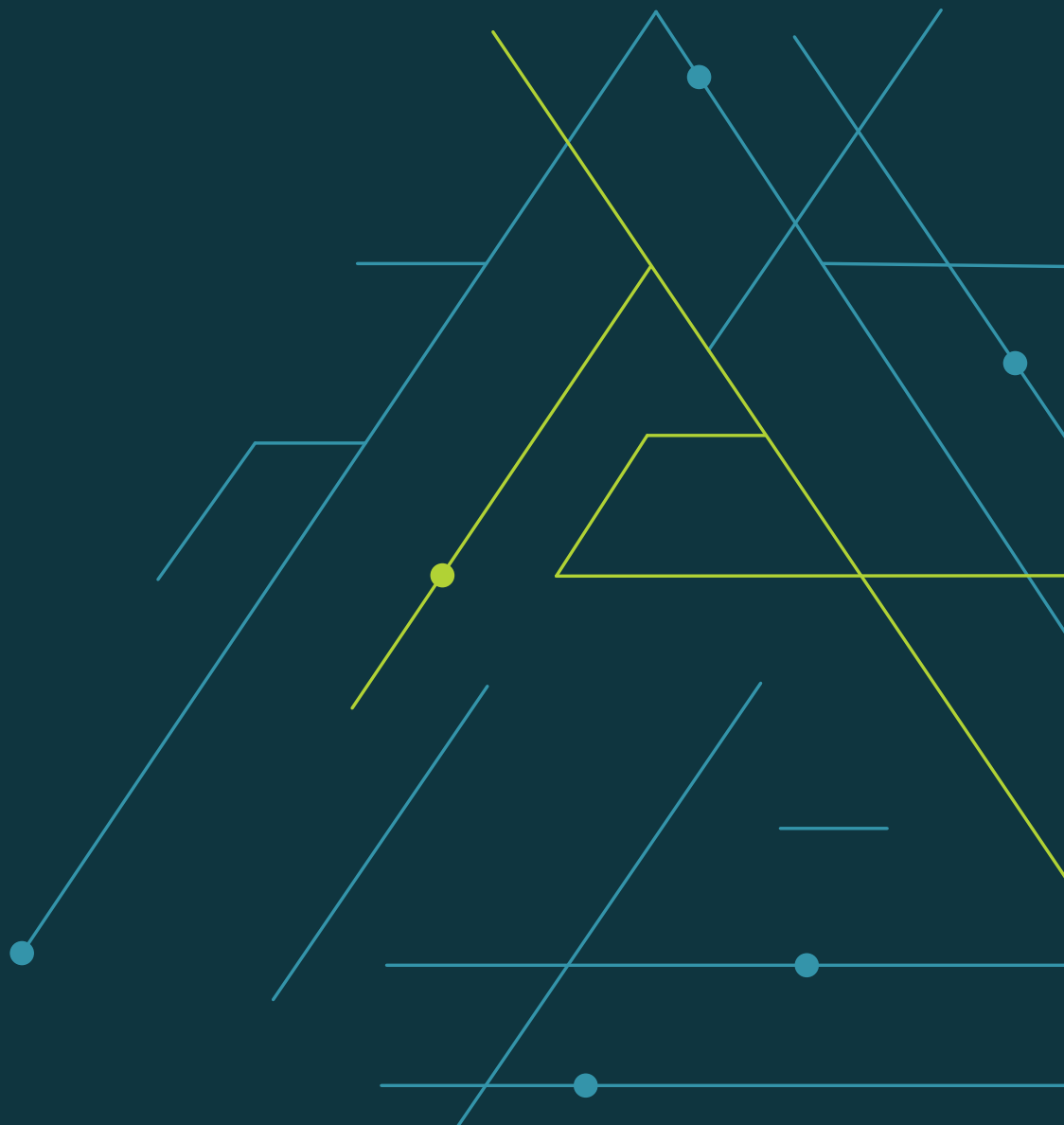


ARKIEVA

CASE STUDY:

Arkieva Solution Reduces Rush Shipments, Prevents Waste and Lowers Inventory



INEOS

Name: INEOS
Location: United Kingdom
Industry: Chemical: Polyethylene & Polypropylene
Website: ineos.com

Arkieva Products

- ▶ Comprehensive Arkieva solution for demand planning
- ▶ Inventory planning
- ▶ Plant scheduling and terminal replenishment

Challenges

- ▶ Inflexible manufacturing facilities
- ▶ Making multiple grades in an environment of continuously fluctuating demand

Results

- ▶ Improved schedule stability and reduced manufacturing costs

INEOS is a private corporation based in the United Kingdom, which through a series of acquisitions, has become one of the largest chemical companies in the world. INEOS is one of the largest producers of polyethylene and polypropylene, and the challenge is to use their assets effectively to compete in a highly competitive environment where there is constant pressure on margins.

Manufacturing polyethylene and polypropylene has some unique challenges: the manufacturing assets are most efficient when run continuously. However, customers require different grades of products, and changing from one grade to another can be expensive. For this reason, optimizing the sequence of manufacturing the various grades is critical to keeping costs in check. Unanticipated demand can throw a wrench into the production plans: "You might have an optimized plan that minimizes waste and then a customer comes in with a rush order that has to be produced right away," says Steve Vice, IT manager for INEOS.

After doing research on different systems, INEOS decided to implement Arkieva as an end-to-end supply chain planning solution. The integrated platform provides planners with a comprehensive tool that addresses demand planning, inventory planning and terminal replenishment, and plant scheduling. Arkieva provides an integrated approach that enables plans to be continuously reconciled with changes in demand so that the entire supply chain operates on the latest information in the most profitable way.

"From an IT standpoint, the Arkieva software tool is easier to maintain and a lower-cost tool to support than what we had previously."

Steve Vice
IT MANAGER, INEOS

INEOS is currently using Arkieva at all three polyethylene plants. Early indications are that forecast accuracy and schedule stability have improved significantly, and the supply chain is operating with better efficiency and more reliably than ever before. The parent company has taken note of this and is in the process of expanding the Arkieva implementation to the polyolefin business in Europe. According to Vice, the success of this project is due to many factors including Arkieva's chemical domain expertise, the Microsoft-based Arkieva platform, and the time invested in building and training cross-functional business teams that could leverage an integrated solution.



Plan Better with Arkieva

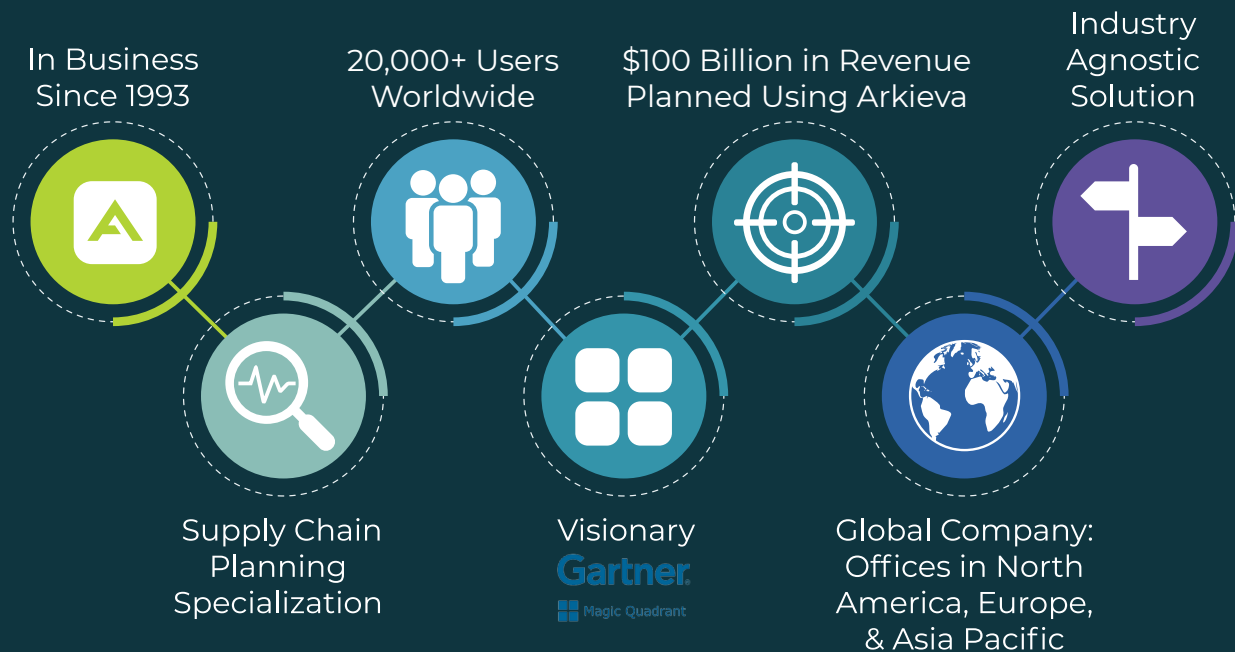
Driving business transformation through better supply chain planning processes.

For nearly 30 years, Arkieva has worked with leading companies across a wide range of industries with a laser-like focus on business performance. We have analyzed, developed, pivoted, tested, and retested the best solutions for the greatest of challenges. This is one of many reasons that Arkieva is so well regarded in the analyst community and has such strong client retention rates and referral business.

We are change agents at our core and always pushing ourselves to create solutions that not only solve today's challenges, but the ones of tomorrow. In the simplest and most intuitive way possible.

Ultimately, Arkieva's software and competence today mirrors both our experience and desire to innovate, create and be on the forefront of supply chain planning. We look forward to every new challenge. It's in our DNA.

Arkieva. No fluff. Just real solutions.



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