THE GRAIN

Applied Data Science for the industry

Use Cases

TOSOH

ALDIPRESS

Demand Forecasting & Inventory Optimization multiPHARMA

	Japanese bioscience company	**Largest Dutch Press Distributor**	**Pharmaceutical Wholesaler**
Who			
What	✓ Dealing with **aged inventory** ✓ Set up order generation system **integrated with SAP** ✓ Rework of order principles to reduce inventory in DC ✓ Set up a demand forecasting system	✓ **Daily distribution** of **perishable goods** over a network of **6,500 retailers** ✓ Plan the **optimal assortment** based on sales potential ✓ Plan the **optimal distribution** based on POS forecasts	✓ Daily distribution of **40,000 sku's** - 600 suppliers - 2 DC's - **400 stores** ✓ Central warehouse stock management ✓ From Days of Stock to statistical order generation ✓ Integration with SAP
Impact	✓ **Increased efficiency:** process automation and all information centralized in one location ✓ More **accurate & detailed forecast** ✓ **20% scrap reduction**	✓ **Higher sales and less waste** ✓ **Faster decision making** thanks to operational platform put in place ✓ **Improved relationship** with stakeholders (publishers & retailers)	✓ **15% inventory reduction** good for € 2millions of yeary savings ✓ Average **stock rotation reduced with 20%** ✓ **Increased efficiency**: moving from an Excel world to one central tool

Use Cases

	French bottle manufacturer	Global chemical concern	Belgian food producer

Production planning & scheduling — **SAVERGLASS**

Process optimization
Production planning & scheduling — **SOLVAY** *asking more from chemistry®*

Production planning & scheduling — **Poco Loco**

Who

What

French bottle manufacturer
- ✓ Support the **monthly planning process** for 200 sku's and **8 furnaces with each 3-7 sublines**
- ✓ Minimize throughput time, given all production constraints
- ✓ interactive **touchscreen planboard**

Global chemical concern
- ✓ Detect feautures that influence the production time within the different phases of a polymerization batch process (**Golden batch features**)
- ✓ Real-time analysis and decision making

Belgian food producer
- ✓ Support the **weekly planning process** for 500 sku's and **21 lines** (7 lines x and 3 packaging sublines)
- ✓ **Maximize Line production**, given required production, capacity limitations, machinery constraints & switch times

Impact

French bottle manufacturer
- ✓ **Increased efficiency:** focus on reviewing automated planning proposal
- ✓ **Real-time adjustments** through interactive planboard
- ✓ **Less time spend** on gathering information

Global chemical concern
- ✓ **Real-time monitoring** of production flow
- ✓ **Better scheduling** through anticipating bottlenecks
- ✓ **15% increase in throughput**
- ✓ Structural process improvements

Belgian food producer
- ✓ **Maturization in S&OP** Process through Faster & Automated Calculations
- ✓ **Powerfull visualizations** gives better insights in planning process
- ✓ **Better machine utilization** & higher labor productivity

THINK CREATIVELY. PERFORM EXPONENTIALLY.

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Use Cases

	Air Cooled Condensors (OEM)	**Large steel manufacturer**	**Life Science company**
	Predictive Maintenance · Process Optimization · SPG DRY COOLING	Predictive Maintenance · Predictive Quality · SSAB	Predictive Maintenance · Process Optimization · BAYER

Who

What

Air Cooled Condensors (OEM)
- ✓ Build out an **asset performance management solution** as part of a new service model
- ✓ **Forecast net electrical output**
- ✓ **Predictive alerting** on failures and possile root causes

Large steel manufacturer
- ✓ **Reduce cobble formation** coils rolling out of the hot strip mill.
- ✓ Build a probabilistic model for cobble formation and a **live operator dashboard** for **immediate intervention**

Life Science company
- ✓ Monitor and analyze **product deviations** for a packaging line within medicine production.
- ✓ Using NLP to build a deviations library and a **Root Cause suggestion application**

Impact

Air Cooled Condensors (OEM)
- ✓ **No more unplanned downtime of ACC**
- ✓ **Better trading decisions** for power plants
- ✓ Supporting the roll-out of a **new business model**

Large steel manufacturer
- ✓ **Reduced production downtime** with 5%
- ✓ 9% **reduction in scrap rate (cobbled coils)**
- ✓ **Less maintenance work** because of proactive interventions

Life Science company
- ✓ **Increased machine uptime** through structural changes and early notifications of deviations
- ✓ 30% **reduction in scrap rate**

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Thank you for your attention

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