

CASE STUDY

GRANTEX

COMPLETE MODERNIZATION OF THE PRODUCTION PROCESS



Sector
Brakes industry

Company profile
GRANTEX is a brakes industry specializing in the production of brakes linings, and brakes pads for passenger and commercial vehicles, with more than 20.000 friction products.

Users
68

Challenge
The geometric approach of the raw material used by Grantex for brakes production. Specifically, the ability to be cut and shaped into 100s of pieces with correspondingly 100s of different combinations and different levels of thickness, before taking its final shape (product).

Solution
Entersoft Business Suite
(ERP, WMS, Production)

Benefits

- Modernization of the production process
- Traceability at every stage of Production
- Optimization of order routing

“The big bet in the adoption of any new solution is to continue day-to-day operations without interruptions, and to make the transition to a Production system that operates 24x7 without any issues. The Entersoft proposal stood out, compared to the rest of the solutions we evaluated, as it fully replied to our needs for a unified Production, Routing, Warehouse, Accounting management system. However, the determining factor was the integrated MPS/MRP solution within the same platform. We now have at our disposal a reliable, adaptive system that supports Grantex's growth in the new digitized business landscape.”

Lefteris Triantafillou
IT Manager, Grantex

The Company

GRANTEX is a brakes industry specializing in the production of brakes linings, and brakes pads for passenger and commercial vehicles, with more than 20.000 friction products.

With a solid infrastructure, excellent know-how, respect for people and the environment and with a philosophy for perpetual development, Grantex works systematically in multiple areas to make the company's name synonymous with absolute safety; and to be the customer's first choice by offering competitive products which stand out for their high quality and completely satisfy even the most particular needs and desires.

The Challenge

For Grantex, the biggest challenge pertained to the transition from using multiple systems and bridges amongst them as well as excel sheets, to a fully integrated platform with cross functionality and centralized control, effective dissemination of information and directions (vertical and interdepartmental), with reliability and security.



The uniqueness of the project laid in the complexity and versatility of the final product, which was the subject of a thorough analysis, research and recording of the company's needs, performed by Entersoft executives.

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Description of the solution

Grantex implemented the combined solutions of Entersoft ERP, Entersoft WMS and Production Cycle, in a fully integrated system that supports the non-stop, 24 x 7 Accounting-Production-Transport operations with 80% being exports and manufacturing on behalf of customers.

The selection was made following a strict evaluation process and based on the following criteria:

- Possibility of **parallel** implementations for the integration of data flows from the equipment, as well as the possibility of a packing station
- **Unified** suite of solutions with full application interconnectivity
- Immediate and easy support (**single** vendor solution)
- **Reputation** and installed base of the Entersoft WMS solution compared with the time point when the product was initially launched
- Capability & range of **customization**
- **Adaptability** to business processes; flexibility to follow constant change
- Capability to **accommodate** both the commercial and the productive operations within the company.

Along with the computerized integration of the systems, the discrete production processes of disc brakes and thermovites were also introduced into the Brakes Production circuit, with control and traceability procedures for all intermediate stages (sample mixing, use of press/ovens, stabilization treatment, drilling, breaking, wear indicator) all the way to the final product - as defined by Grantex - and the placement of a relevant label, based on the distinct availability of the products for national (same-day fast-moving and small-quantity orders) or international distribution (slow-moving and large-quantity made-to-order orders).

For customer service purposes, an Order Routing circuit was created - which communicates bidirectionally with the Production circuit and Entersoft WMS. Through this circuit, the **3 main routing flows** were separated



while stock availability is checked so that Routing can define how the next stage will be catered for (taking into account any necessary intra-moving). Through automation, either a stock reservation in the Warehouse or a Production order is created (with automated matching to the relevant order so that it is not sent into another order request, but also automatic updating of the system of the Production date), or a Repackaging order based on available stock.

Entersoft implemented a **cross-docking process** (receipt and immediate shipment, without drop-off) for made-to-order orders by linking sales orders & production orders (ERP-Production) with actions of final product receipt and simultaneous collection of orders in Entersoft WMS. This way, a reduction in order fulfillment time is achieved. For the outbound processes, the **pick & pack** logic (simultaneous collection & boxing of the order) has been selected, while the Warehouse is informed of the contents of each container for the timely and accurate issuance of packing list, when requested.

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The Routing circuit is governed by a parallel circuit of **Approval Flows** to control each stage of the process and create relevant documents that correspond accurately to each individual order. Therefore, during the process of loading each order, the update and document creation operations are only visible to authorized users.



In addition, **inbound, internal, outbound** logistics are monitored, creating circuits for the flow of goods and packaging materials, receipt of finished product from Production, internal stock arrangements, outflow circuits with batch and production date tracking for traceability control, as well as returns and stocktaking processes. The concept of "semi-finished" product has been introduced, which is stored as finished product, only when designated by Production, based on the completion of predefined repackaging procedures.



The overall implementation is completed with the financial management aspect, as well as the **supply control** to be implemented with defined rules based on statistics and past demand so that the Production has the right stock at the right time according to the forecasted demand. As a result, the total investment for Grantex concerns a single, fast, scalable, complex in the backend - however not at all perceptible to the end user - platform for managing and handling its operations.

Conclusions

The goal, which was finally achieved, had been the development of a single platform for managing the company's operations, featuring unified IT data with automated cross-feed between subsystems, without the need to create bridges, with all operations mapped **end-to-end** in a unified, technologically advanced ecosystem.

The complete and accurate recording of the needs resulted in the implementation of a solution that correctly and effectively reflects the complex and interdependent processes of the company. Each task is a continuance of the previous one forming a value chain with tightly connected links; where the margin of error is zero, and any deviation in the existing planning enables timely reaction by the management team.

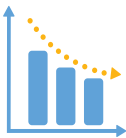


GRANTEX

Qualitative advantages

**Easy to locate** potential errors**Reduction in** bureaucratic procedures**Accuracy of data** and speed in locating it**Deliveries without** delay**Improved cash** flow calculation**Knowledge of stock availability** and replenishment needs**Check of ability to meet** demand immediately based on available stock**Improved relationships** with suppliers

Quantitative benefits

**90%** Saving in administrative time**98%** Accuracy in orders to suppliers, with the right quantity and at the right time to avoid stock outs**95%** Accuracy in data entry**Speed:** **100%** on order routing**90%** in accounting tasks**85%** in data entry**95%** in detecting user errors