


# Stork deploys working capital more efficiently

The Dutch company Stork Food Systems develops and manufactures machines for poultry processing. They have been the undisputed market leader for years and of course they aim to retain this position. In order to maintain the status quo, it was vital to achieve higher service levels over a larger product range, without the costs increasing. Jan Melssen, Senior Business Consultant at Stork is very clear on the matter: "That was the aim, and it was achieved using Slim4 by Slimstock."



*"With Slim4 stock rotation doubled and the service improved."*

Stork Food Systems is a customer-driven company. Melssen: "Our customers expect no less than that we deliver parts at lightning speed. Research showed that in order to meet the high expectations, the range of spare parts delivered from stock would have had to double in a short time. However, this was to be achieved without tying down any extra working capital.

The aims were very ambitious: the rotation time had to be doubled, the processes had to be more efficient and the availability (service level) had to increase. We are very satisfied with our ERP system from SAP, but we discovered that for an optimisation exercise we had no choice other than using supplementary 'tools'.

We researched the market for specialised forecasting and inventory management solutions. An important selection criterion was the quality of the local organisation. It was important that the supplier had a solid customer base in Holland

and, as well as having a good product, there also had to be sufficient expertise available to support us, as we expected our supplier to actively engage in addressing our challenges. A large local clientele is often the best guarantee of continuity.

Finally, we ended up at Slimstock. Just like us, they have become the market leader by putting strong emphasis on quality. Of course, we spoke to other SAP users and some acquaintances in the industry already running Slim4. What struck us were the enthusiastic stories people started telling us quite spontaneously, you don't expect that with software. We immediately had the feeling that we were in good hands, as a very experienced supply chain manager was present, who was clearly interested in what we did and how our processes fitted together. In the next step, Slimstock used our own data to show what our inventory

situation would be, if we had started using Slim4 three months earlier. We were shocked by the results, but time and again their results proved right in every detail. It rapidly became clear that with our ERP system alone we were not in complete control.

## Measurable results

Naturally, our management was sceptical about the expected results presented by Slimstock. Our request to the management stated that we would recover the costs of this project within a year, and we really were so convinced that we quickly received the go ahead. That's what we are like at Stork, initiative and guts are appreciated. One year after the implementation of Slim4, the projected results proved accurate. Our stock turn has doubled, availability has increased and we are working much more efficiently.

