Pilkington

Clearer insights into the system – glass supplier
Pilkington now planning sales and logistics with prevero

Customer: Pilkington Deutschland AG

Size: Approx. 1,470 employees; Sales of
EUR 388 million (2016/17)

Sector/industry: Manufacturing – architectural, automotive
and technical glass products

Unit4 solution: prevero Sales Planning

NSG
GROUP

Smarter sales and logistics planning

Glass is a multifaceted material: among other things,
it can be used for sun protection, heat insulation and
soundproofing. It comes in many different types: thick or
thin, large or small, clear or colored, single or multilayered
and with a low or high iron content. In addition, there are
various kinds of special-purpose glass, including self-
cleaning glass, fire-resistant glass and safety glass. The
versatile functions of modern glass can be combined to
cover several purposes at once, for example self-cleaning
sun protection glass or burglar-proof fire safety glass.
Having to deal with such a variety of different products and
product categories makes sales and production planning
quite complex. Logistics planning constitutes an additional
challenge, as the produced goods have to be shipped
to the customer as fast as possible. Pilkington, one of the
world's leading glass suppliers and part of NSG Group, was
aware that its Excel-based planning process had reached
its limits a long time ago. So, they set out to compare
the offerings of different Business Intelligence (BI) and
Corporate Performance Management (CPM) providers
to find a new solution. prevero turned out to be the best
fit. Now Pilkington benefits from clearer insights into its
own system.

A time-consuming process

Maik Korzen, Head of Controlling at Pilkington Deutschland
AG: "We are responsible for planning sales, production,
logistics and finances for Pilkington Deutschland AG –
across all product categories and divisions. Planning
is carried out twice a year. In September, we create an
updated projection for the current business year, which
ends in March. In December, we update this projection
again for the current financial year and use it as a basis
to plan the budget for the subsequent year." Before the
introduction of the new tool, four to six people were needed
for this process. About 40% of their time was taken up by
activities such as creating, distributing, updating, adjusting
and checking Excel lists. Nonetheless, they were never able
to fully rely on the results and only had limited time and
means to carry out complex qualitative data analysis.

Significant improvements

According to Mr. Korzen, a comparison of the situation
before and after the new solution clearly shows how much
has changed: "Let's have a look at the 'before' situation
in sales planning. The entire process was based on more
than 100 Excel files, which were processed by a multitude of

different people from the sales controlling department. For this purpose, we exported detailed historic values from our own BI source system and then summarized them in Excel. This meant that after every little change made to a single Excel file – for example a change in prices – all linked files had to be updated separately to ensure the overall results were correct." Therefore, data gathering and processing alone took about a week for each new forecast.

"Great time savings"

The "after" situation is much more satisfying: To create budget values, actual data from the upstream ERP system is loaded into prevero and is updated daily. Processing data and creating Excel files, which used to be a week-long process in the past, has now become a simple background calculation. It can be started with a few clicks and is completed within 30 minutes. "This is an excellent example for the great time savings we have with prevero. This time can now be used for qualitative analysis," explains Mr. Korzen.

The connection between production and sales planning is another feature he particularly likes. The requirements derived from operational budgets are transferred to the production and are then allocated to the individual product groups down to material numbers. If the sold product is a type of glass that needs further refining, it is automatically broken down to the types of glass to be produced in advance. (For example: For sun protection glass, the raw glass needs to be coated in a second production step.) The required production steps are recorded automatically. After a plausibility check, the data is made available to the users. Depending on the production step, production planning can be carried out according to tons or square meters. The conversions between the two units are also executed automatically by the system.

"We wanted to be more than just a number"

Currently, the implementation of the new system is in full swing. Several steps have already been completed and logistics planning is up next. At the moment, about ten users are working with the system. After project completion, there will be approximately 40. When asked for the decisive factors for choosing prevero, Mr. Korzen says: "Our requirements were quite complex. On the one hand, we needed a highly flexible software that would allow us to model data without any outside help. Another important aspect was to ensure easy data connection and transfer. Last but not least, we were looking for someone who could provide us with comprehensive advice and respond to our individual needs. We wanted to be more than just a number – we wanted to be heard, understood and perceived as individuals. prevero was able to fulfill these requirements 100 %. When prevero turned out to be the top choice on our list, we asked them to provide us with a functional integrated data model based on our existing data. The result was very impressive and convincing. To top it off, the cooperation with the entire prevero team is really pleasant, efficient and reliable."

Benefits

- Budgeting always based on accurate, complete, up-to-date figures.
- Processing data is automated and completed in minutes.
- Time is released for qualitative analysis.
- Joined-up working between production and sales.
- Self-sufficiency to use the software underpinned by reliable, responsive advice and service.

About Unit4

Unit4 is a leading provider of enterprise applications empowering people in service organizations. With annual revenue of close to 600M Euro and more than 4200 employees worldwide, Unit4 delivers ERP, industry-focused and best-in-class applications. Thousands of organizations from sectors including professional services, public services, not-for-profit, real estate, wholesale, financial services and education benefit from Unit4 solutions. Unit4 is in business for people

In business for people.