

Connect

ROYAL PINES RESORT
GOLD COAST
11-12 NOVEMBER 2024

Journey to Sustainable Intelligent Supply chain

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MASTERING SAP Connect

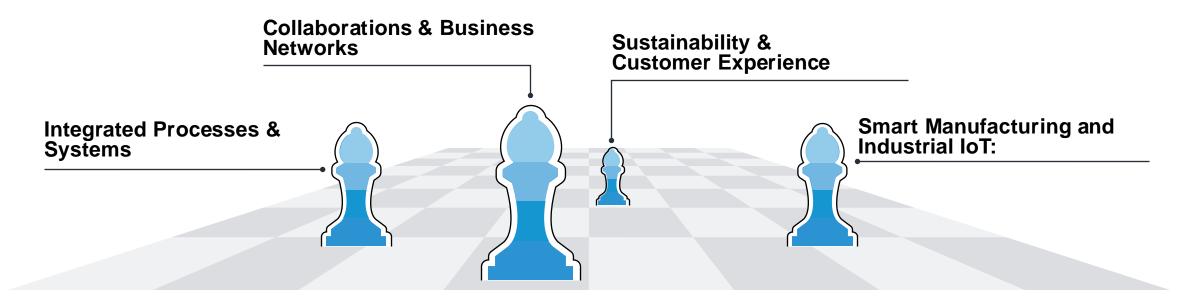
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This Sixt Wave of Innovation Is Driving Very Large Change Both your Own Industry and your Customer's Business is Changing Faster Than Ever



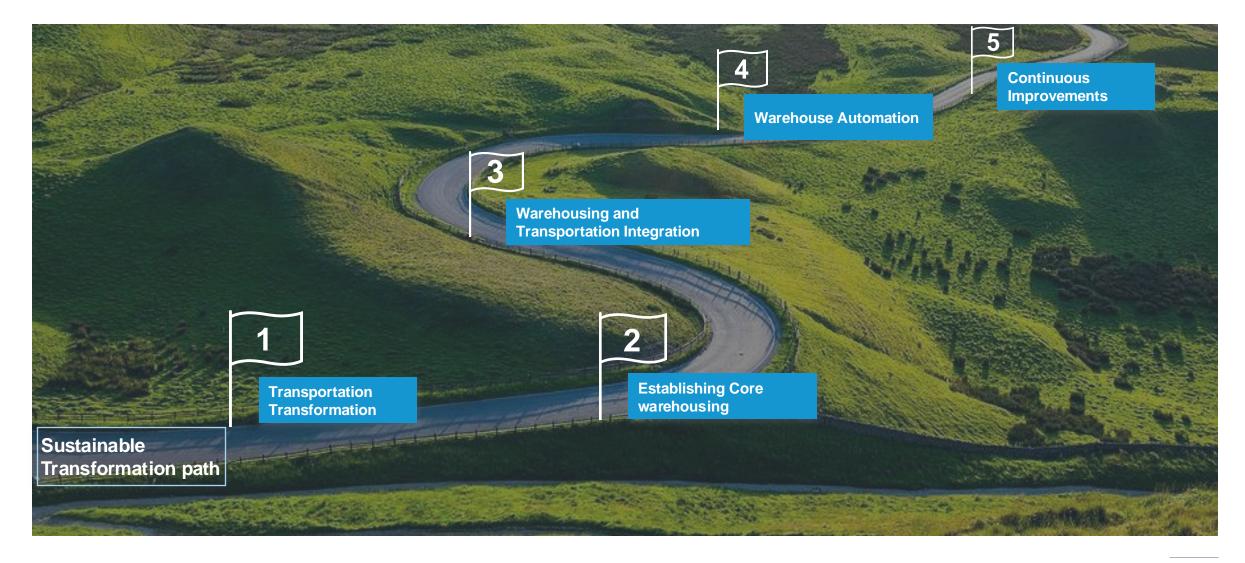
The world has continued to change and so to have business challenges and opportunities. Today's world is digital and networked.

- The pace of data generation is accelerating in the last two years, 90% of world data has been generated.
- Over the next two years, there will be 40% growth in the adoption of business networks.
- By the end of the decade, **212 billion things**, from cars, to heavy equipment, to consumer appliances, will be **connected to the internet**.

• There are more than 9 billion mobile users in the world

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Journey to Sustainable connected Supply Chain



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LOGISTICS EXCELLENCE IS CRITICAL TO EXPAND MARKET SHARE



Situation

5 Countries

88 Sites

250k Number of shipments

150+ Internal transporter system users

30% Own Fleet & 70 % market trucks

Multiple Truck types – Ambient & Temperature control

Multiple Material & Movement types –Plant/DC to DC, DC to Customers

Complication

Manual and Non harmonized processes

Assign goods to fill trucks considering **weight** and **volume mix**

Lack of Visibility and Controls

Unique transportation execution model – **shipping Temp control in Ambient trucks**

Delivery delays causing detention and penalties

Limited system based KPI view – eg Asset efficiency, VFR visibility, Routing efficiency etc

Solution Priorities



Transportation Route & Cost Optimization



Improved Controls across all Processes



Improve **Vehicle Fill rate** s trip and workshop



Timely Financial & Operational Analytics



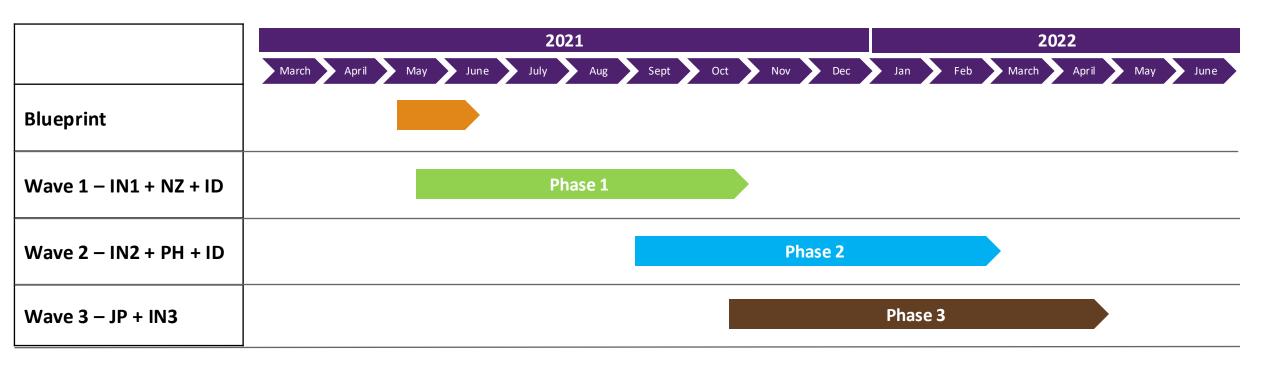
Visibility to truck movements with Map integration



SUPPLY CHAIN EXCELLENCE JOURNEY

Quick wins, Change Mgmt., Data Mgmt., were critical elements in execution success







WAREHOUSE EXCELLENCE IS CRITICAL TO EXPAND MARKET SHARE



Situation

1 Country

4 Sites with less capacity

Complex Network

Multiple Material & Movement types
(Plant/DC to DC, DC to Customers)

200+ Internal system users

Legacy systems with no automation

Complex Customer Requirements – EL/ML and multiple rules of freshness

Complication

Manual and Non harmonized processes

High warehousing and transportation costs

Lack of **Visibility and Controls** at shipment level

Manual loading of trucks without system driven loading sequence

Customer driven picking and packing with low system driven tasks and more manual effort

Limited system based KPI view – eg Asset efficiency, VFR visibility, Routing efficiency etc

Solution Priorities



Logistics Cost Reduction by consolidating network volume in one large automated DC



Improved efficiency with system driven tasks across all major processes for picking and packing



Improve **truck turnaround time** by following system driven loading sequence



Better KPI tracking with EWM monitor helping Operational **Analytics**

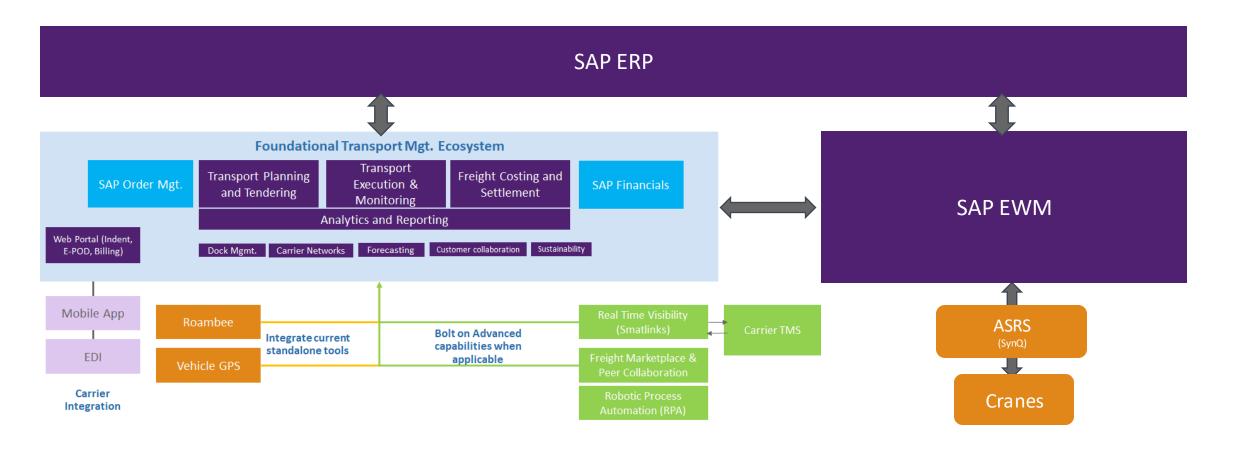


Visibility to all warehouse activities at shipment level



SAP WAS THE CORE OF THE FOUNDATION TO BUILD AND E2E INTEGRATED LOGISTICS CONTROL TOWER







LESSONS LEARNT/CHALLENGES



Things we did well:

Phased approach instead of big bang

Thorough testing after capturing all real life scenarios and involving all stakeholders including cross functional teams within the organization

Training documentation and live system training of super users to make them comfortable with new EWM solution Production validation testing before go live involving end customers

Multiple iterations of Production like cutover and master data upload in testing environments

Challenges / Points to improve:

Hiring plan end user and super user (Early involvement of stakeholders)

KPI calculation and tracking

End user training

Change Mgmt involving customer requirements

Not incorporating labor management

Delays in construction of site was not helpful

Site design (Pack center size, handover to co-pack, low bay staging lanes space)



FIRST TRUCK DISPATCHED FROM ASTRA(TNDC) 11TH SEP, 2024













What value our customers are seeing With SAP Digital Supply Chain

91%
Warehouse task efficiency

90%
Replenishment rate achieved

15%

Reduction in logistics costs per item

5%

Reduction in transport costs

80%

Reduction in manpower

30%
Increase in labor productivity

30%
Costs saved

50%Less storage area

10%

Reduction in vehicle cycle time

100%

Yard
Visibility

25%

Reduction in load time per warehouse

25%

Increase in picking, loading and bin utilization

100%
Increase in Inventory accuracy

10%

Reduction in order to delivery time

98%

Rate for Dispatch from the National Distribution Centre

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Supply Chain Digital Transformation

Un answered questions for supply chain executives......



1) Visibility

Where is my product within supply chain and Is there any disruption?

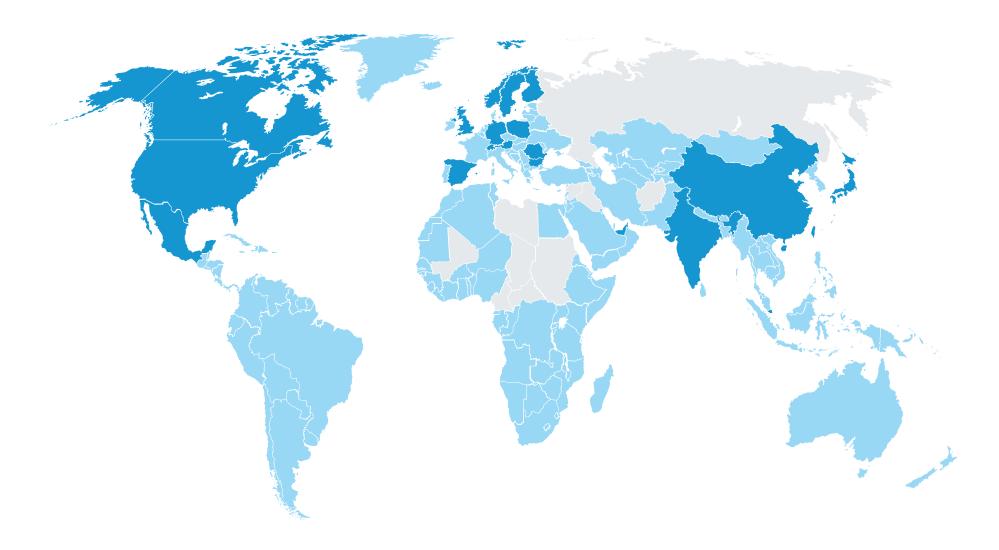
- Contextualize every decision
 What is the impact of disruption and what are my options?
- 3 Collaborate with your ecosystem

 How do I seamlessly execute my selected scenario
- **4** Sustainable

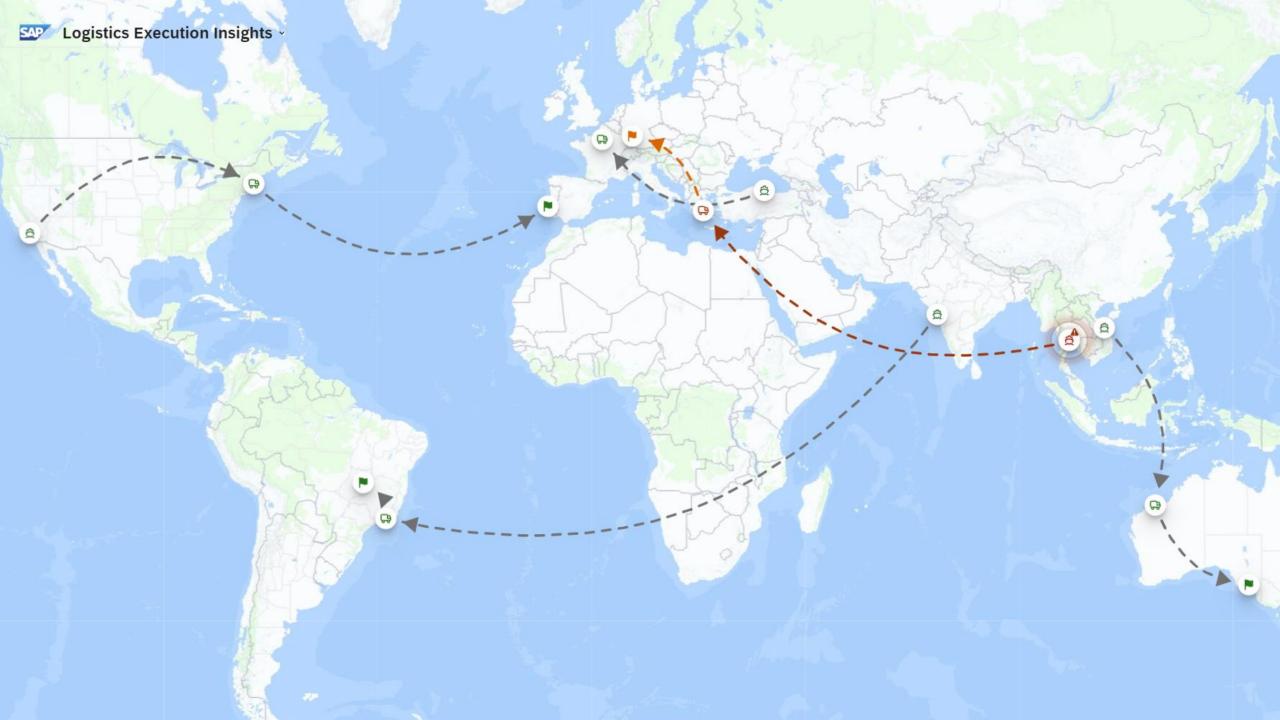
What carbon footprint my supply chain is adding?

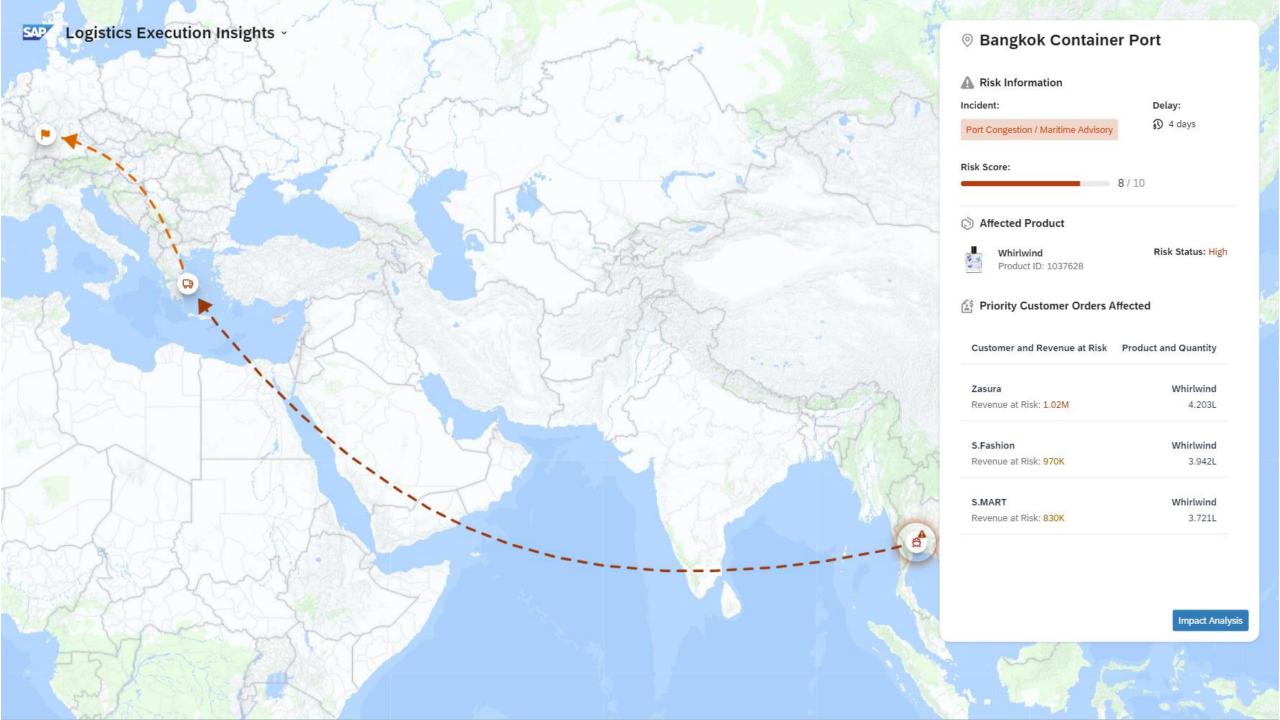
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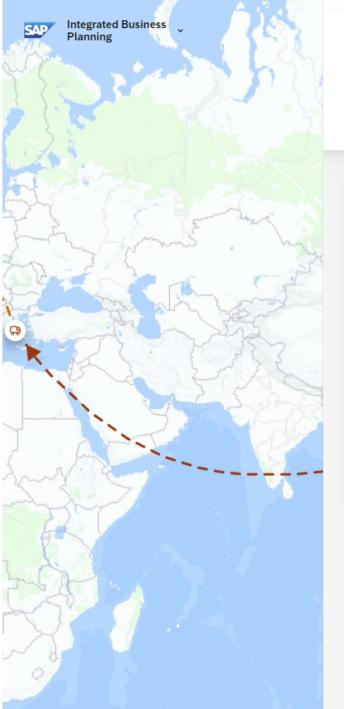
Disruption everywhere A Leading manufacturer's supply chain network



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Impact Analysis for Location: Bangkok

Revenue at Risk:

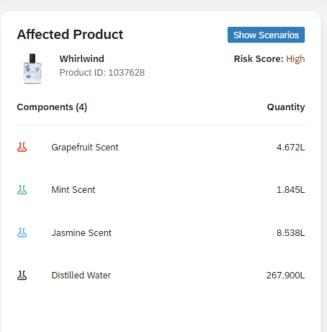
Customer Order Cancellation Risk: **High Priority Customer** Affected

Risk Score:

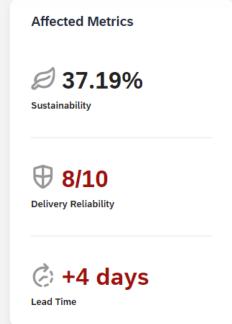
€ 3.6M €

A High

<u>8</u> 3







Affected Customers

Customer N	ame Locat	tion Prior	ity Customer	Product	Quantity	Revenue at Risk
Zasura	Lisboa	a Yes		Whirlwind	4.203L	1.02M
S.Fashion	New	York City Yes		Whirlwind	3.942L	970K
S.MART	Walld	orf Yes		Whirlwind	3.721L	830K
Gaxtro Gmb	H Munic	ch No		Whirlwind	3.665L	780K

Integrated Business Planning b

Possible Solution Scenarios for Location: Bangkok



3.60M

-1.01M

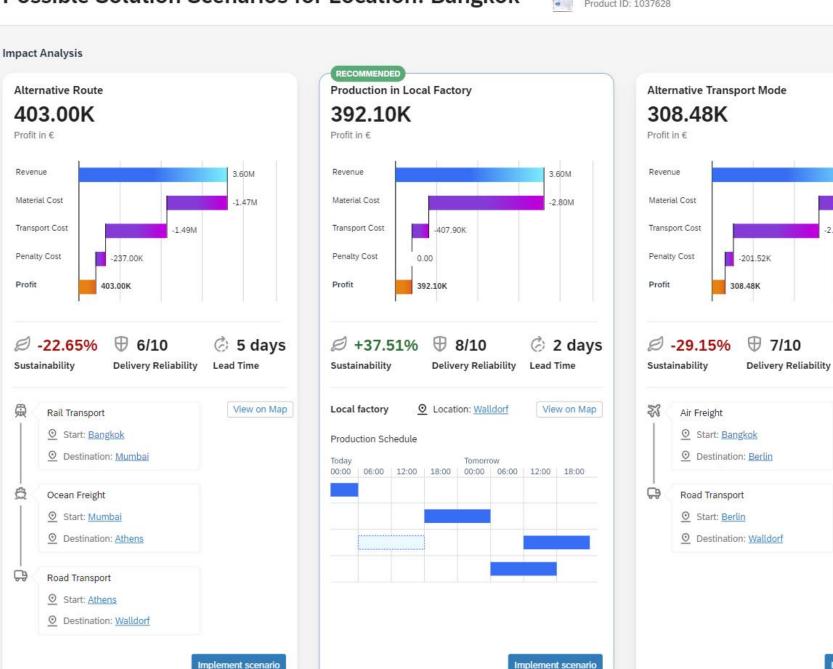
3 days

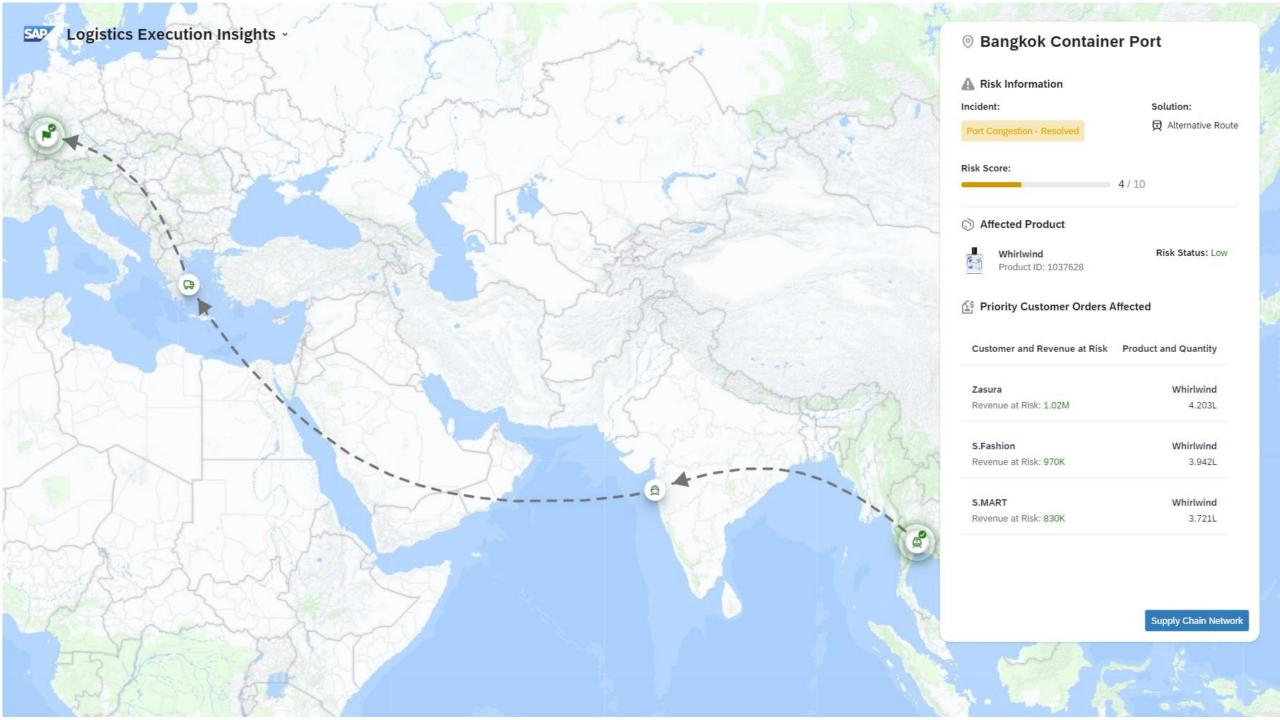
View on Map

Lead Time

Implement scenario

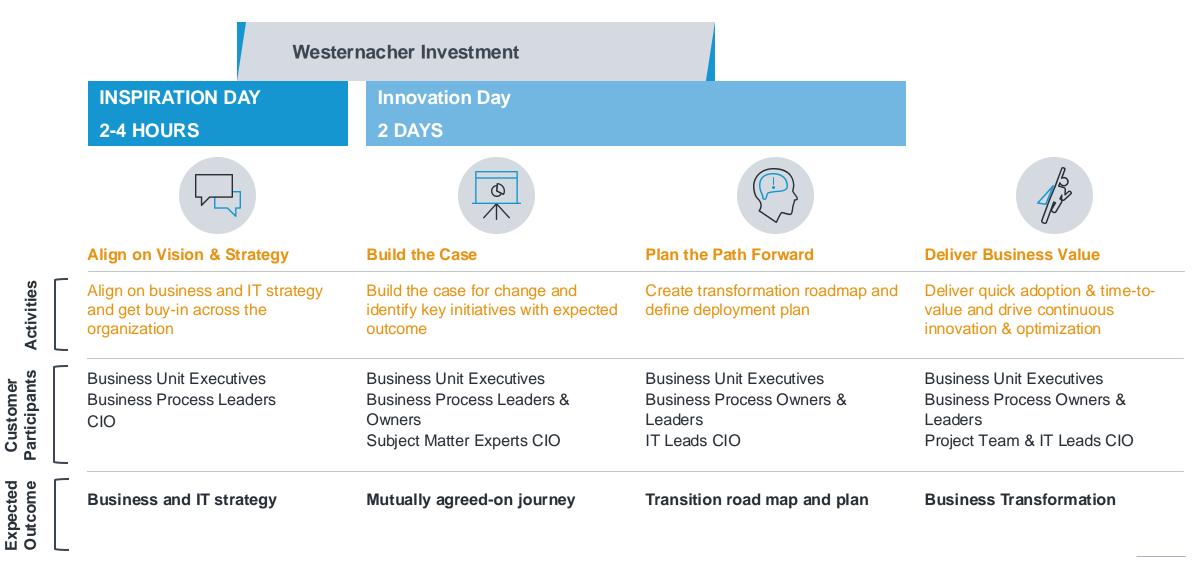
-2.08M







The Westernacher Approach for fully leveraging Digital Transformation benefits A collaborative approach to link your vision to the value proposition of SAP

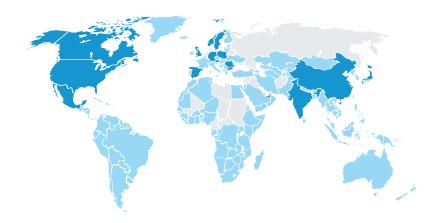


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Westernacher Consulting

Leading in digital supply chain, Now Expanding in ANZ





1200+

Experts

€125M

Revenue

Employeeowned

100%

55+

Years of innovation

25+

Years as an SAP partner

Net 0

Carbon neutral



S/4HANA pioneer



1st in EWM



TM Pioneer



1st in Yard Logistics



Planning pioneer



Analytics, IoT & Manufacturing cloud innovations



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