La sincronizzazione del replenishment network planning: il caso Diasorin

CON IL PATROCINIO DI











sedApta group



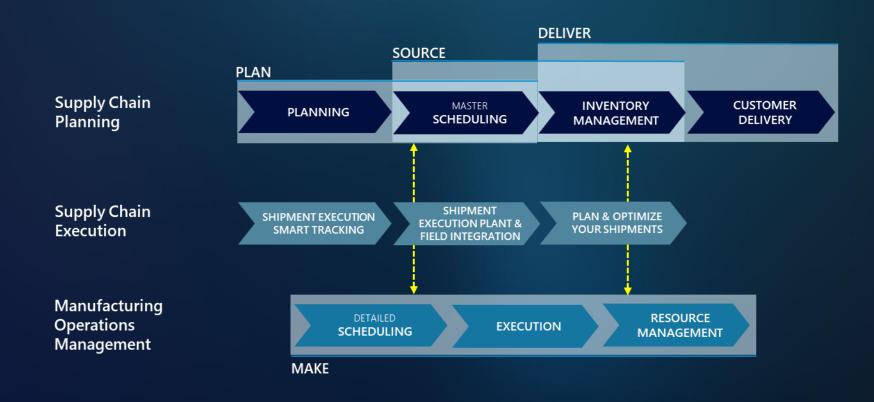
our references





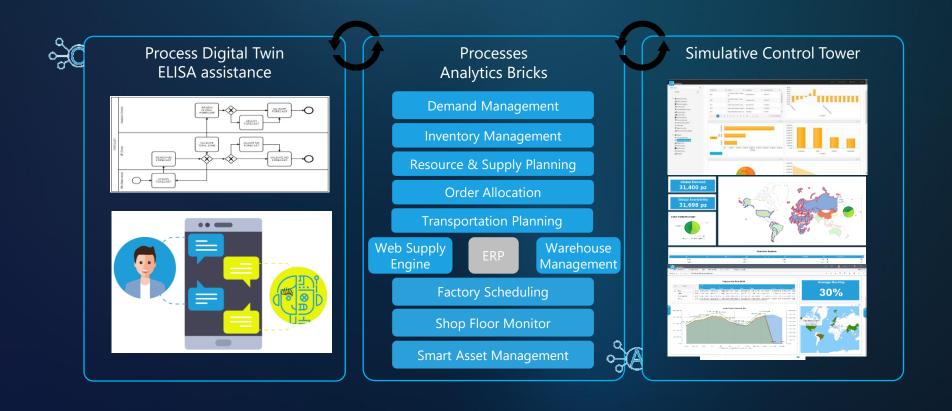
integrated Supply Chain Planning & Execution

The integration of planning and execution is becoming increasingly important, allowing manufacturing companies to equip themselves with tools that can improve responsiveness to last-minute variations in demand in terms of both production and purchasing, aligning data at different levels.



demand driven approach

The sedApta approach enables the synchronization and coordination of all the actors involved in the process, transferring the right information at the right time, to the right role, to efficiently conduct a specific process activity.





sedApta suite | building blocks of our offering

Supply Chain Planning



Demand Management

Sales forecasting and promotion management



Demand Sensing

Advanced sales forecasting with AI and ML algorithms



Distribution Requirements Planning

Planning Requirements
Distribution in Logistic Network



Inventory Management

Supply Planning and Purchasing Planning



Resource & Supply Planning

Cross plant finite capacity production planning



Demand Driven MRP

Decoupling point stock buffers planning



Order Promising

Orders' dating, allocation and replenishment

Supply Chain Execution



Web Supply Engine

Suppliers and subcontractors collaborative management



Shipping Management

Preparation and management of shipments



Next Route

Transport planning and execution



Extended Warehouse

Warehouse management system



Factory Scheduling & WorkForce Management

Production and resources scheduling and sequencing

Manufacturing Operations

Management



Shop Floor Monitor

In-plant activities management including traceability



Visual Management

Real-time performance management in 2D and 3D



Communication Industry 4.0

Data integration from machines and SCADA systems



Quality Checklist

Resources and materials pre and in-process checklists



Smart Asset Management

Computerized Maintenance Management System



Labeling

Customized label generation and printing

Digital Twin/OSA Platform



Orchestrator

Process orchestration



Skillaware

Real-time software training



Analytics Bricks

Reporting and performance analysis



Elis

Artificial Intelligence/ Machine Learning for the Supply Chain



Simulative Control Tower

Dynamic ecosystem to manage Supply Chain performances



Financial Planning

Integrated financial planning in Supply Chain scenario validation



Environmental Sustainability

Integrated climate goals in Supply Chain optimization

7

sedApta Suite with AI/ML powered by Elisa

Elisa is the right digital manager to let your company start the AI/ML journey for specific Supply Chain processes.

- Operationalize tasks based on better process understanding
- Automate and monitor routine tasks to free up resources
- Optimize processes for better value







At a Glance

REVENUE









1.285 Bn€

1.460 Bn€

1.7 Bn€

IN ITALY

EMPLOYEES

32% OF ALL EMPLOYEES IN 2023 ARE WOMEN

11.600~

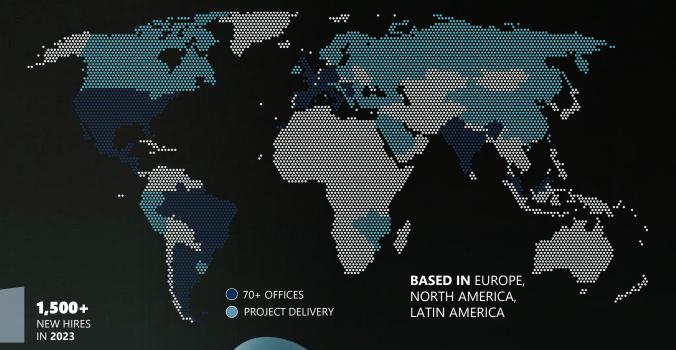
15.000~

CLIENTS

95%

10.273~

ARE LARGE **ORGANIZATIONS** OR PUBLIC SECTOR 96% **OF SATISFIED CLIENTS**



- **ADVISORY**
- **TECHNOLOGY & IMPLEMENTATION**
- **MANAGED SERVICES**

BainCapital

NB RENAISSANCE

49.8%

49.8%

Golden Power

SINCE 2020



ENG 4Pharma

We create value for Pharma companies, integrating both strategic and operational activities, by using our consolidated expertise and innovative technologies **50**+

Specialists

40+ Clients

€20 mlnRevenues FY2023

30+

Years of Experience

SAP

Main Tech Partner 10+

Business Consultants

ADVISORY

TECHNOLOGY & IMPLEMENTATION

PROPRIETARY SOLUTIONS

MANAGED SERVICES

Our Projects & Solutions

Pharma 4.0

Process Digitalization & Data Security Management

Digital Factory

Manufacturing Execution Systems Project Consultancy & Implementation

Product

Manufacturing

Manufacturing process analysis & Roadmap

SmartPharma

The Digital Transformation for Healthcare 4.0

Enterprise Resourcing Planning & CRM

SW system integration and development

Supply Chain Management

Simulation, modeling and optimization of the Supply Chain

Track & Trace

SAP Advanced Track and Trace with Movilitas

Application Management Services

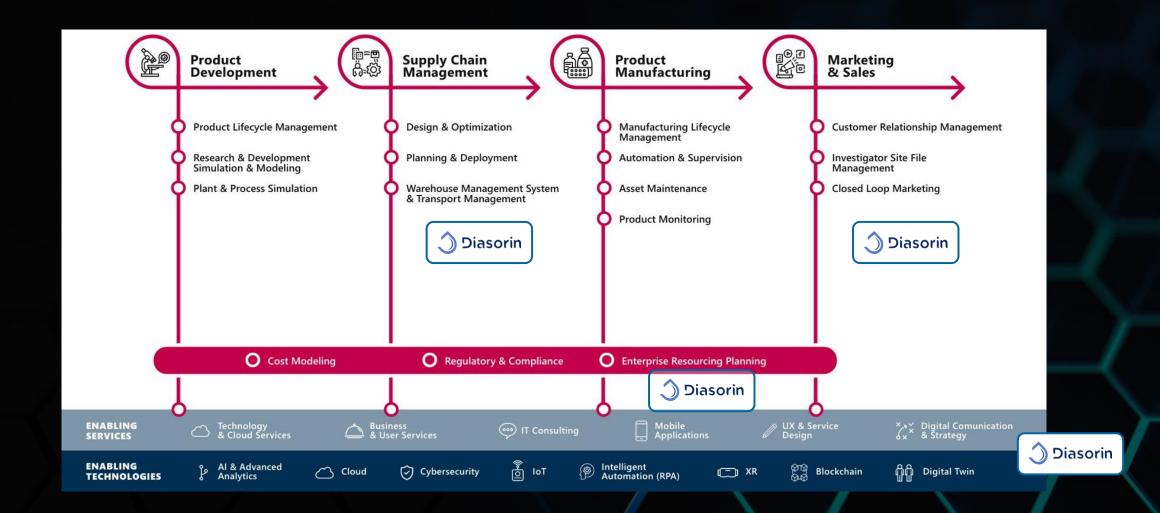
Consolidated services for continuous IT improvement and business innovation

Movilitas Cloud

Proprietary solution to ensure Regulatory Compliance



Our value propostition applied to Diasorin... and many other Clients





Engineering - Supply Chain Management Center of Expertise

We support the Supply Chain digital transformation journeys of our clients, working on processes, people and technology.

SCM CoE is a team of Engineering that works on all markets in **Supply Chain** projects, bringing innovation and technology in the extended Supply Chain, from forecasting, to planning, scheduling and logistics.

CONSULTING

Processes assessment;
Digital maturity model;
Business case;
Market trends monitoring;

OUR OFFERING

TECHNOLOGIES AND SYSTEMS

Software selection; System integration; New technologies scouting;

SUPPORT SERVICES

Project & Program Management; Change Management;

OUR MARKETS







Manufacturing



Fashion



Retail



CPG



Transportation



PA, Energy & Utilities







3000 employees

10 production sites

28 branches

+100 distributors

9 research center

1148_{mln} revenues

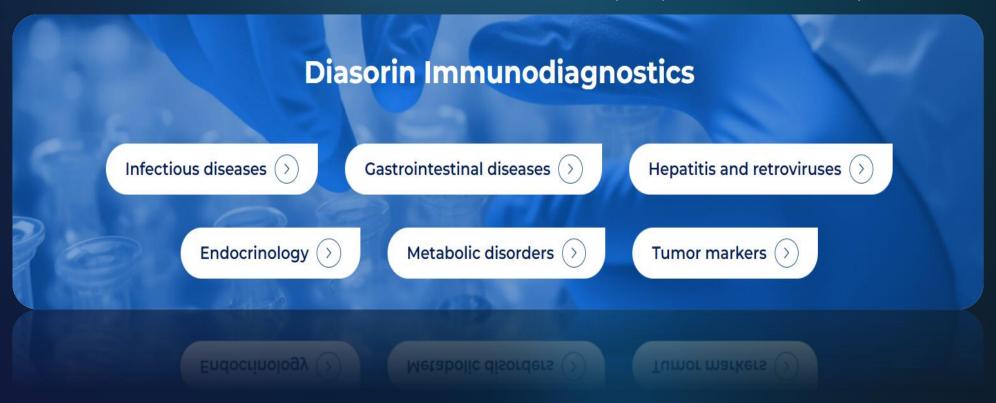






tool implementation 2019

2019 European production sites tool implementation





project target and tool selection



- PROACTIVE AND CONSENSUS FORECAST WITH A PERFORMING TOOL
- IMPROVE REPLENISHMENT PROCESS WITH NEW BUSINESSES INTEGRATION
- BUILD A STRUCTURED KPI DASHBOARD



project scope

Implementation of the DPMT to better support the S&OP activities of the Supply Chain

► PLANNING PROCESS INVOLVED 3

- Demand Planning (sell-out and direct sales)
- Replenishment planning for affiliates with stock (sell-in)
- Master Production Scheduling unconstrained

► ENTITIES INVOLVED 120

- European and North America affiliates with drop shipment
- Distributors managed by DS regions
- Affiliates managing stock (Australia, Brazil, China, India Israel and Mexico)
- Immuno production sites (DSI, DSUK, DSD, DSUS)

PRODUCTS INVOLVED

- Liaison Kit & Controls (DSI+DSD+DSUK)
- Elisa Kit (DSI+DSUK)

Liaison Kit & Controls DSInc

- Molecular kit
- Luminex Kit

Instruments

550

1200



main process

Demand Management Statistical forecast

Collaborative forecast

Inventory Management Sell-in replenishment plan generation for extra-EU subsidiaries

Master production Schedule (MPS) for production sites







the overall planning process





main KPIs

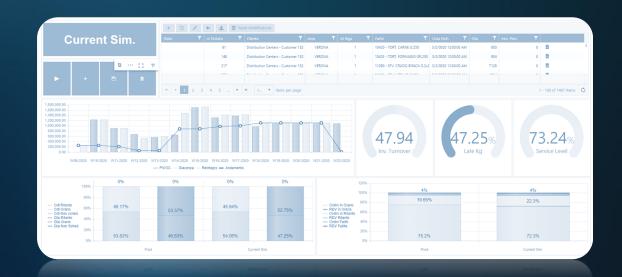
Analytics (data management) and KPIs

Volumes last best estimation (LBE)

Forecast Accuracy

Potential obsolescence

Service Level





tool extension in US 2022

2022 North American production site tool implementation





challenges for the US integration

- Integration of 2 different SAPs with the tool
- Consolidation of the Global Supply Chain flows
- Discern sales from each distribution center (Italy and US)
- Creation of new rule for US master production schedule
- Reduce impact on the current flow



the new overall planning process





achievement, improvements, risks and next steps



Q&A



Thank You





