

Customer to Customer Project

P.Zanella

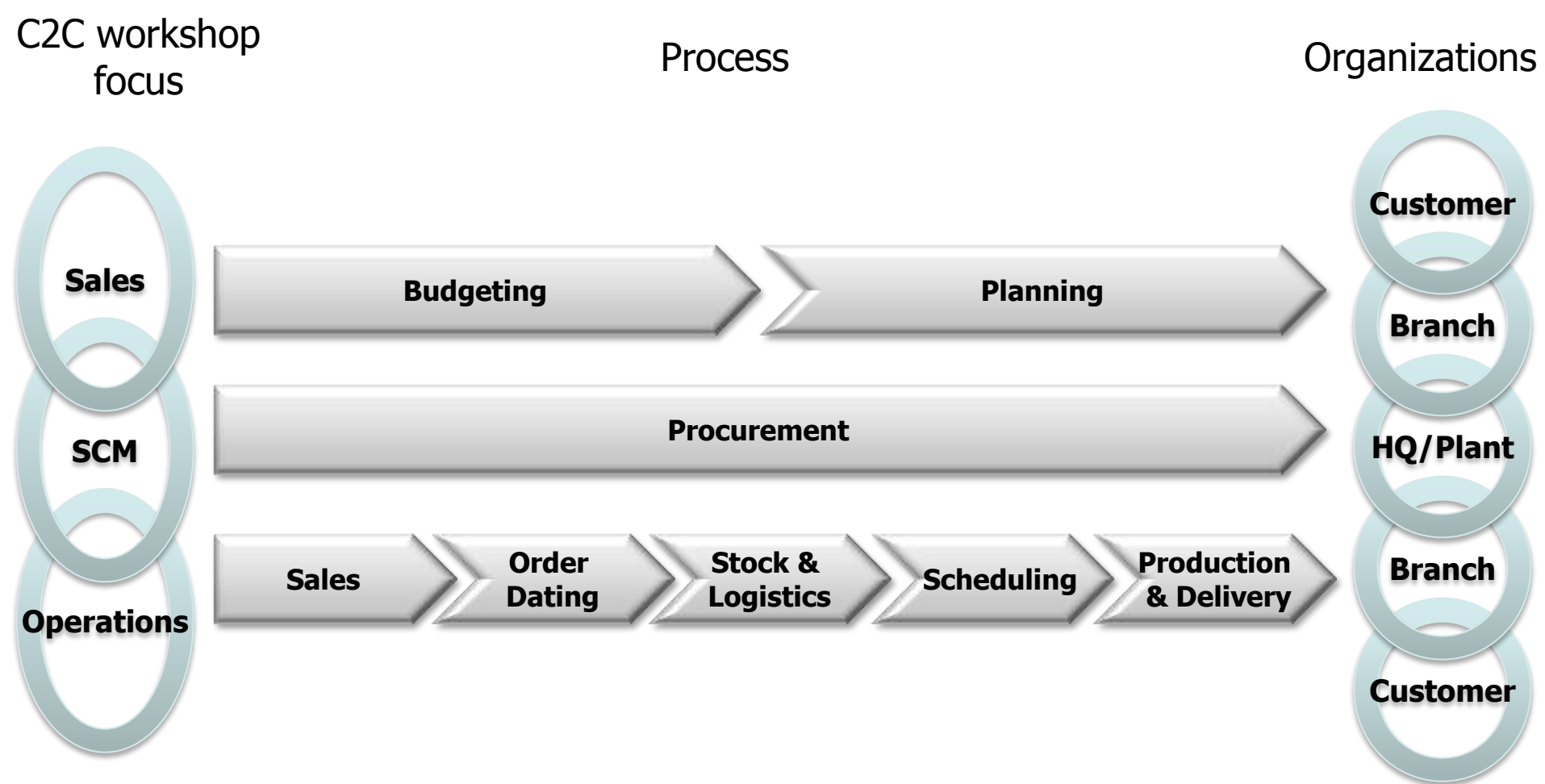
Bologna, 26-09-2013

CREATE CHANGE CONSOLIDATE CULTIVATE

International Meeting **2012**



Headquarter: SCM



SYNERGY

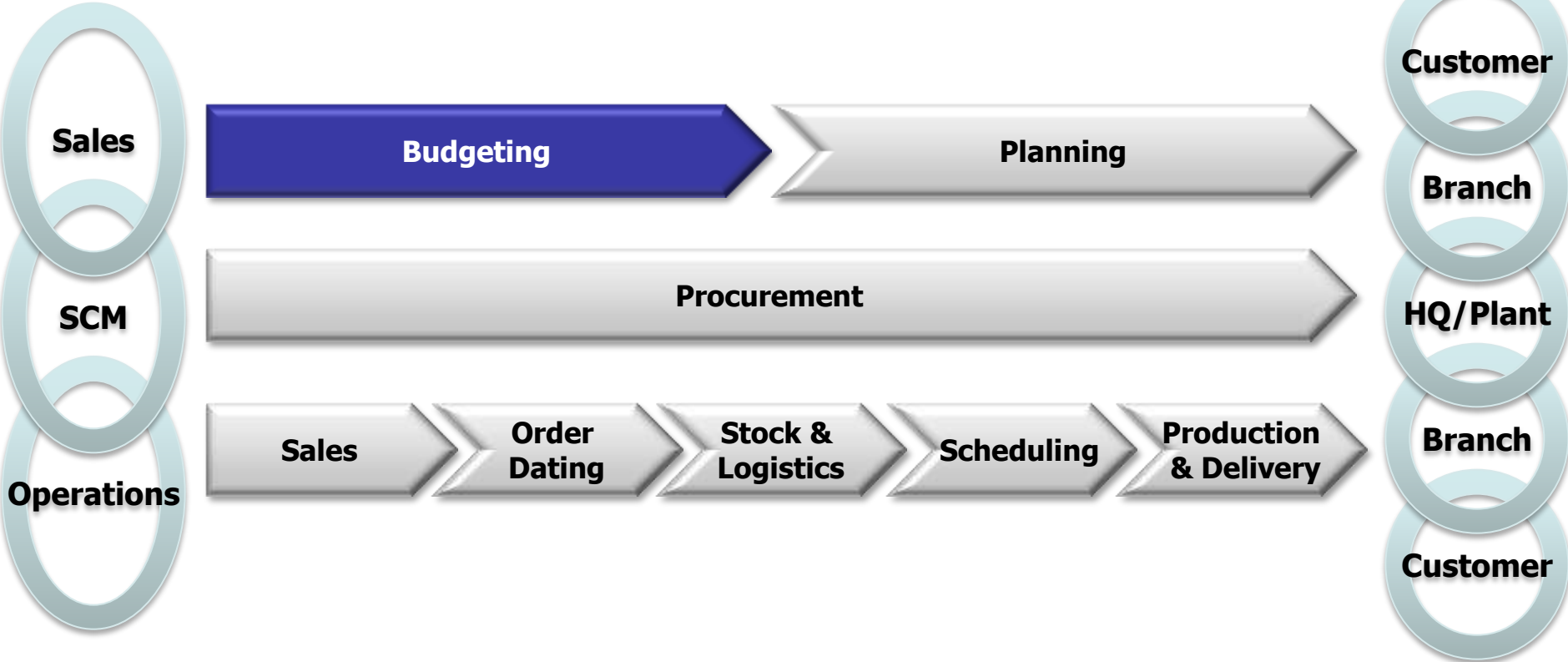


Budgeting

C2C workshop
focus

Process

Organizations



Sell-Out Summary per Product

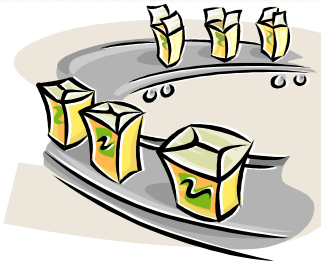
We are introducing a new customer aggregation called as "Sector", it is a result of aggregation of customer activities.

Sales data can be collected by survey on customers sample and/or market trend.



Top Customers

They are Key customers in term of turnover and long-term relationship. Sales data have to collect on the field.



Sectors



Sales Data collection



Summary

Prospect



Prospect customers:
Prospect sales data have to be collected supported by "Sales management process" sponsored by HQ

Sector 1					
	TURN '11	YTD '12	BCKG '12	FCST '12	BDG '13
Unique Family					
300-305	0	0	0		
306-309	0	0	0		
310-315	0	0	0		
316-321	0	0	0		
323-325	0	0	0		
...	0	0	0		
Grand Total	0	0	0	0	0

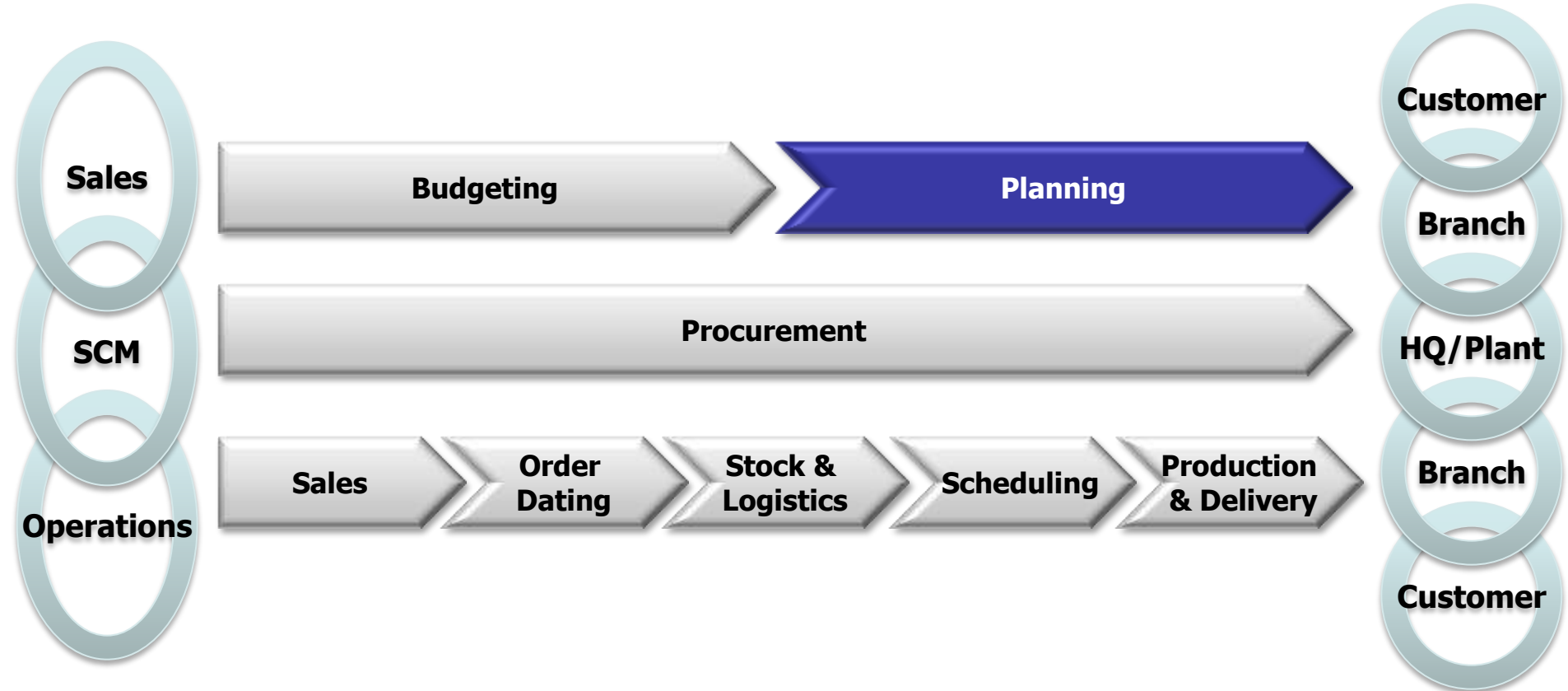
Example of Sell-Out per Product form:
Summary of Forecast 2012 and Budget 2013 per each sector detailed by "Unique" Family.
Qty information have to be calculated based on Average Price.

Planning

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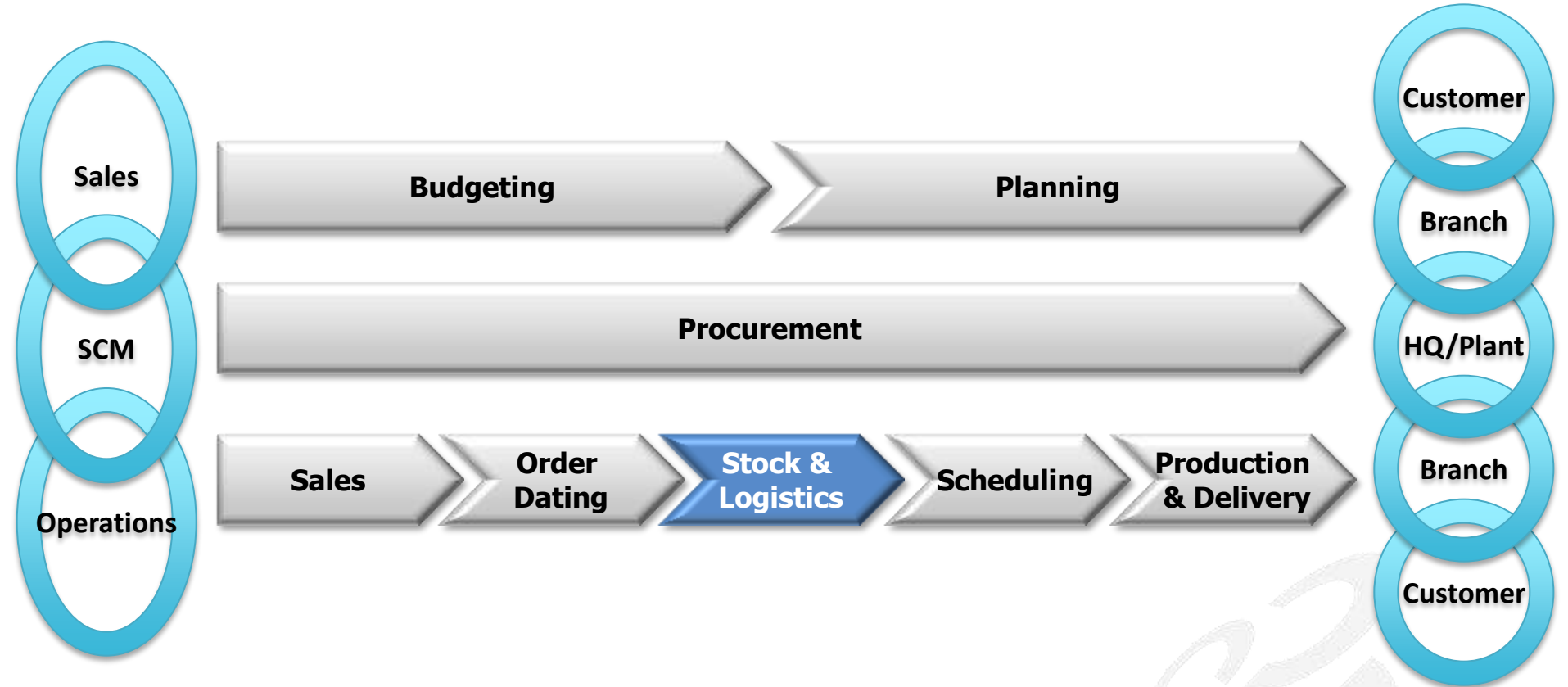


Stock & Logistics

C2C workshop
focus

Process

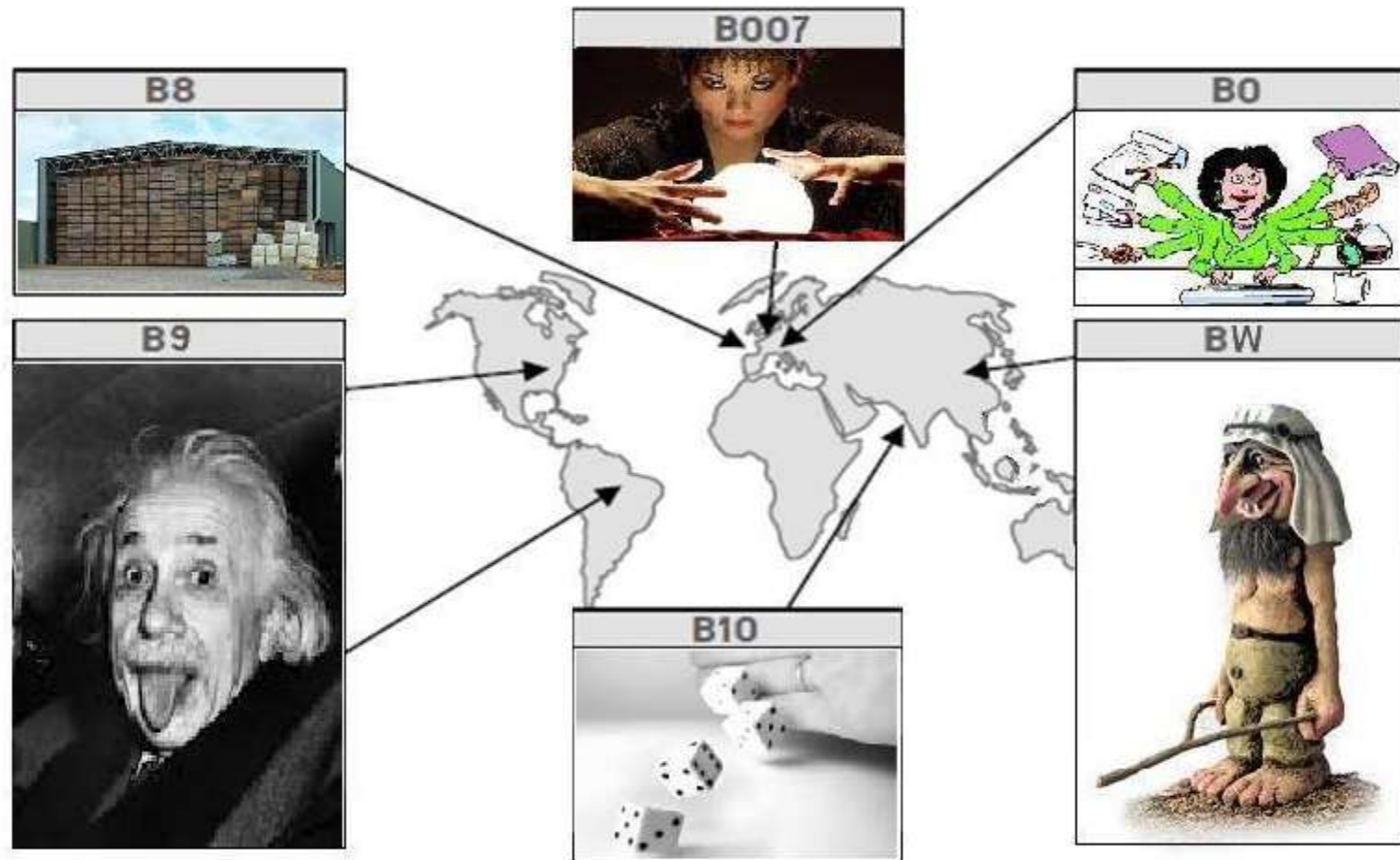
Organizations



Material Planning Strategy

Is there a Material Planning Strategy?

AS IS

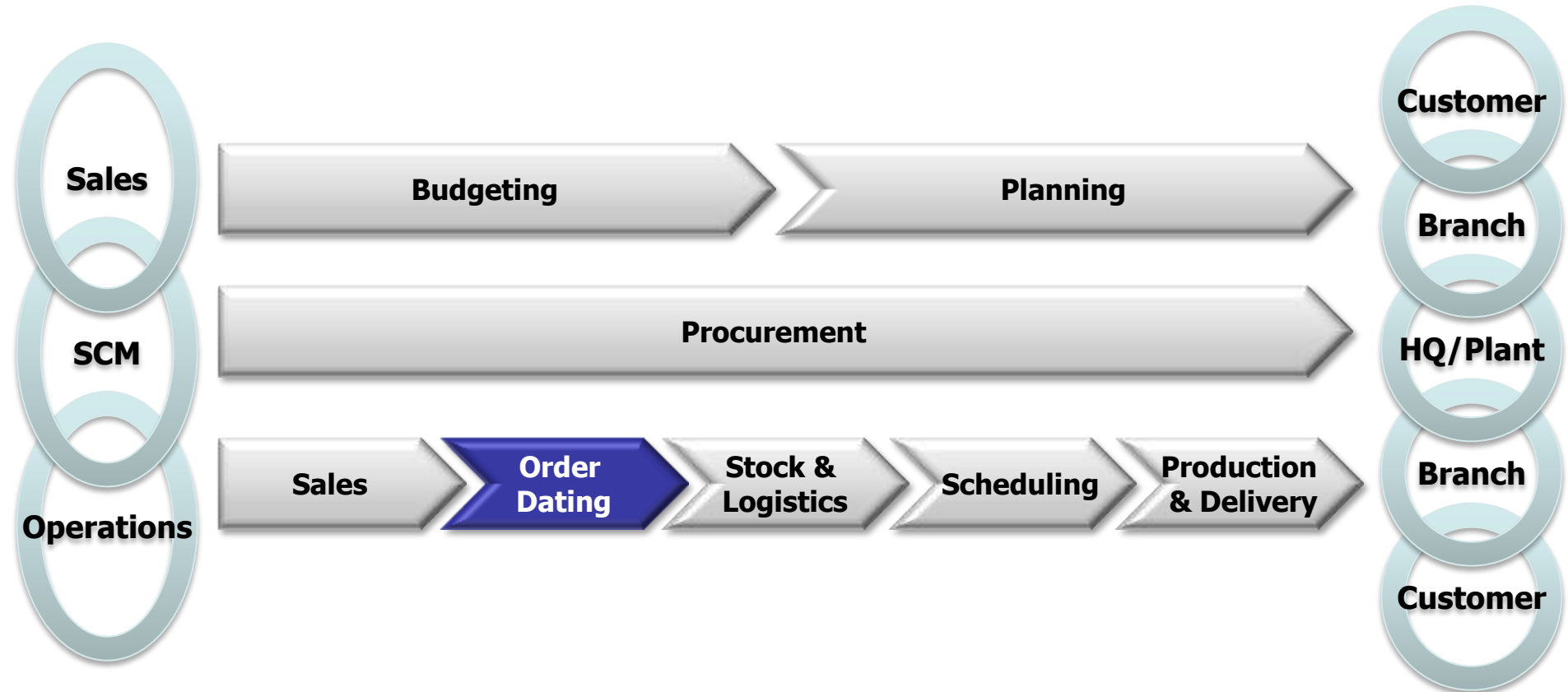


Order dating

C2C workshop
focus

Process

Organizations

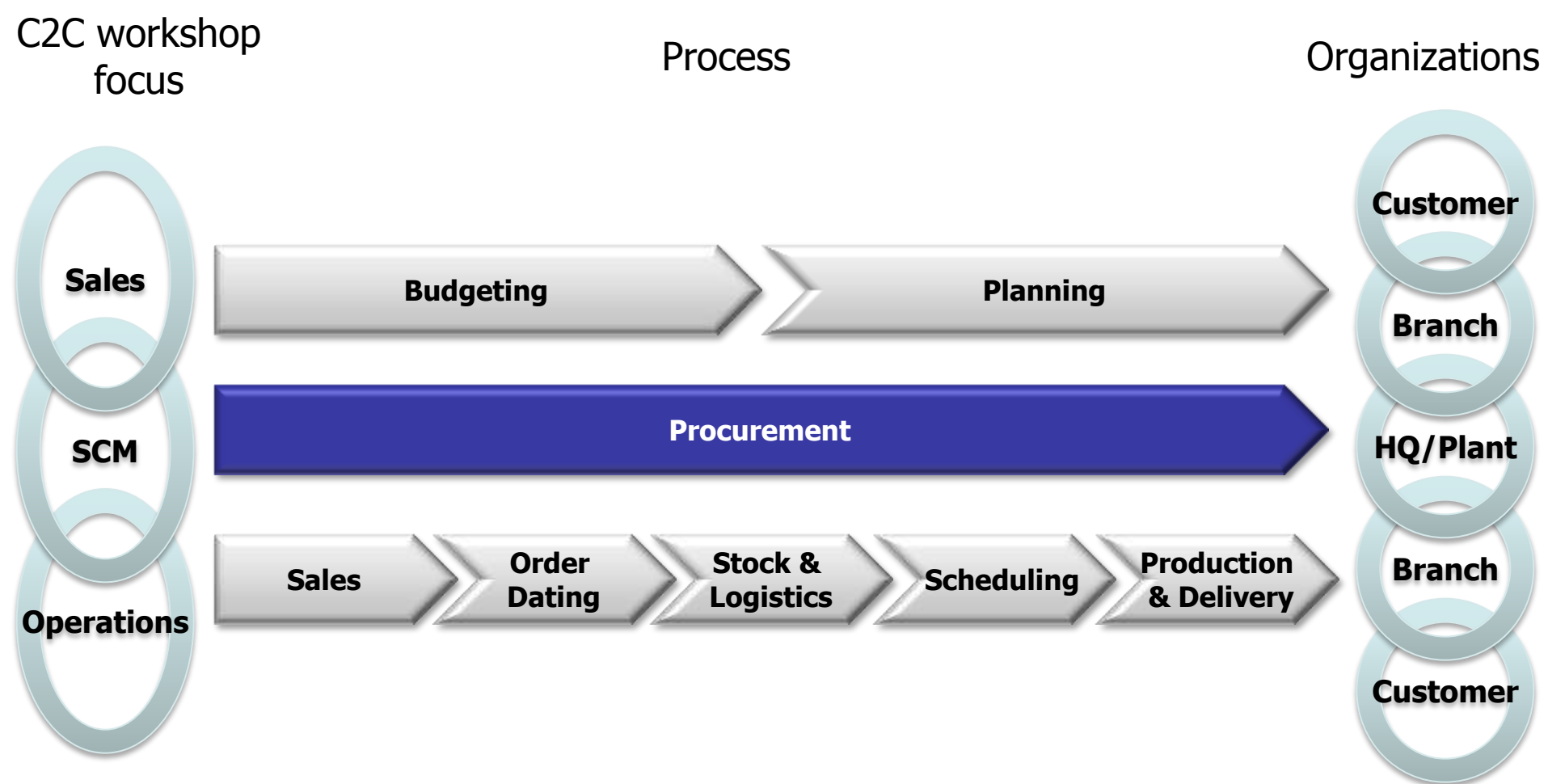


Routines

Planning concepts – weekly routines

A.M. (Morning)	Extract reports*	Extract reports*	Consolidate requests for quota review**	Monitor Kanban Re-Order-Point/Material Requirement Planning**	Review quota & confirm	
	Analyse peak in the Green Zone*	Analyse peak in the Green Zone*	Check for capacity or quota balance**			
P.M. (Afternoon)	Monitor Re-Order-Point (ROP)*	Monitor Kanban Re-Order-Point/Material Requirement Planning**	Monitor Kanban Re-Order-Point/Material Requirement Planning**	Change & release purchase orders***		
	Request for quota review (if needed)*					
Week Days	Monday	Tuesday	Wednesday	Thursday	Friday	
Comments	*3 Months onward	Quota & Material Info**		Release orders based on lead time***		
<div style="border: 1px dashed black; padding: 5px; display: flex; justify-content: space-around;"> Planning BU Ins Planning - Branch Material Mgmt - Branch Planning - Plant Material Mgmt - Plant </div>						

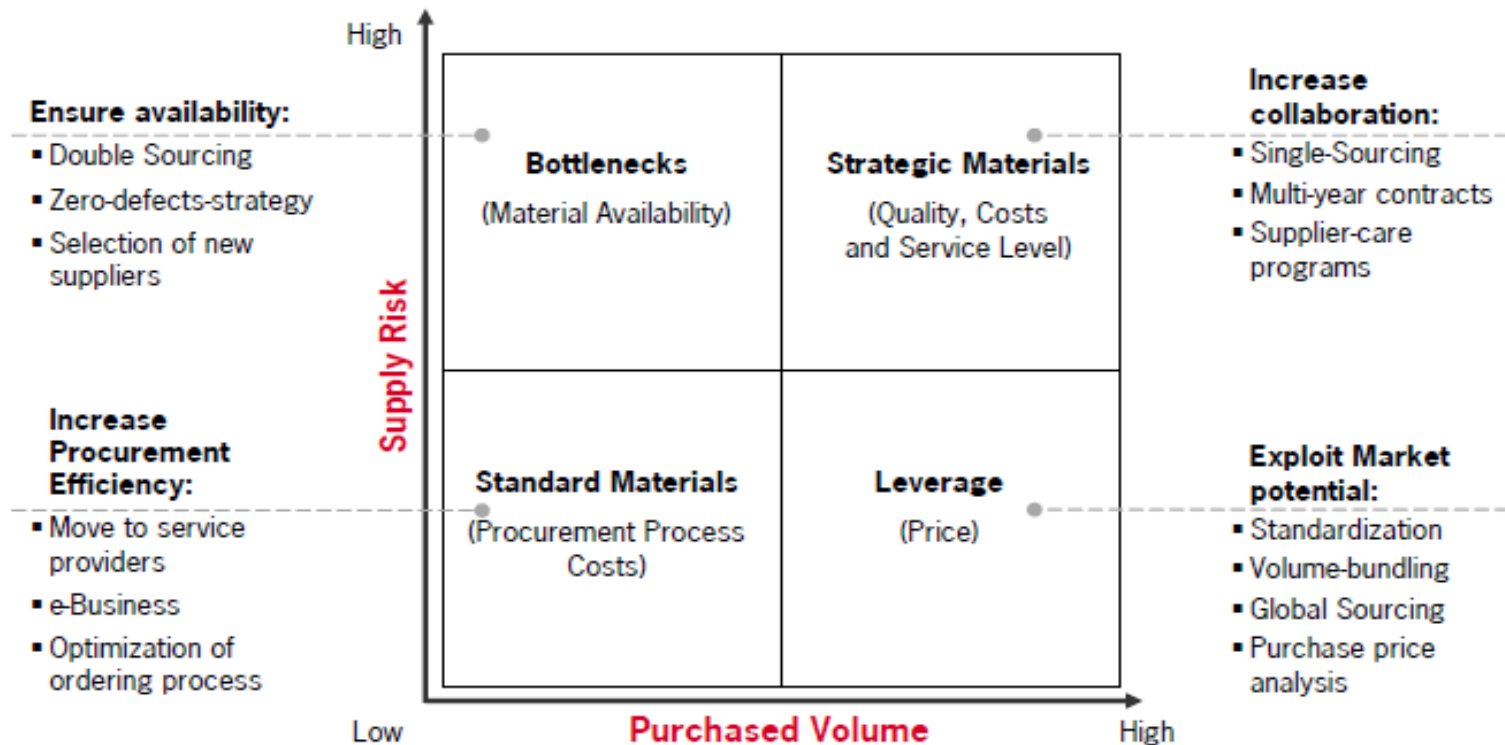
Procurement



Kralijc Matrix Definition

The results of each material category positioning in the ABC and Supply Risk analysis are the data points for the Supply Evaluation Matrix

Procurement Concept - Kralijc Matrix - Theory



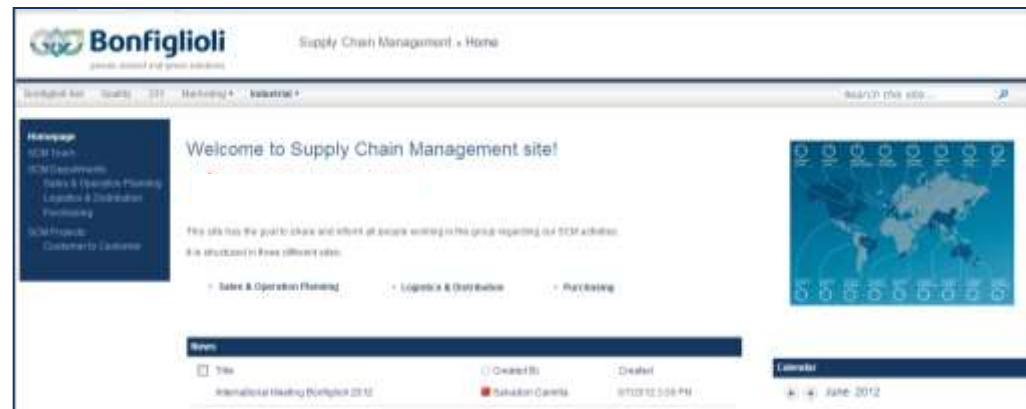
Supporting Tools

THE ROUTINES ARE AVAILABLE ON SHAREPOINT

The site has the goal to SHARE and to INFORM all people working in the Group regarding our activities and provide relevant documentations.

It is structured in 3 sites:

- ✓ ***Sales & Operation Planning***
- ✓ ***Logistics & Distribution***
- ✓ ***Purchasing***



<https://bnet.bonfiglioli.com/industrial/SupplyChainManagement/SitePages/Home.aspx>

Thank-you