


Coulisse has increased efficiency by better S&OP

Since 1992 Coulisse has designed, produced and sold window decorations for an increasing number of international clients. It supplies an immense variety of articles - ranging from wooden to roller blinds, vertical to pleated blinds, in standard sizes and as accessories - always meeting top quality requirements. In order to support their continuous growth they are using Slim4, their ideal solution to improve S&OP, increase product availability and reduce total inventory. Harco Evers, responsible for the inventory, immediately recognised the benefits.



“Slim4 makes our capital work more efficiently”

“Because we are growing so quickly, it is very important for us to keep as tight a grip as possible on our inventory” says Evers. “The stocks of Coulisse consist of an enormous variety of articles, about 2500 in total, spread across 6 different locations. One of the strategic objectives that Coulisse formulated is to achieve the highest standards of reliability to our customers. A big challenge, if most of your suppliers are from the Far East. Therefore you have to be able to manage and purchase very accurately. That is exactly the reason why we chose Slim4. We can see that we now work more efficiently, manage the stock more effectively and are much ‘closer’ to our stocks.”

Evers: “The overall purchase value has gone down, the amount of ‘wrong’ stock is going down and the stock turn increased by 25%.”

“Slim4 has proven its value. In particular working with the management by excep-

tion principle has increased control. We only investigate the items where Slim4 indicates an exception, and through that have been able to offer increased availability, have achieved considerable cost savings and now communicate much better with our suppliers. Our rapid growth in recent times, the product range shot up by over 30%, injected a considerable amount of extra pressure into the organisation. Thanks to Slim4, and the optimization of our processes, we generate 40% more sales with the same number of people, in the same number of working hours and are using less capital to do this. Without these kind of tools, it can be very dangerous to grow that fast.”

In addition to the benefits Slim4 delivered in the day to day operations of the company, it is also being used to help Coulisse develop the organisation as a whole. Evers explains: “Slim4 is giving us better management infor-

mation faster. This means we can let our suppliers know about future requirements at an earlier stage, which means we are managing the value chain better. We can therefore influence their production plans and optimise container loads for delivery.”

Evers was also very positive about the implementation process of Slim4: “We freed up time and manpower for the implementation and Slimstock delivered on all their promises. As there is a standard interface with our Exact environment, we didn’t even have to invest any IT effort from our side. Also, due to the excellent training program Slimstock has, people were able to pick the system up quickly. At the moment, we service the European market with approximately 50 employees. In order to be flexible and deliver quality products and quality service, you have to be able to trust your IT systems; and Slim4 offers us just that.”