



# HOW INTELLIGENT SUPPLY CHAIN PLANNING LEADS TO BETTER MANUFACTURING PERFORMANCE

AN INTERVIEW WITH

 **DELMIA** | *Quintiq*





Ahead of the American Manufacturing Summit, Generis Group spoke with DELMIA Quintiq to discuss supply chain planning and optimization software.

In this eBook, we explore how supply chain planning leads to better manufacturing performance, the key benefits of implementing the right software within an organization and the future of the manufacturing industry.

## Plan for growth and agility with DELMIA Quintiq.

Imagine how your business could grow if you were able to overcome these common production planning challenges.

What if you could:

- Find more opportunities to combine orders?
- Stop losing money on the sale of goods that are close to expiry date?
- Always assign the right staff to your production lines?
- Adapt the production plan - rather than discard it - when something unexpected happens?
- Make it happen with DELMIA Quintiq's supply chain planning and optimization software.

With DELMIA Quintiq you can reduce waste, make accurate demand forecasts, respond effectively to disruptions and much more. Only DELMIA Quintiq's 100%-fit planning solution gives you access to the true benefits of optimization. And you'll benefit from being able to align your production plan with transportation and workforce requirements.



Your Lunch & Learn will focus on how intelligent supply chain planning leads to better manufacturing performance. What is one key takeaway you want to leave attendees with?

An understanding of why goal-based, rather than rules-based, planning is the right way to align corporate planning behavior with stated business objectives.

- How does supply chain planning and optimization software reduce waste, allow manufacturers to make accurate demand forecasts and increase an organization's bottom line?

It distills the high complexity of today's supply chains into a small number of key performance indicators that help both planners and planning algorithms identify and take action on problems that materially affect delivery performance and profitability.

What are the key benefits of implementing the right software within an organization? Why should manufacturers choose to use supply chain planning software within their organization?

The right software should:

- Accurately model your business, including capacities, constraints, preferences and goals.
- Consistently align decision making with stated business goals.
- Reflect and adapt to the current (and changing) state of the business based on feedback in real time.
- Include world-class optimization to arrive at superior plan results human planners are unable to achieve.
- Be flexible in allowing planners to modify plan results based on soft knowledge and unexpected events.
- Enable planners to decrease time spent on repetitive calculations and focus their time on identifying and resolving tactical and strategic business constraints.

Software that does this should improve customer satisfaction as it will improve responsiveness and reliability, and improve profitability by reducing waste and increasing utilization and sales.



## Where do you see the manufacturing industry in the next 5-10 years?

Manufacturing will become more regional as globalization shifts into reverse. Manufacturers are starting to look for ways to produce closer to their markets. There are several economic forces behind this:

- Economic leveling as the cost of manufacturing in low cost countries is increasing, where a never ending and disruptive chase to the lowest cost country is nearing exhaustion.
- Improvements in automation are making it more economical to produce in higher labor cost regions.
- Producing locally reduces transportation costs, lead time, waste and overall risk.
- Environmental impact is reduced as transportation and waste is reduced.
- Geo politics are becoming more volatile.

## What makes DELMIA Quintiq unique, or why do manufacturers choose to work with DELMIA Quintiq?

DELMIA Quintiq is the world leader in optimization, as demonstrated objectively by our holding of 160 world records in optimization -- over 100 of which are manufacturing related. Furthermore, we are now also fully integrated with the world's leading engineering and design software company, Dassault Systèmes, which means DELMIA Quintiq solutions are now an integral part of the world's premier concept to cash engineering solution suite. You can design, prototype, plan and execute on new product roll outs all in one system.

## Join DELMIA Quintiq at the American Manufacturing Summit.

John Rogelstad, Product Manager at DELMIA Quintiq, will present a Lunch & Learn at the American Manufacturing Summit. His session, How Intelligent Supply Chain Planning Leads to Better Manufacturing Performance, will focus on overcoming common production planning challenges with supply planning and optimization software. To learn more, visit the American Manufacturing website and event program.