

HANSA-FLEX AG

Intelligent distribution for over 400 branches

Globally optimized
service

Consistently high
data quality

Decentralized planning
minimized



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HANSA-FLEX is Europe's leading system provider in fluid technology and a value-added partner for companies of all sizes. The importance of fluid technology is growing worldwide and with it the benefit expectations of customers in all areas of the economy, in Germany and worldwide.

In addition to individually assembled hydraulic hoses, **HANSA-FLEX** a comprehensive range of connecting elements for hydraulics. All products are generally available or on site within 24 hours. **HANSA-FLEX's** principle of success is system partnership: It is the breadth and depth of the product range and services that make the company a valued partner in the after-sales sector and increasingly in the area of original equipment.

In particular, the close network of branches and service vehicles enables **HANSA-FLEX** act close to the customer and deliver quickly and competently. The products are needed wherever machines, systems or heavy equipment are used. The customer's systems have to run - safely, reliably, around the clock. Availability counts, downtime costs money. And that is one of the core competencies of **HANSA-FLEX**: highest availability of all products and fast help directly on site.

About HANSA-FLEX

The **HANSA-FLEX AG** is a German industrial company in fluid technology with headquarters in Bremen, which specializes in the development and production of hydraulic components and related services.

HANSA-FLEX Today, the company consists of several business areas, which are small companies in themselves. The experience and skills gained over more than 55 years are

bundled in these business areas and used optimally for the benefit of the customer. There are also subsidiaries that complement the extensive product portfolio.

- 28307 Bremen, Germany
- manufacturer of fluid technology
- www.hansa-flex.com

Processes under scrutiny

Against this background of high demands on supply chain processes, **HANSA FLEX** a project to uncover potential in the processes and to develop suggestions for improvement. In particular, the methods for planning and scheduling as well as the use of the ERP system (SAP) were to be reviewed in order to further improve the delivery readiness of the central warehouses and around 250 branches and to keep items in stock as close to demand as possible and in line with the market.

Manual data maintenance is not sustainable

As is often the case, incorrectly maintained parameters such as delivery or lead times were uncovered during analyses. Safety stocks and safety times, which were once justified, were also corrected. However, uncovering many details also revealed the restrictions that planners and dispatchers have to deal with on a daily basis and have to take into account in their planning results. It became clear that manual maintenance actions through the diligence of dispatchers and planners were not realistic or sustainable for the continuous planning and scheduling process. With compromises, a few restrictions could have been eliminated through possible adaptation programming in SAP. Alternatively, monitoring functions could be transferred to a suitable software system.

Potential is great, investment risk is low

HANSA-FLEX When selecting the system, discovered further advantages of the DISCOVER system in the areas of simulation and automation of routine activities. DISCOVER also impressed with its full-service rental license model, which keeps financing costs and investment risk low and does not tie up valuable IT staff for system maintenance.

Initially, the project team concentrated on implementation in three branches as a pilot area. The future planning strategy was defined in planning and scheduling rules with the involvement of the branch managers, which meant that important additional information could be taken into account when scheduling the materials. This included, for example, the available storage space in the branches, which restricts the storage of large-volume items. The items were also divided into volume classes and taken into account in the rules.

With the launch of the new system, logistics initially had to face costs, as the stocks in the branches were redistributed. This meant that some items had to be stocked in higher quantities than before and vice versa. The "higher stocks" involved the corresponding transport to the branches, and the reduction of stocks took place in accordance with the demand for the items. Items that were no longer in demand were returned to the **HANSA-FLEX** returned to the central warehouse.

Initial skepticism fades

Even after the branch staff had been trained, there was still a lot of scepticism as to whether the concept would actually work. However, once the first branches had been converted, the advantages of DISCOVER were quickly recognized. By automatically setting the disposition parameters for each individual item in the branches, replenishment could be automated. So today, no one has to BANFs edit or maintain master data.

HANSA-FLEX benefits sustainably:

central warehouse

- around 16% inventory reduction
- around 98% availability

branches

- around 15% inventory reduction
- The staff was significantly relieved

The supplies now roll automatically as if by magic

In addition to the inventory effects, the significantly improved availability of the items had a positive impact. The right stocks are now stored in the right quantities in the branches. This not only leads to high customer satisfaction, but also significantly reduces the workload on staff, who now have to reorder and follow up much less.

Now over 400 branches at home and abroad controlled

At HANSA-FLEX, additional functions are also very welcome among users: The very flexible and powerful reporting is used on a daily basis and the integrated logistics controlling provides current figures every day and displays key figure trends over time.



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