



Client

Oil well equipment division
of a Multi Billion \$ global
energy company

Region: US, Europe and Asia



Challenges

High cost of inventory, sub-optimal use
of assets and capacity, inadequate
customer service



Solution

S&OP and S&OE with ATP

- Planning & scheduling, ATP/order
mgt, Supply Synchronization
- Applied to all their plants worldwide



Benefits

- Over \$5 Million dollar reduction in
inventory (20% reduction)
- On-time customer deliveries
improved from lower teens to high
80 percentages

