

TRILATIONS

DECISIONS DELIVERED

CASE STUDY

PERFECT SOLUTIONS FOR YOUR BUSINESS

Trilations is a consultancy firm dedicated to assist companies in transforming their company strategy into effective processes and in streamlining organisations and their supporting systems, thus maximizing stakeholder value and setting the adequate basis for benchmark business performance.

One of the focus domains at Trilations is Business Intelligence. Below you can find a case study of one of our projects.

STOCK OPTIMIZATION PROJECT

For an international player in the alimentary industry, we conducted an optimization project with three important aims: focus on the client, increase in profitability and cash flow optimization.

Trilations was asked to formulate a strategy and implement an approach in order to increase the overall efficiency of both the administration and the production cycles of an organization. In a first phase it was decided to focus on stock optimization to improve availability and production lead times.

Through an extensive analysis of stock build and production and storage capacity, 7 work streams were identified. 2 work stream quick wins and 5 medium/long term wins.

We set up and implemented a procedure reducing existing stocks, increasing the stock turnover and improving the EOQ of the production runs.

Our business analysts were able to reorganize and optimize the procedures involved in a time span of 12 weeks and we achieved an overall increase in production, a decrease in storage costs and a significant increase in revenue.

[Contact us now](#) and find out how we can help your project to reach its full potential. Get ready to get the options needed to take **DECISIONS** and to have your targets **DELIVERED!**



SOLUTION AND RESULTS



PROJECT GOALS

- Increase OTIF to 95%
- Increase overall profitability
- Reduce cash flow requirements
- Implement quick wins
- Set up a roadmap for implementing medium/long term improvements



TECHNOLOGIES & METHODOLOGIES USED

- Focus Interviews
- Workshops
- Agile approach
- ERP Solution QAD
- Planning & scheduling tools



PROJECT FLOW

- In-depth Interviews and assessment of Stock build in particular
- Presentation of the findings and possible quick wins
- Draw up improved procedures and define a framework for implementation
- Process adaptation



RESULTS

- One time revenue of € 70K by reducing stocks
- Year on Year reduction of € 170K storage costs
- Cash flow contribution of € 500K.
- Increased production based on improved Demand Planning; 2.000 tons
- Revenue increase due to higher production; € 415K
- Increase OTIF by increasing product availability while stock levels remain constant

CONTACT US

Prins Boudewijnlaan 30 – 2550 Kontich
www.trilations.com
salesot@trilations.com
+32 (0) 3 877 64 00