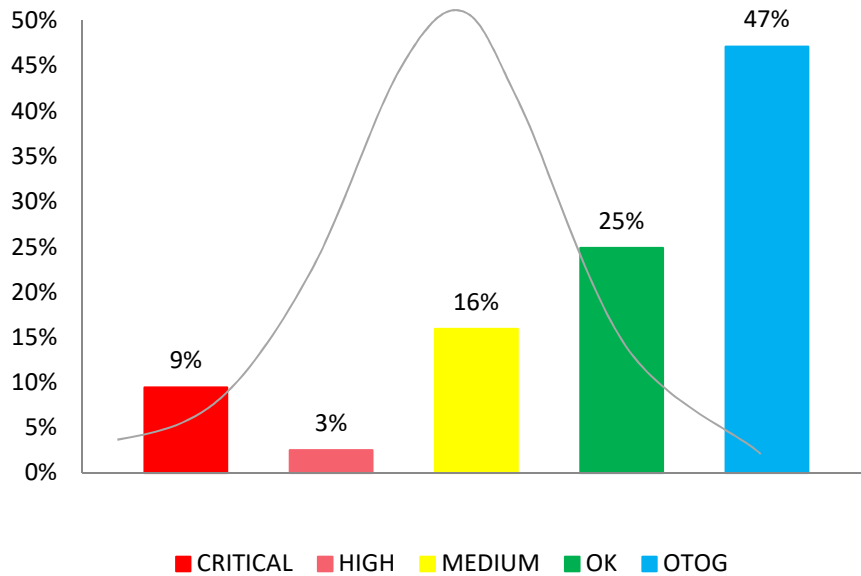


Recirculation
Hydraulic power 5-30W

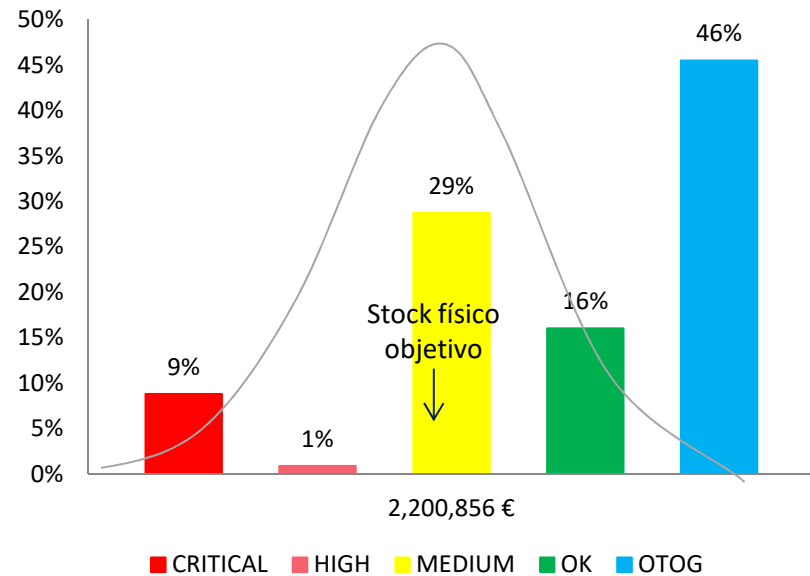
DISTRIBUCIÓN ACTUAL DE INVENTARIO



Flujo Neto: % de Referencias por estado de Buffer



Stock físico: % de € sobre Inventario por estado de Buffer



Número de Referencias totales	8534
Referencias válidas	1141
Umbral Replenishment: € de coste por LT	0
Replenishe parts	1141
% Replenished parts	100%
MOQ Driven Green Zone	747
Lead Time Driven Green Zone	394
Valor del Inventario Actual Total	2,200,856.3 €
Valor del Inventario Refs. Replenishment - Actual	2,200,856.3 €
Inventario Objetivo	1,521,573.6 €
Reducción de Inventario	679,282.7 €
% Reducción de Inventario sobre Total	30.9%
% Reducción de Inventario sobre Replenishment	30.9%

PRODUCTS - Induction

TOTAL CUSTOMIZATION & FLEXIBILITY

ADAPTABILITY & FLEXIBILITY

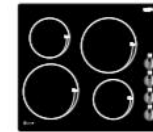
Our induction hobs can be integrated easily in any final application: free-standing, combi & built-in.



FREE-STANDING



COMBI



BUILT-IN

A WIDE RANGE OF VARIATIONS:



SIZE AND NUMBER OF HEATERS



DIFFERENT LAYOUTS, WIDTHS, COMBINATIONS..



DIFFERENT TOUCH CONTROLS: SLIDER, DIRECT BOOSTER KEY..



HYBRID SOLUTIONS:
1 RADIANT + 1 INDUCTION,
2 RADIANT + 1 INDUCTION,
2 INDUCTION + 1 RADIANT,
2 RADIANT + 2 INDUCTION

PRODUCTS – Gas Systems



Built-in hobs



Free standing cookers



Ovens



Electronic systems for gas control



Gas valves



Safety gas valves



Thermostats



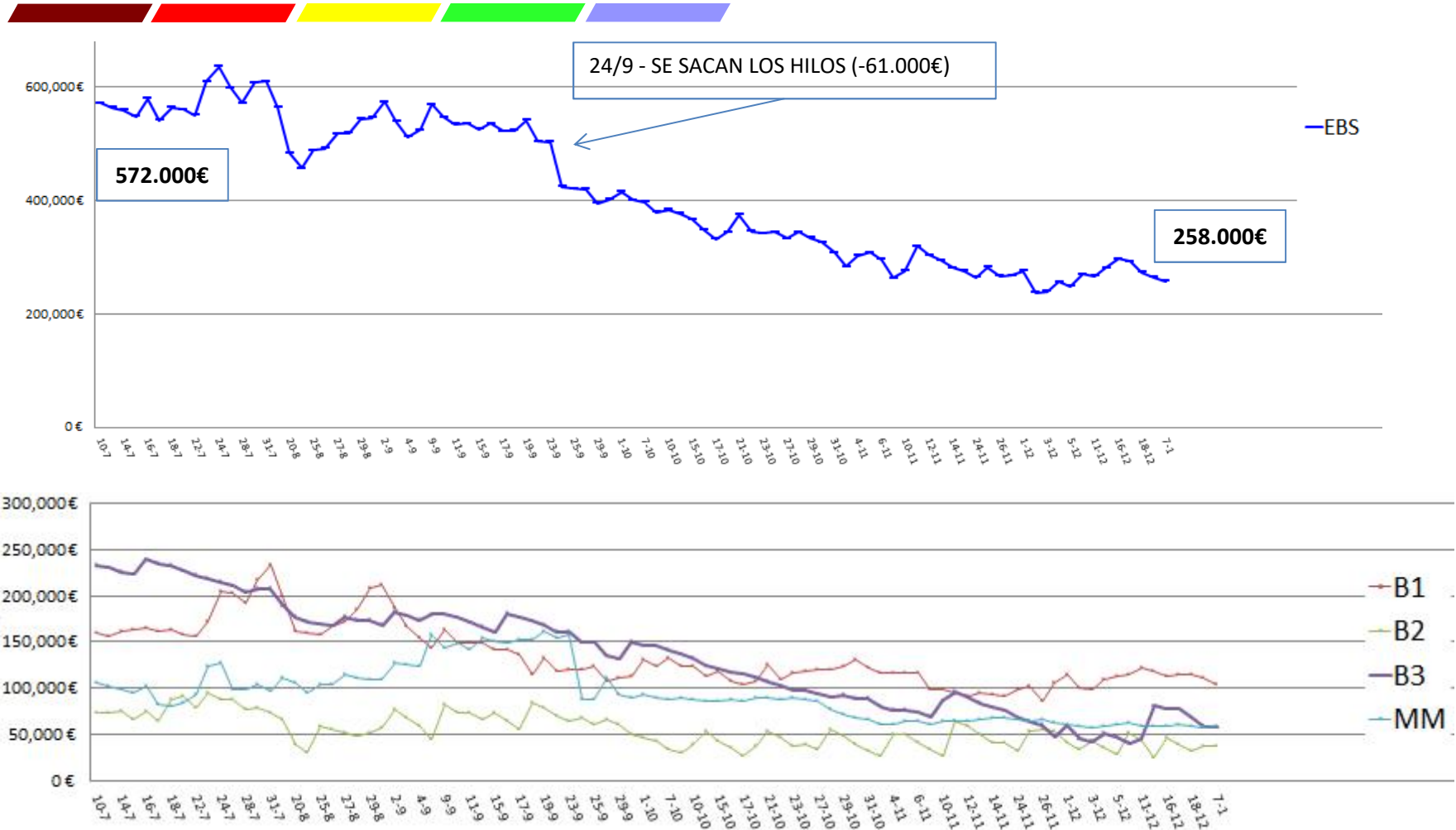
Electronic systems for gas control



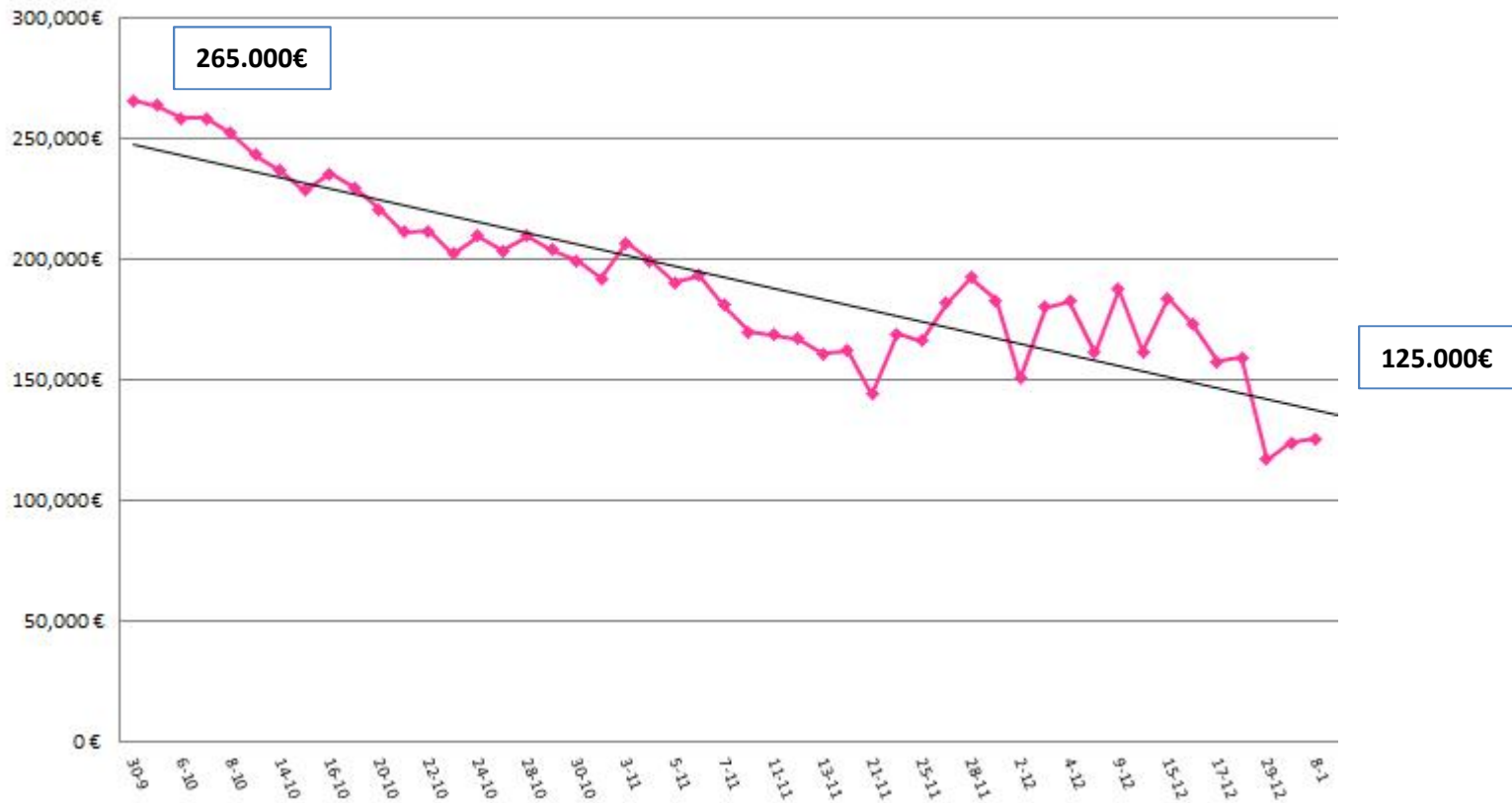
Gas rails and pipes



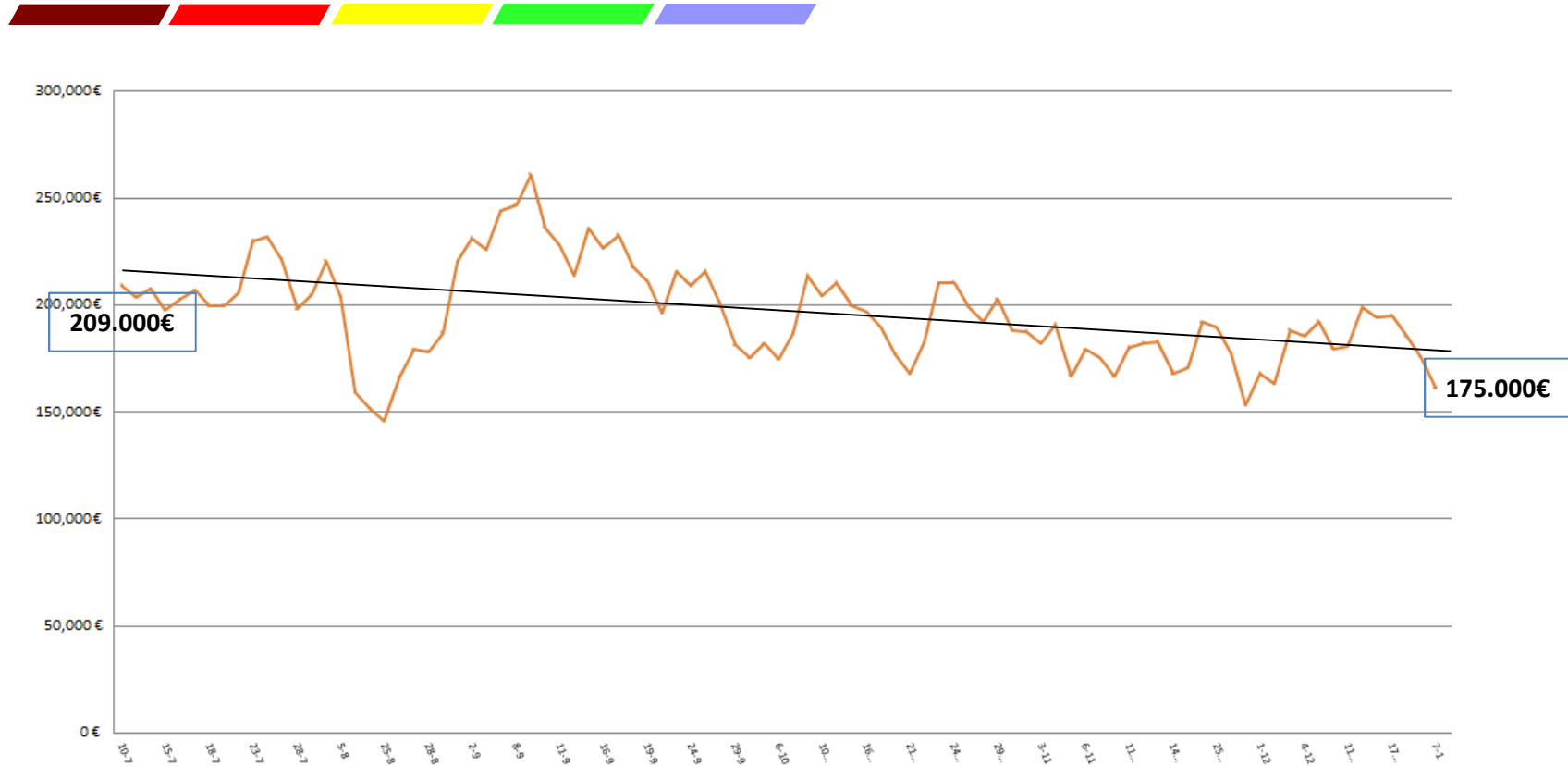
Washing & Drying – EBS line



Washing & Drying – SKT line



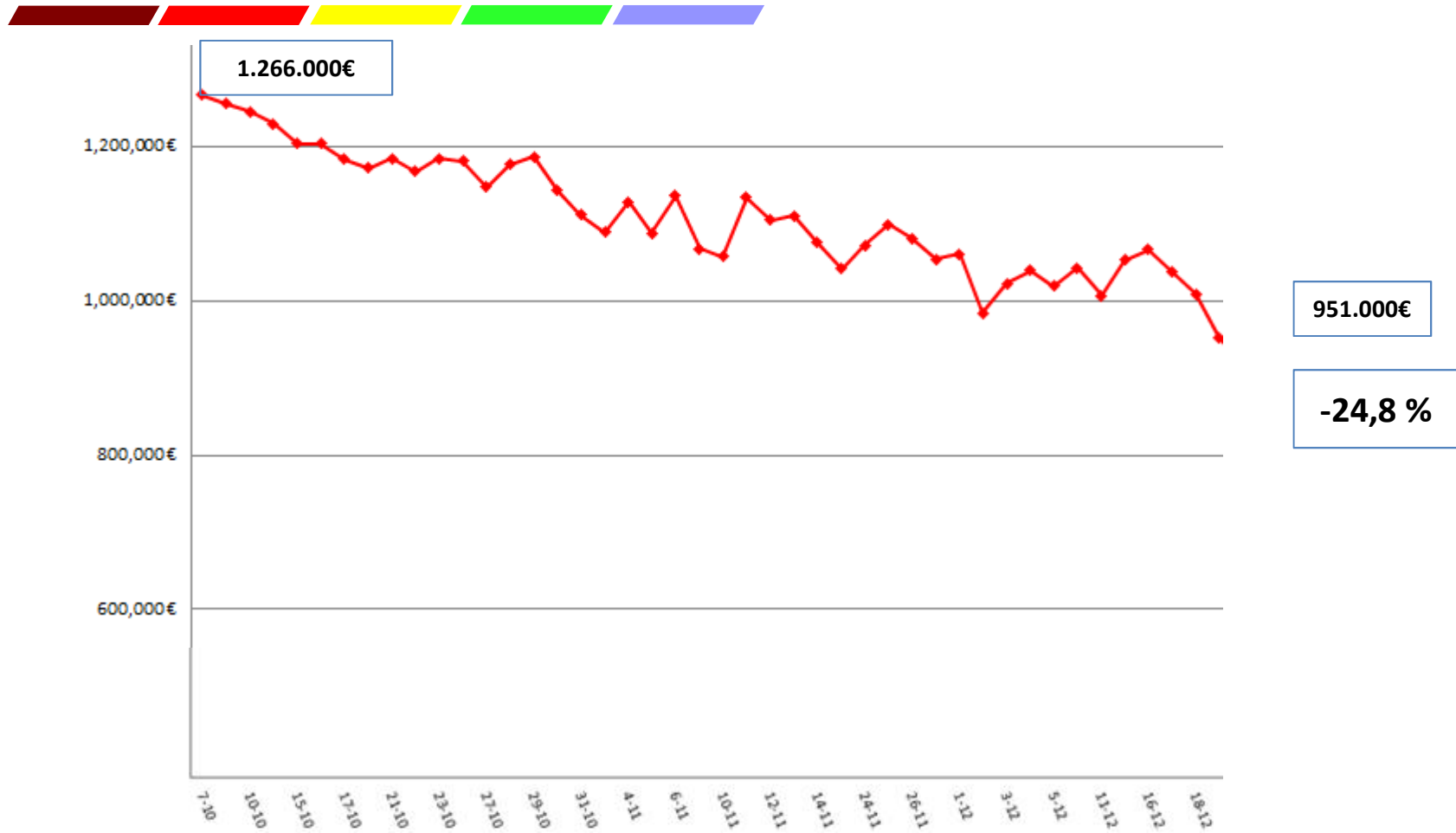
Washing & Drying – BLP3 line



- Focus on limiting schedule modifications by reducing the “bi-modal” stock distribution.

PHASE III – Inventory Trend

GLOBAL INVENTORY TREND - PHASE III (2.5 months)



DEMAND DRIVEN MRP

- “Presentación Implantación de Proyecto DDMRP”



1 de diciembre de 2016



PROD'AGILE
ACCELERATING CUSTOMER SERVICE

Valladolid Servicio Premium para nuestros clientes

1

Quién es nuestro cliente y cómo le servimos

PLAY, nuestra mentalidad para dar un servicio premium.

Passion (passion for what)
Libertad (an autonomy)
Accountable (responsibility)
Yes I can lead the change
Yes you have it coming



2

Valladolid Piloto Grupo ISL:
Alcanzar un ISL > 95% con el mejor equilibrio de Stock MU y resultado económico de la fábrica.

Nivel de Stock

ISL



Resultado económico PEI

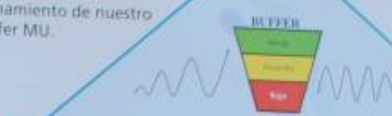
3

100% de servicio a la demanda de OE

Valladolid. Piloto Grupo DDMRP:
1ª fase OE. El cliente OE tiene un servicio 100% con el buen dimensionamiento de nuestro Stock/Buffer MU.

Stock Buffer de reaprovisionamiento

Costes
Reducir la variabilidad del programa OE de fabricación



THE DDMRP* APPROACH IN VALLADOLID: ONCE AGAIN ENABLING TEAMS ON THE GROUND TO MANAGE INDUSTRIAL INVENTORIES AND FLOWS ALIGNED WITH ACTUAL REQUIREMENTS.

The approach from the perspective of the plant: Mariano Arconada-Calvo, Director of the Valladolid site

Valladolid is a plant with an established industrial culture for managing flows and also uses tools such as KANBAN. Despite strong performance in terms of compliance with production commitments (overall and size-based) and useful and non-useful production, our level of service is not sufficient, especially for replacement tires.

Customer demand is increasingly variable in quantity and by dimension, which requires frequent changes to be made to the manufacturing requirement planning. With the conventional MRP rules, and despite growing flexibility, we don't manage inventory optimally, our service rate is low and we've significant costs related to urgent requests.

We've been implementing the Prod'Agile approach for a year now. It has enabled the team to grow and improve our level of service by factoring in our customers' concerns more effectively. But we should face up to the fact that we currently have a complex process with an array of stakeholders! As such, the customer signal which arrives at the plant still doesn't reflect real requirements.

We're working on both of these points using the DDMRP approach.

The method will enable our plant warehouse inventory to disconnect, over a short-term period, the Upstream Supply Chain of manufacturing, by consolidating the response to confirmed requirements. There are a variety of objectives:

- ensure a level of service of 100%
- establish a direct link between the plant and the new Customer Service structures implemented as part of the Upstream OPE (LEAN organization)
- improve the quality and level of stocks
- absorb fluctuations in demand and uncertainties by incorporating the industrial constraints of replenishment lead times and manufacturing batches

The plant will begin by working on the OE market (i.e. 40% of the site's production). Our goal is to be in a position to satisfy 100% of firm orders from customers by reducing unnecessary changes to the plant Production Plan and by improving inventory quality. To do this, we are pursuing the three steps outlined in the DDMRP approach:

- define the right customer signal in the plant with Customer Service and Supply Chain teams
- calculate the level of inventory
- define production orders

This challenge is underway with a cross-functional, committed, professional and motivated project team to ensure an ISL of 100% for our OE customers. And we are keen to extend the approach to the entire plant quickly!

* DDMRP : Demand Driven Manufacturing Requirement Planning

The approach from the perspective of Customer Service OE: Gilles Brunel, Customer Service OE Manager at La Combaude site

The DDMRP process is significantly improving the management of flows over the short term. Since the pilot phase was implemented in Customer Service last February, we have not identified any crisis and we have noticed an improvement in the plant's responsiveness. There is now greater closeness with Valladolid's planning, making it possible to make adjustments and discuss any drifts from the firm order.

Being in direct contact with the plant is a real plus but we need to go further in our organization.

The expected success should be confirmed by the end of the pilot phase.



BUFFER TREND- Evolución de % de CADs por cada Zona de Buffer

