

S&OP

Onsdag d. 6. juni 2018

SDU

Bramming Plast-Industri A/S
Vardevej 9
DK-6740 Bramming

Agenda

- Intro Bramming Plast-Industri A/S, CEO Jesper Brix
- S&OP i Bramming Plast-Industri A/S, COO Hans Vejs-Petersen

Intro Bramming Plast-Industri A/S

Big enough to cope – Small enough to care

- **Denmark:** HQ, production and competence center
- **Poland:** Factory
- **Distribution:** Global
- **Export:** 55%
- **Focus markets:** Scandinavia, Germany
- **Employees:** (31.12.17) : 486
- **Turnover:** (31.12.17) : 38 mio. €
- **Production area:** 45.000 m2



Pure focus on a clear and unambiguous VISION

We want to be
Europe's
most innovative
and preferred
partner

The way we act → Safety – Quality – Delivery - Economy

Segments

Furniture
&
Design

F & D

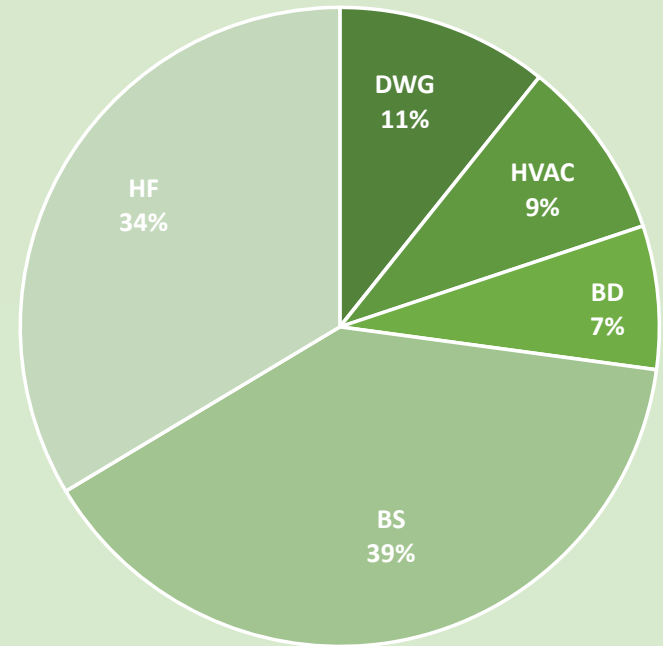
Heating
Ventilation
&
Aircondition

HVAC

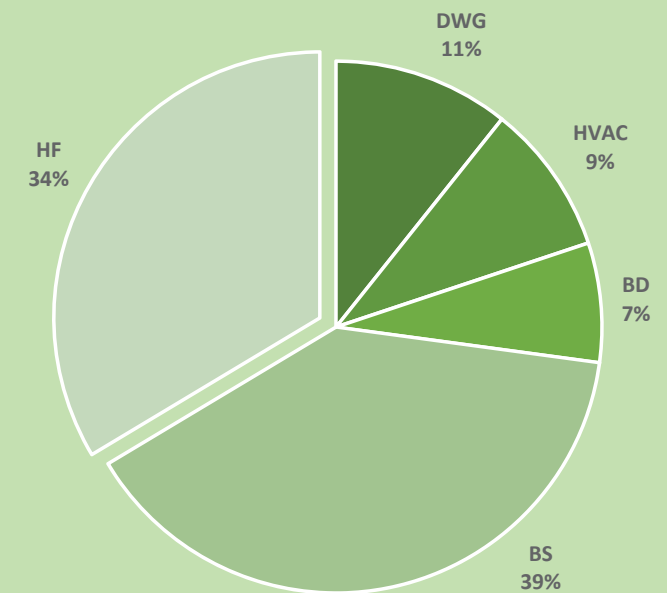
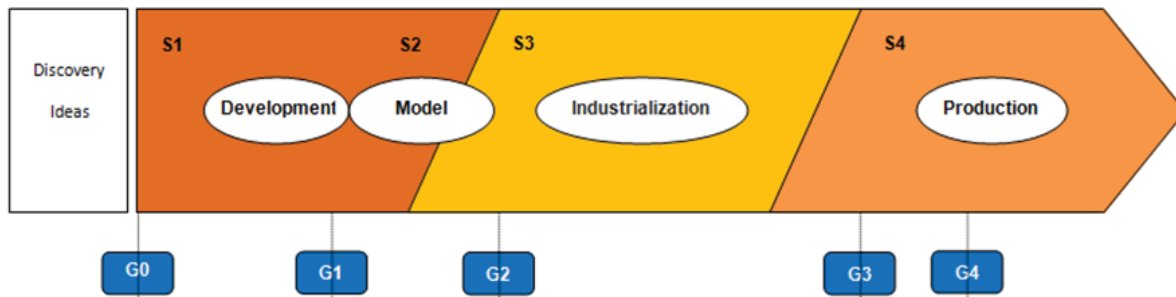
DWG

Doors,
Windows
& Gates

Brand
Support

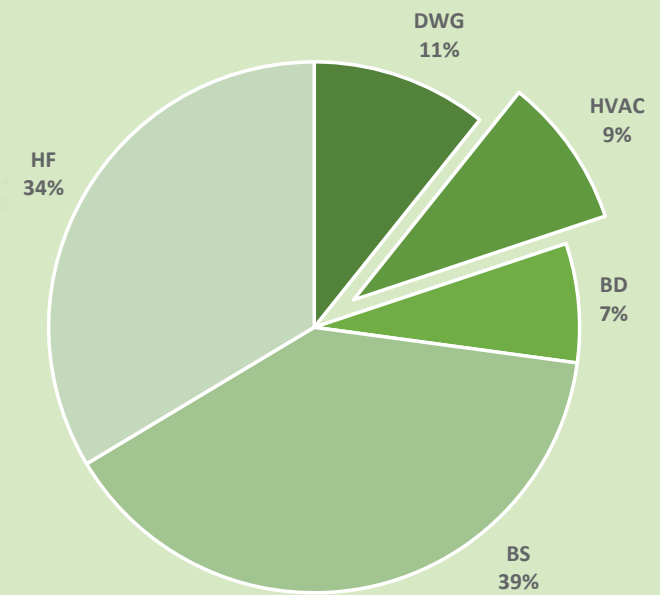
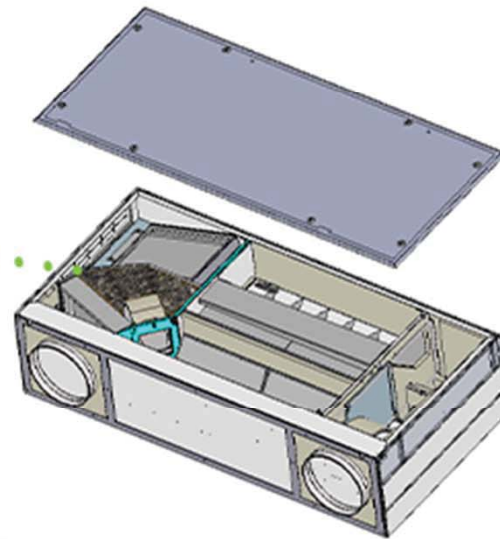


High-end Furniture

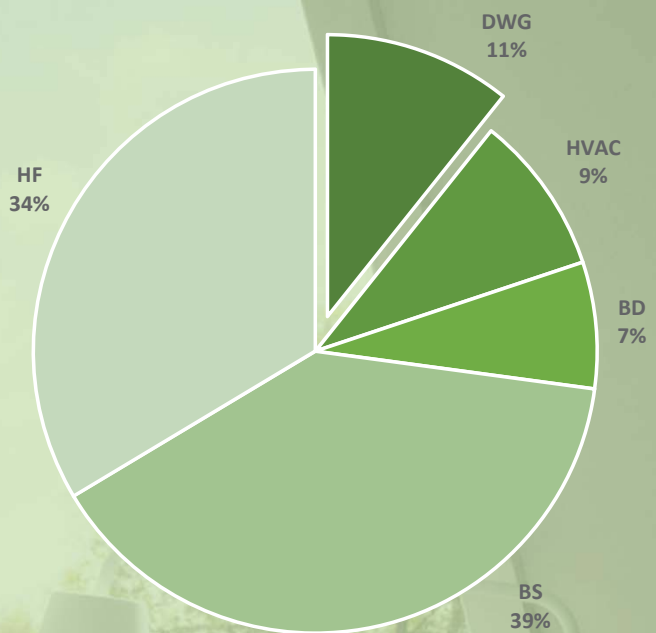


HVAC

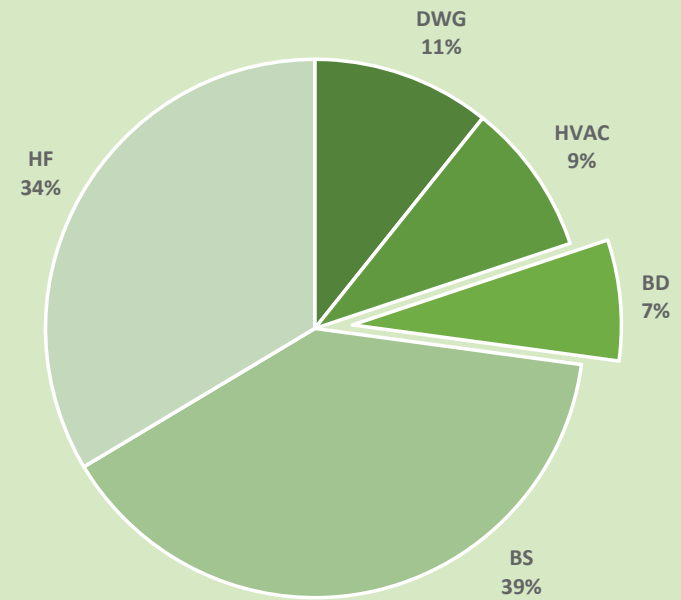
Damping of sound and vibrations



DWG



Business Development



4 BPI product platforms

INSULATION FOAM

InotanPIR®

InotanPUR®



ACOUSTIC FOAM

PureSound®



VIBRATION FOAM

VibraSetex®

VibraFlex®



COMFORT FOAM

TempraFlex®



Hybrid foam
e.g. Footwear

BPI WOW FACTORY

GREAT CUSTOMER
EXPERIENCES
AND RAPID
EXECUTION

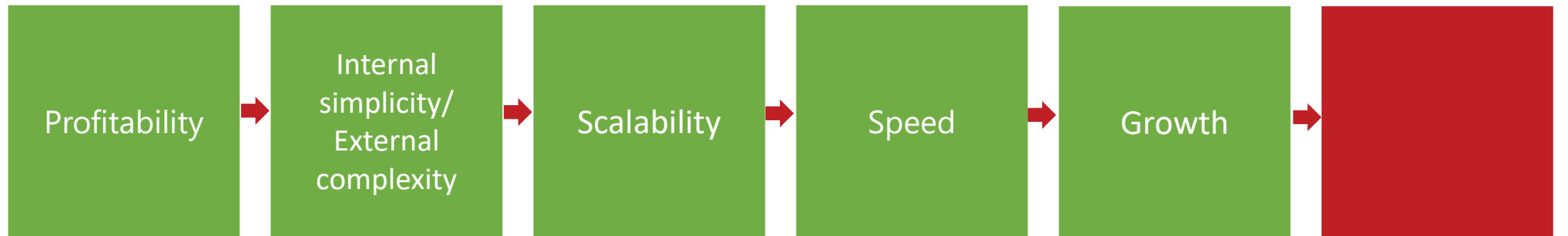


Strong and long
term
partnerships
with global
industry
leaders



Conclusion

Strategic priorities 2016-2018



foam for **your** purpose
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S&OP i Bramming Plast-Industri A/S

Fakta

- 100 % ordreproducerende
- Individuelt kundetilpassede produkter/løsninger
- B2B
- 300 ordrelinier pr. dag
- Seriestørrelser fra 5 stk. til 10.000 stk.
- Ordrehorisont/leveringstid på 1 – 4 uger
- Forecast fra få større kunder

S&OP indtil i dag

- Kundeservicecenter (kundeservice, produktion, indkøb, logistik, PTA, planning, lager)
 - Forbedret samarbejde - nedbrudt siloer
- S&OP-møder en gang om ugen
 - Stadig på ret operationelt niveau
 - Forecast input fra salg
 - Indkøb input
 - Planning input
 - Produktion input
- Første overordnede overblik i kritiske afdelinger (kapacitets- og ressourcestyring)
 - Kapacitet
 - Ordre
 - Forecast

S&OP hvor vil vi hen

- Værktøjer til at komme op på det taktiske / strategiske niveau
- Værktøjer og input til S&OP struktur og indhold
- Skabe et fælles billede, der styrker:
 - Omstillingsevne
 - Effektivitet / produktivitet
 - Time to market
 - Leveringssikkerhed
 - Indtjening og cash flow
- **Styrke service excellence**



Thank you for your attention