

## CASE STUDY GLASS **VERALLIA**

**Verallia**, third global producer of glass packaging for food and beverages, offers innovative, customized and environmentally friendly solutions to more than 10,000 customers around the world. In 2019, Verallia produced approximately 16 billion bottles and jars intended mainly for still and sparkling wines, spirits, food products, beers and nonalcoholic beverages.

Verallia's operational model is based on the combination of the strength of its international network (industrial presence in 11 countries, 5 technical and 13 product development centers) and the proximity maintained in its relations with customers through approximately 10,000 employees. In 2019, Verallia achieved sales of 2.6 billion euros.

### PROJECT

The origin of the sedApta solution for the hollow glass industry dates back to about twenty years ago, when the collaboration between the sedApta group and Verallia began in 6 plants in Italy. At that time Verallia belonged to the French multinational Saint-Gobain as the division for the production of glass containers, and in particular of jars and bottles.

The initial project scope has been afterwards extended to other Regions (4 plants in Germany, 7 in France, 6 in Spain, 1 in Portugal and 1 in Ukraine).

In 2019, Verallia launched an SCM project to redesign Verallia's Supply Chain Management processes with the following:

#### General objectives:

- » Improve the quality of service provided to Verallia's customers
- » Apply in all countries Verallia planning methods at the level of the S&OP (Sales and Operation Planning) and the MPS (Master Production Schedule) while reconsidering the quality of the demand

- » Optimize the MPS / Scheduling interaction and collaboration.

sedApta was awarded to provide its solutions to cover S&OP, MPS and SFS in an integrated way, so to reach the SCM project objectives.

LATAM will be included within the new SCM project in 2020 involving 5 plants, therefore a total of 30 plants are managed, for 46 furnaces and 151 forming machines for all aspects of strategic and operational planning, and scheduling.



**COMPANY**  
VERALLIA



**SECTOR**  
GLASS CONTAINERS



**COMPANY SIZE**  
11 COUNTRIES  
32 FACILITIES  
57 FURNACES



**TURNOVER**  
€ 2.6 B (2019)



**SEDAPTA MODULES**  
DEMAND MANAGEMENT  
INVENTORY MANAGEMENT  
RESOURCE & SUPPLY PLANNING  
WEB SCHEDULING  
ANALYTICS



## SOLUTION

The solution developed by sedApta for the process industry has been enlarged to cover all requirements coming from Verallia SCM project.

Thus, this extended solution covers their three main planning processes: Sales and Operation Planning (S&OP), Master Production Schedule (MPS), which feeds the Shop Floor Scheduling (SFS) process.

### Mapping between processes and sedApta solution

#### S&OP Process:

- » Web Collaborative Sales for Demand Planning
- » Integrated Inventory Management and Resource and Supply Planning for infinite and finite capacity planning

#### MPS and SFS processes:

- » Web Collaborative Sales for Demand Management
- » Integrated Inventory Management and Resource and Supply Planning for infinite and finite capacity planning
- » Web Scheduling for SPS

#### Analytics for dynamic reporting for S&OP, MPS and SFS.

## BENEFITS

#### Corporate:

- » Increased level of service
- » Reduced Inventory levels, and better inventory control
- » Resource capacity optimization

#### Process Management:

- » Collaborative and consensus planning
- » Increased simulation capabilities
- » Easy and quick generation of scenarios for What-If analysis
- » Operation optimization and synchronization
- » Faster decision process timeline

#### Technology:

- » User friendly interfaces, customized on Customer's needs
- » High performance in editing data
- » Use of dynamic data, always synchronized with the other company systems.

## WHY SEDAPTA

- » All functions for creating and managing planning scenarios or production plan versions performed using extremely advanced and integrated user interfaces, allowing users complete control of production planning
- » High flexibility in customizing the user interface, «bookmarks» style. Customization of calculation and optimization functions at all levels of the planning and scheduling process
- » All functionalities of best of breed tools at a fraction of price. Completeness of functionalities for planning scenario simulation or creation and management of production plan versions, using an optimization engine that allows the application of specific heuristics to each problem.
- » Most innovative features:
  - » Web Collaborative Sales: brand new web based tool and UI's to manage collaborative sales management
  - » Resource & Supply Planning: new Capacity Control Tower, a graphical interface to control and tune capacity across production lines and upon time
  - » Web Scheduling: Multi-Level Scheduling mechanism, to effectively schedule production orders within campaigns of product families.

