

# La sincronizzazione del replenishment network planning: il caso Diasorin

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CON IL PATROCINIO DI







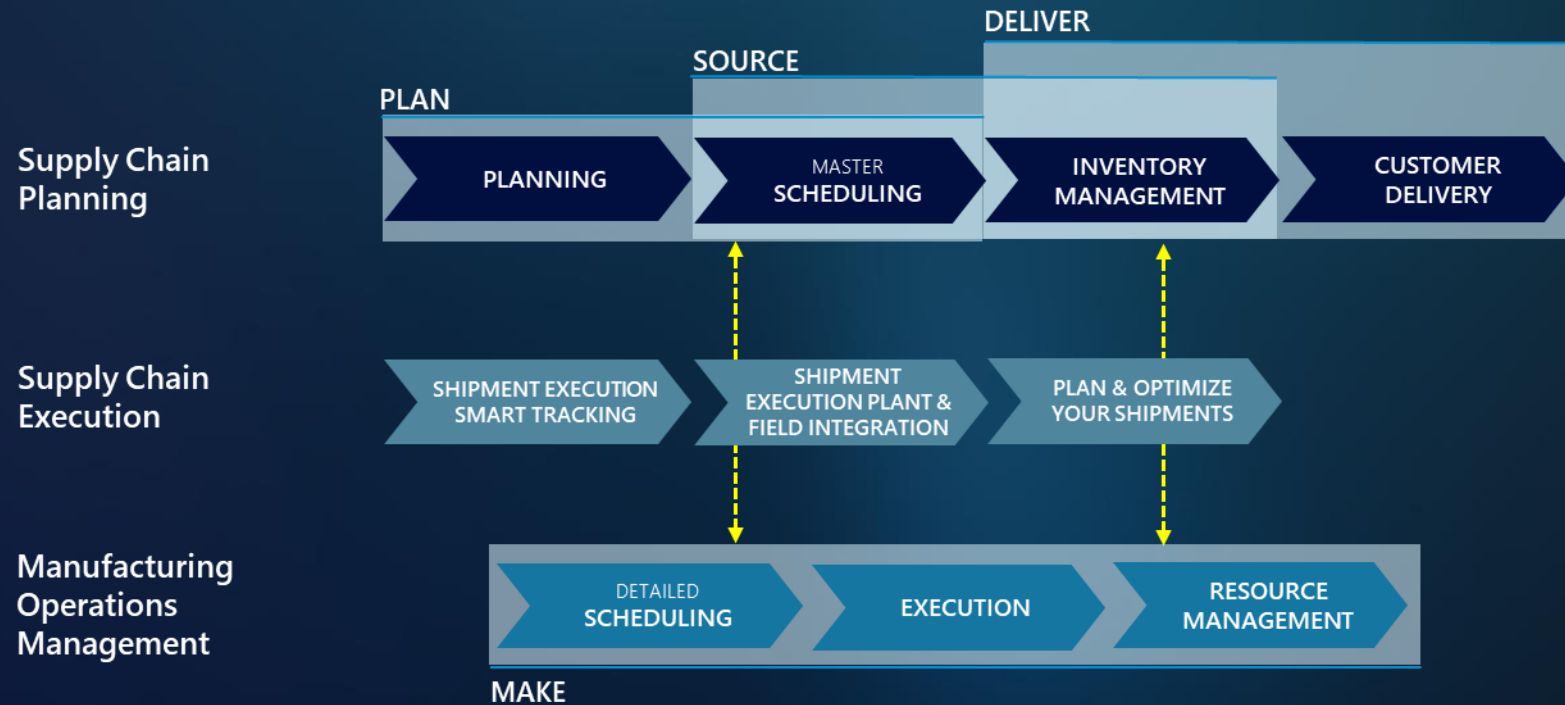


# our references



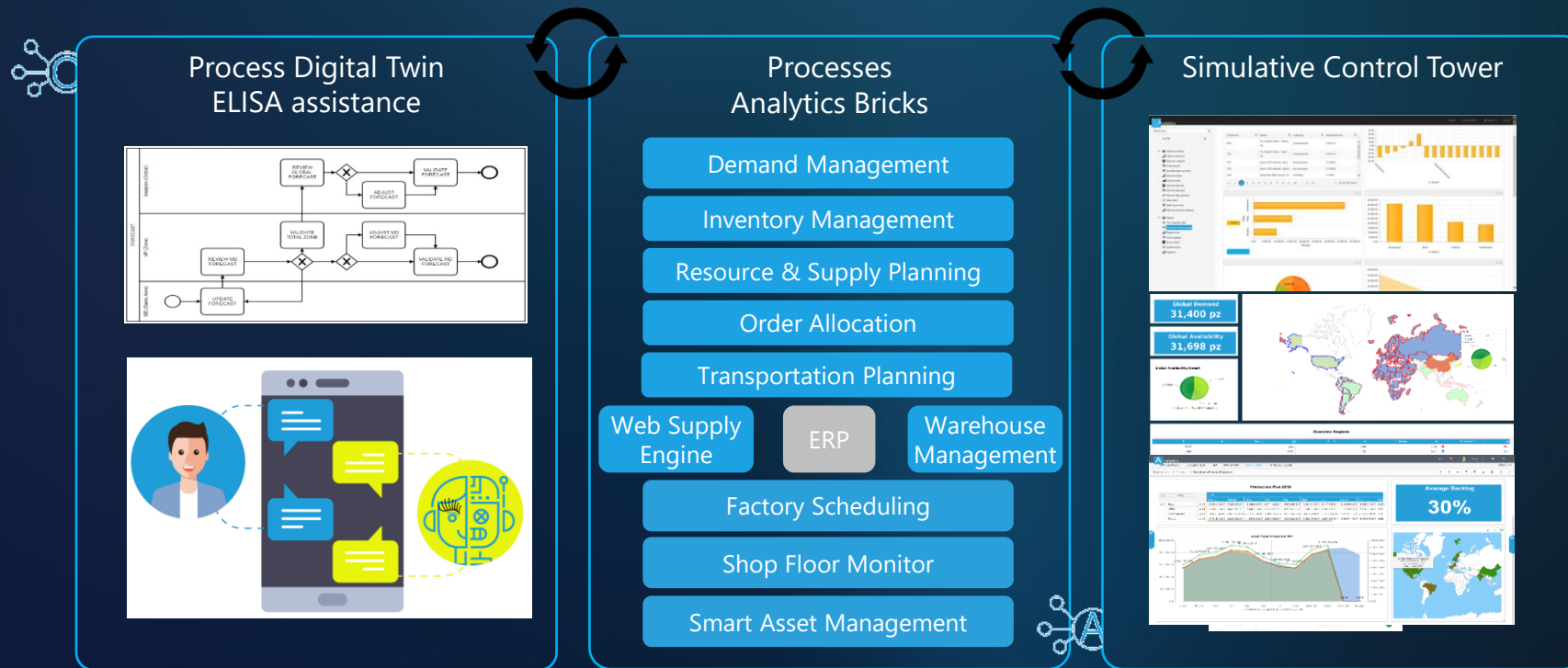
# integrated Supply Chain Planning & Execution

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

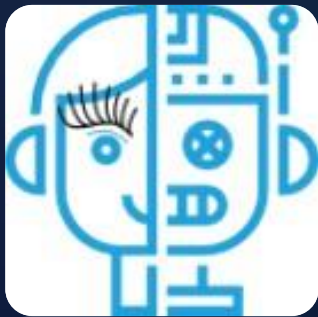




# sedApta Suite with AI/ML powered by Elisa

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



## DATA EXPLORATION

- 🔍 Define questions to solve
- 📂 Extract, explore and connect the data
- 💡 Gain insights, define KPI's

▶ Visualize

## DATA UNDERSTANDING

- ⚙️ Factorize the production process
- 🔗 Understand interactions
- 🔔 Create notifications or alerts

▶ Monitor and detect

## MODELING

- 🧠 Learn from data
- 📊 Build models
- 📈 Predict processes

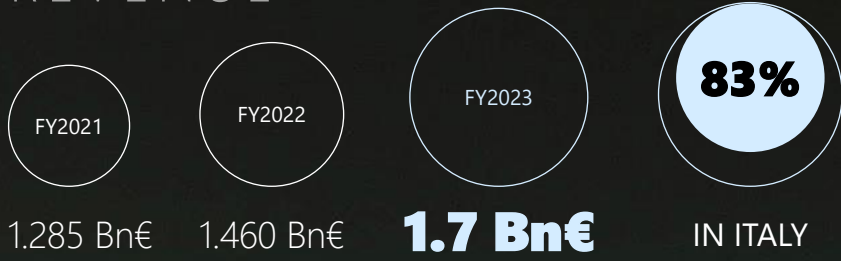
▶ Learn and predict



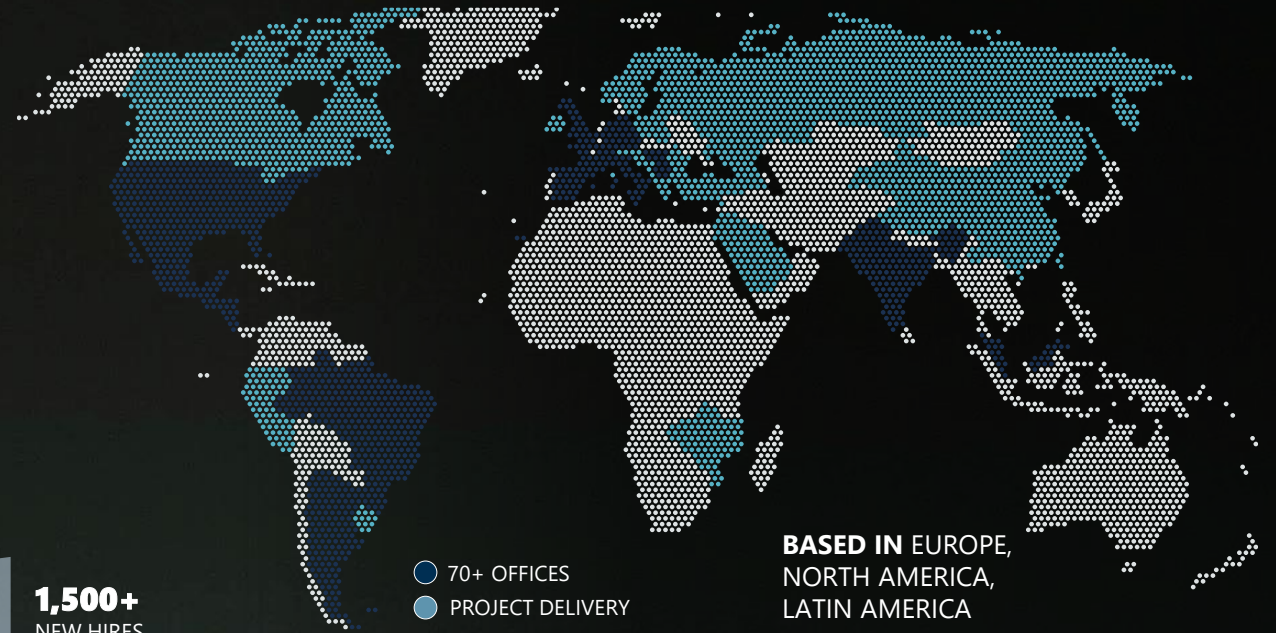
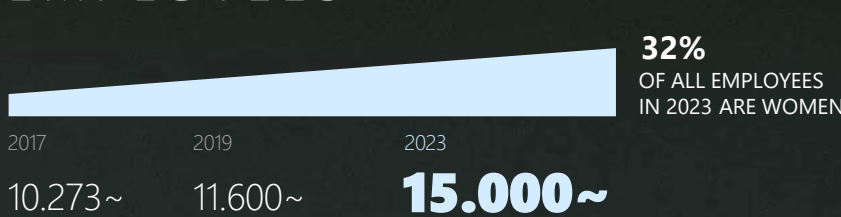


# At a Glance

## REVENUE



## EMPLOYEES

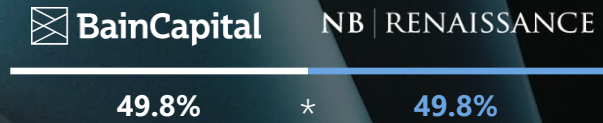


- + ADVISORY
- + TECHNOLOGY & IMPLEMENTATION
- + MANAGED SERVICES

## CLIENTS

**95%**  
ARE LARGE ORGANIZATIONS OR PUBLIC SECTOR

**96%**  
OF SATISFIED CLIENTS



**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 mln**  
Revenues 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

#### Product Manufacturing

Manufacturing process  
analysis & Roadmap

#### Enterprise Resourcing Planning & CRM

SW system integration  
and development

#### Track & Trace

SAP Advanced Track  
and Trace with Movilitas

#### Application Management Services

Consolidated services for continuous IT  
improvement and business innovation

#### Digital Factory

Manufacturing Execution Systems  
Project Consultancy &  
Implementation

#### SmartPharma

The Digital Transformation  
for Healthcare 4.0

#### Supply Chain Management

Simulation, modeling and  
optimization of the Supply Chain

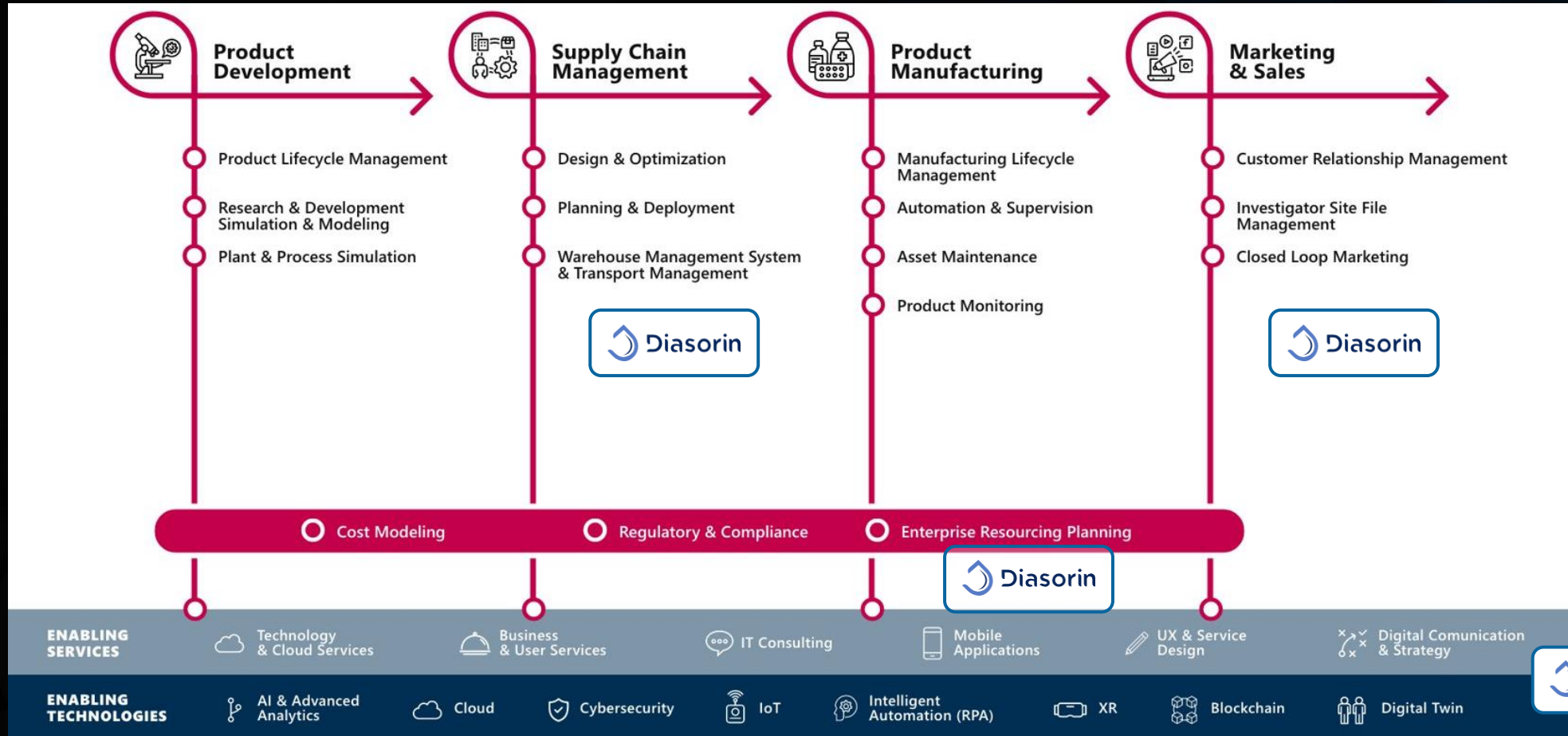
#### Movilitas Cloud

Proprietary solution to ensure  
Regulatory Compliance





# Our value proposition 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.

## OUR OFFERING

### CONSULTING

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

### TECHNOLOGIES AND SYSTEMS

Software selection;  
System integration;  
New technologies scouting;

### SUPPORT SERVICES

Project & Program Management;  
Change Management;

## OUR MARKETS



Pharma



Manufacturing



Fashion



Retail



CPG



Transportation



PA, Energy &  
Utilities





**Diasorin**  
The Diagnostic Specialist



**3000**  
employees

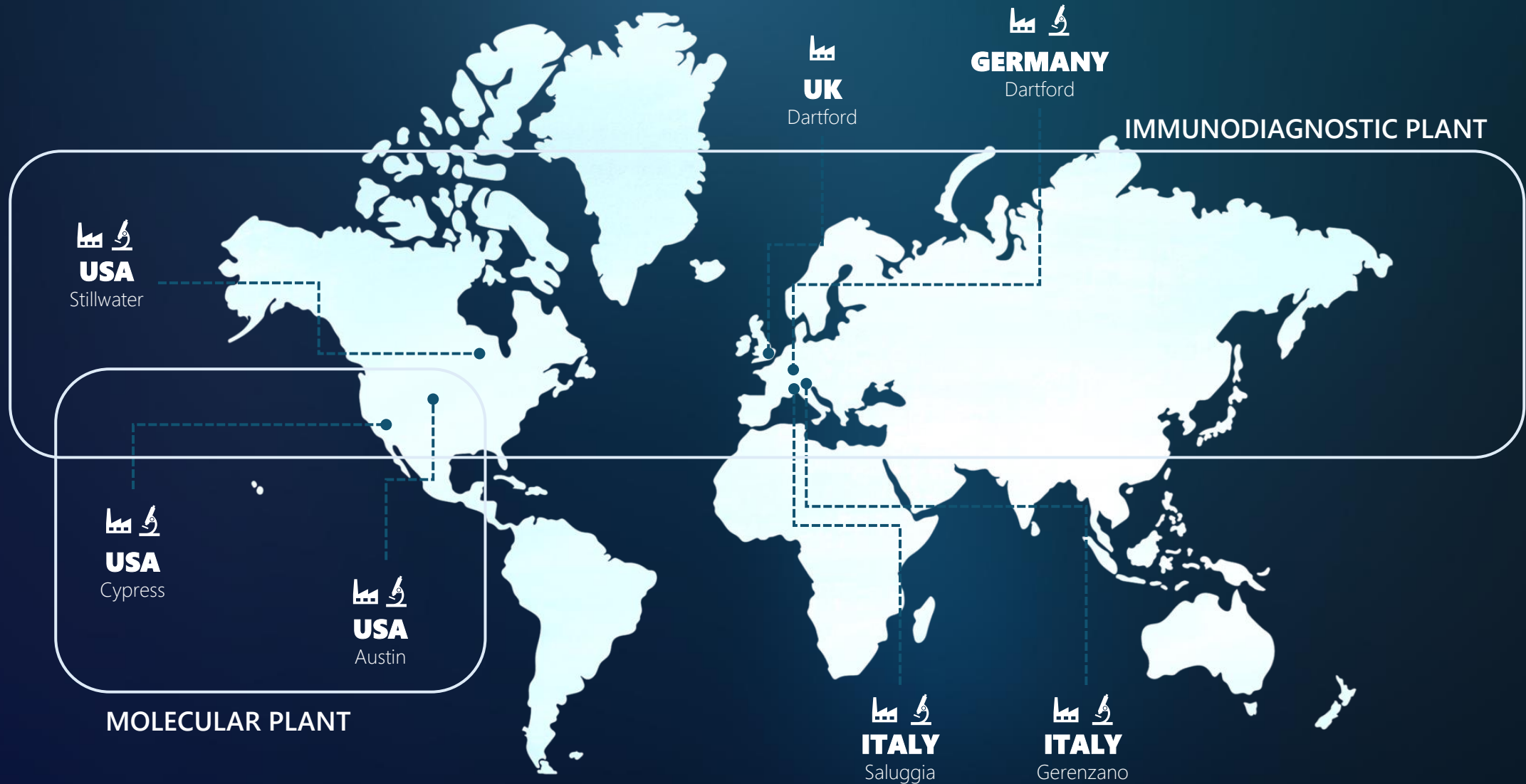
**10**  
production sites

**28**  
branches

**+100**  
distributors

**9**  
research center

**1148**mln  
revenues



2019 European production sites tool implementation

## Diasorin Immunodiagnosics

Infectious diseases >

Gastrointestinal diseases >

Hepatitis and retroviruses >


Endocrinology >

Metabolic disorders >

Tumor markers >

# | 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

# 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) 550
- Elisa Kit (DSI+DSUK)
- Liaison Kit & Controls DSInc
- Molecular kit
- Luminex Kit 1200
- Instruments

Demand Management

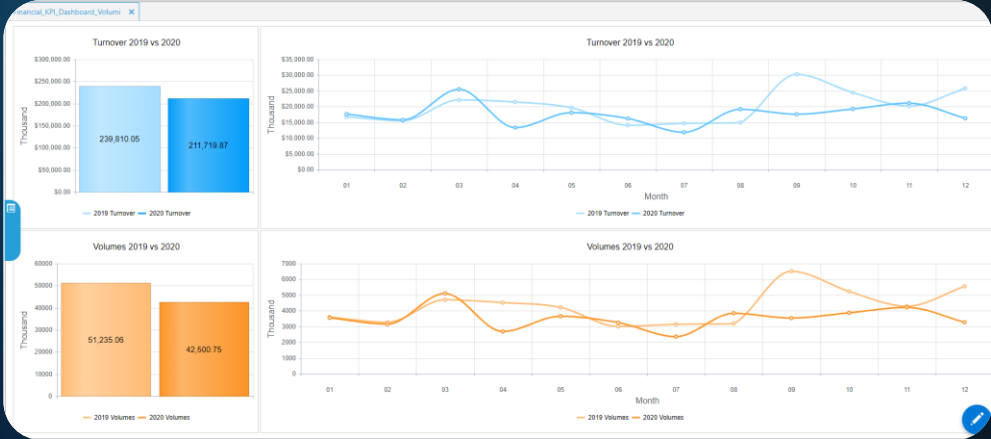
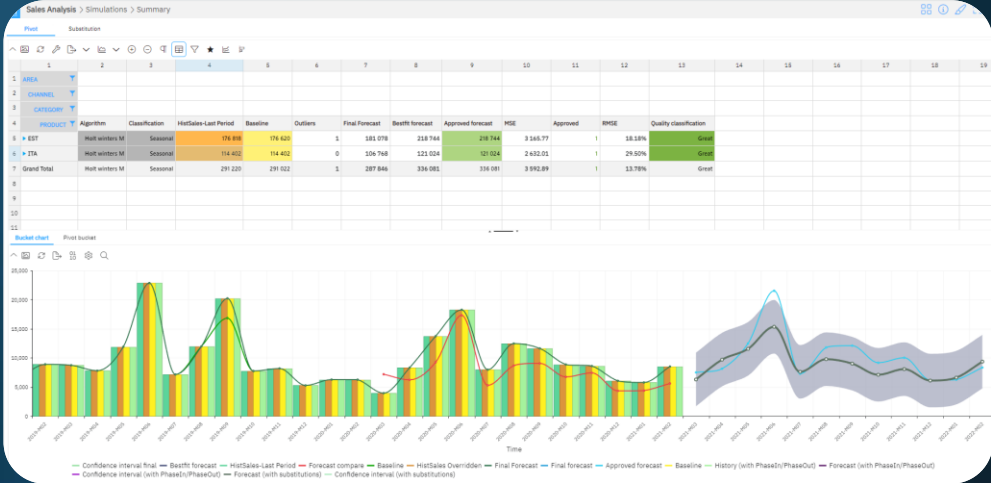
Statistical forecast

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

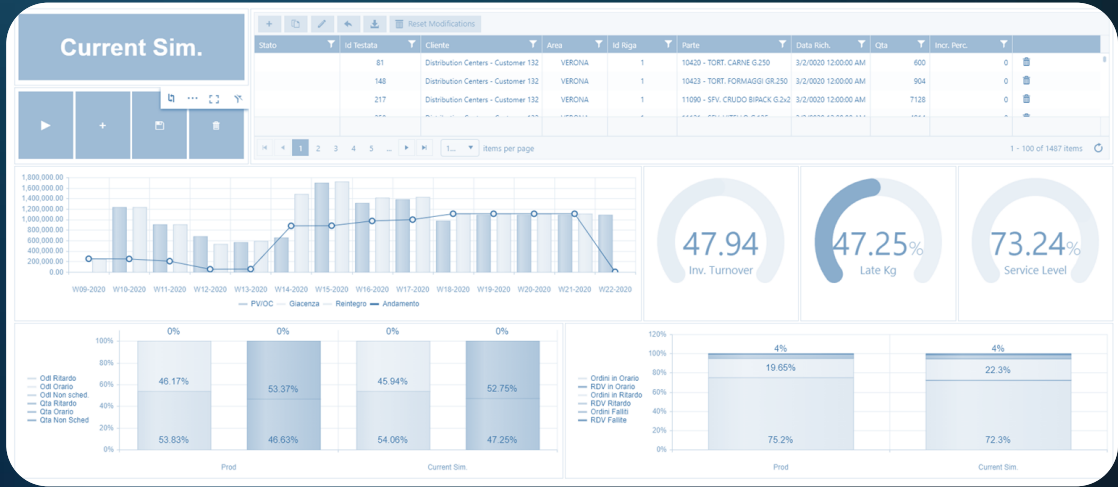
Analytics (data management) and KPIs

Volumes last best estimation (LBE)

Forecast Accuracy

Potential obsolescence

Service Level



2022 North American production site tool implementation

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Gastrointestinal diseases >






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# | 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

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