

CASE STUDY DISCRETE **BECO**

BeCo Matratzen GmbH & Co. KG, based in Lübbecke, Germany, is an innovative family-owned company that has been in the business for more than 70 years. It is specialized in the development, production and distribution of box springs, mattresses, bedding and storage beds. BeCo is an expert consultant and quality-focused manufacturer in the sector of sleep comfort. In addition to owning the BeSports® brand, well known in the German market, the company is also a reliable partner for retailers in implementing private label concepts. Constant commitment to the development of ergonomic and quality-conscious products allows to achieve a steady growth. You can expect first class sleep comfort from BeCo, thanks to products that meet the highest German quality standards.

The company achieves such quality levels thanks to the use of high-quality raw materials, implementation of safe and efficient production processes, proper use of workforce skills, collaboration with experts and medical professionals, regular quality checks, and continuous process improvement. As a result, it is able to set quality benchmarks and maintain commitments that exceed legal guarantee requirements, which are constantly validated by renowned certified entities.

By choosing to operate in Germany, the company ensures security by creating and maintaining local jobs, provide quick and flexible responses to customers' requests for expedited services, and ensures the highest level of quality through the highest standards of production and control.

Innovation and tradition coexist in harmony in their production reality. The company blends the latest technologies with the finest craftsmanship to achieve its product development goals, incorporating the latest advances in scientific research in the field of sleep into the design.

ANALYSIS

BeCo was looking for a flexible and powerful IT solution to map and digitalize warehouse and transportation management, as such a software was not yet in use. It is important to highlight that the project was launched before sedApta was established, using products that have since become the company's technological assets. With the establishment of sedApta, the customer chose to confirm the strong partnership and continue to benefit from its services, thus demonstrating long-term trust in sedApta and the quality of services offered. The company initially operated with the Navision ERP system (which later became Microsoft Dynamics 365 Business Central), designed for small and medium-sized businesses to automate, manage, and optimize business processes. The collaboration with BeCo began through a proof of concept and several workshops to define the requirements and goals of the sedApta software. Initially, the focus was on the cap warehouse, which functioned as a pilot project. Upon successful completion, the project's scope was greatly expanded.

Together with BeCo, we defined the following system requirements, again as part of the project extension:

- » Manage inventories in finished goods and raw materials warehouses by linking them to the ERP system
- » Identify items by printing and scanning internal barcodes
- » Identify pallets by using internal delivery notes
- » Reduce incorrect entries in the system by using radio scanners
- » Equip production with label printers for direct labeling of produced items
- » Record the reception of goods by scanning labels after production
- » Manage the process of transferring items to different final storage facilities using logistics orders
- » Create delivery notes for internal and external transportation



COMPANY
BECO MATRATZEN
GMBH & CO. KG



SECTOR
DISCRETE MANUFACTURING



SIZE
140 EMPLOYEES



TURNOVER
77 Mio EUR (FY 2021/2022)



SEDAPTA GMBH
MODULE
KEY2OPERATE

- » Integrate warehouses and external service providers into the process
- » Enable independent creation of workflows for checklists
- » Significantly reduce the time required for annual inventory
- » Achieve integration with ERP for production and delivery orders and for warehouse inventories
- » Realize integration with ERP: Interface for integration of external warehouses managed by proprietary systems.

SOLUTION

Unlike standard software, the sedApta solution key2operate pursues a flexible approach. With its software solution, customer-specific requirements can be implemented with the help of a modular system that allows corresponding workflows to be built. Correspondingly configured input modules are then executed in the key2operate client. This client can be executed on Android and Windows devices as well as via browser on the Web. The system also allows the connection of additional devices such as cameras, (label-) printers (label and office). A replication mechanism allows to work temporarily without an online connection, as the clients synchronize permanently when they reconnect to the network.

In the initial phase of development, BeCo's plant manager and shift supervisor relied exclusively on Excel to present the production plan. The plant manager's minimum quantity recommendations were subject to change based on the shift manager's experience. This tiered production plan, based on the team's collective knowledge, was later integrated into the sedApta software. This made it possible to select the appropriate items, print the corresponding labels and packing slips. The items were then scanned upon arrival at the warehouse and subsequently prepared for loading or delivery.

In the next phase of expansion, the Excel-based planning system was replaced by the implementation of Navision, resulting in the creation of an interface between the ERP and the sedApta solution. As a result, production orders could be received, which were necessary to start the label printing process.

By integrating a goods management system through the sedApta solution, the following processes could be tracked:

- » Confirmation and reservation of production orders in the warehouse
- » Transfer of warehouse issues with creation of corresponding delivery notes
- » Transfer of warehouse receipts with delivery note recording
- » Reducing missed deliveries by using supervisor approval in loading tours
- » Stabilization of the production plan by reducing the need for urgent production of missing items for shipment
- » Creation of delivery notes for orders from external production sites

- » Management of returns through scrap workflow
- » Workflow for defective product recycling process
- » Mapping of finished goods inventories
- » Annual inventory improvement.

Effective data management facilitates transparent tracking of warehouse movements, sending messages such as missing information (e.g., weight details) to the system via e-mail, and digitizing paper documents such as delivery notes. It also enables accurate tracking of warehouse inventory. The great advantage of sedApta's key2operate solution is that it adapts the workflow to BeCo's changing needs due to the company's constant growth and improvement. The system fully supports and accelerates process improvement. Furthermore, the software can generate customer-specific workflows that can be customized to handle activities such as tour blocking, assembly checks, access controls, customs operations, security checks, and more.

With web client accessibility, the software allows external production sites to seamlessly access the system and perform operations such as querying and entering information, creating delivery notes and parts lists, and generating labels. With key2operate, sedApta provides an information distribution system for external partners to receive up-to-date information (documents), print labels and barcodes locally for production, and create delivery notes for shipping.

