



Customer Snapshot

Orio AB takes control of planning with Infor



Facts at a glance

Solution: FM, SCM

Products: Infor® Demand Planning, Infor Supplier Exchange

Industry: Automotive

Country: Sweden

“The Infor team worked relentlessly to ensure that we were live within unprecedented timescales.”

—Kent Juter, Business Project Lead,
Orio AB

About the company

Orio AB provide smart part solutions for Saab cars and other brands. Based in Nyköping, Sweden, Orio AB’s warehouse was established in 1969 when the Saab Car Division of Saab-Scania was created. Saab manufactured cars for 60 countries worldwide. Primary markets included the US, UK, Sweden, Germany, The Netherlands, Switzerland, Norway, Australia, Italy, and France. The automotive manufacturer had 6,000 employees and is based in Trollhattan, Sweden. For more information, visit www.saabcars.com.

Challenges

- Find cost-effective alternative to continuing, on a paid-for basis, with the previous parent company’s demand planning and supplier relationship management systems.
- Choose scalable, flexible systems that could handle 1,100 suppliers and 64,000 different parts.
- Meet non-negotiable six-month implementation timeframe with many challenges: the presence of a myriad of systems rather than a single ERP; inconsistent data quality; and the involvement of numerous third-party hardware, software, and consultancy providers.

Benefits

- Achieved live status within the required six-month timeframe.
- Maximised the number of orders which are picked, packed, and shipped before 3 pm on the same day as the customer request, enabling on-time fulfilment of 97.5%.
- Enabled Orio’s 12 planners to create a live picture of demand at any time, using advanced statistical capabilities to track and shape demand.
- Gained greater control through intuitive, easy-to-use management reports that provide a single view of the truth in the creation of plans.
- Reduced inventory and improved performance of 1,100 suppliers through the ability to accommodate either of their preferred order methods: EDI or email.
- Cut processing time and number of steps, boosting productivity.
- Gained the ability to reduce inventory and expedite the order process even further in future by using ‘direct deliveries,’ whereby the dealer will place an order for a part and the system will redirect the order straight to the supplier, who then will dispatch the item.

“Without Infor Demand Planning, we simply wouldn’t be able to plan effectively and meet requirements fully.”

—Kent Juter, Business Project Lead,
Orio AB

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