Transforming Supply Planning

Improve manufacturing efficiency through planning optimisation

Replan

SC NG MX

What is Replan

Replan's USP / Differentiation:

Replan is an innovative AI enabled Supply Planning solution.

It has been designed specifically to enable manufacturing organisations to optimise their planning processes to drive costs out of businesses and eliminate reliance on spreadsheets / manual workarounds.

The configuration enables planners to reflect complex planning rules that have not been possible to configure using SAP APO/IBP, Kinaxis, Anaplan, Blue Yonder, o9. This also includes incorporating an innovative approach in the application of the Theory of Constraints (the AI solve identifies floating bottlenecks). The result is a fully feasible, automatically created production plan that can be used to drive significant savings in operations and the wider supply chain.

With Replan's innovative UI it is now possible to make a leap in how S&OE, S&OPs are run with comprehensive, easy and rapid scenario planning capabilities.

Examples of improvements for clients include $2m profit unlocked for a F&B manufacturer, 50% reduction in changeovers on a complex line for a drinks manufacturer, 7% increase in throughput on a hard-to-plan line, cutting planning time from three days to five minutes for a large cooked meats producer.

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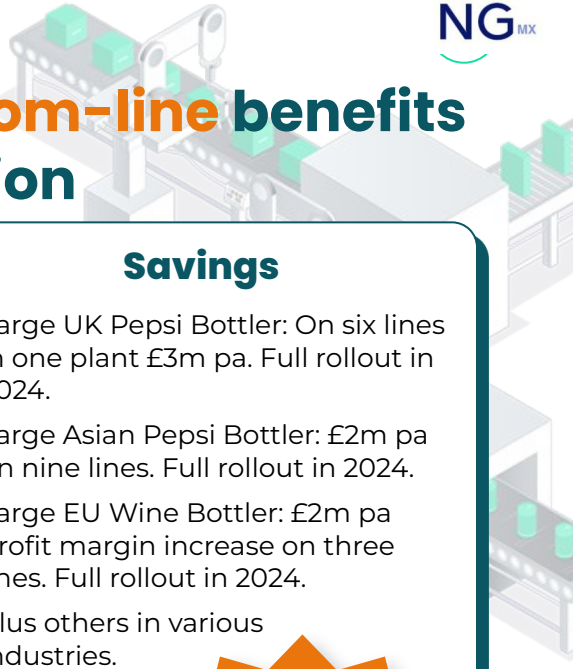
Supply Planning using Replan delivers bottom-line benefits to food & beverage organisation



Typical Pain Points

- Manual workarounds from current planning system producing sub-optimal plans
- Sub-optimal batch sizes for stock control causing waste in material and finished goods
- Unplanned stoppages due to raw material running out
- Unplanned stoppages due to plant level constraints
- Sub-optimal sequencing and cyclicity of product
- Schedule adherence issues causing sub-optimal inventory mix, service issues and network stock allocation inefficiencies.

Replan Benefits

- Automated optimised plans
- Dynamic batch sizes enabling better inventory control
- Accurate raw material requirement forecast as part of every plan
- Able to handle complex line and plant constraints, eliminating these unplanned stoppages
- Minimising wasteful, costly changeovers through better sequencing and cylcity
- True optimisation of capacity utilisation in line with stocks parameters.

Savings

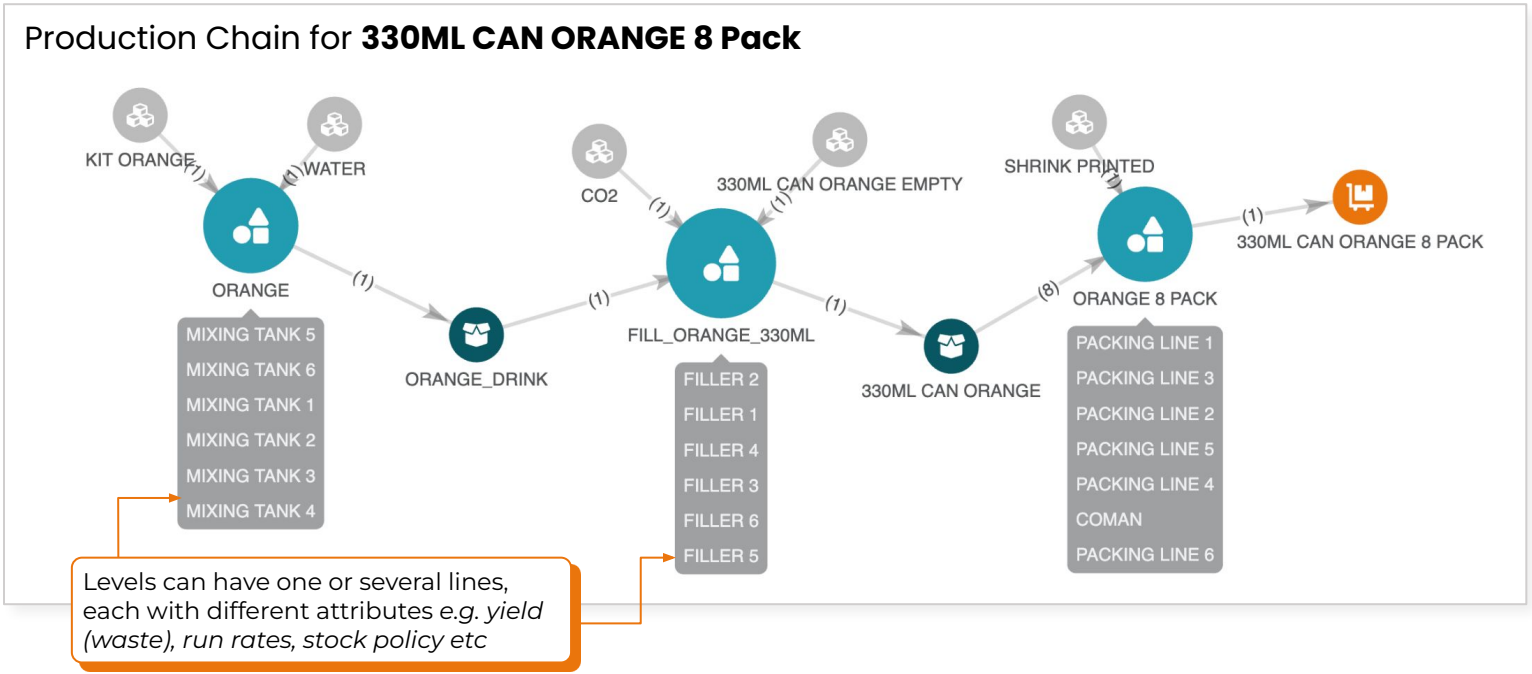
- Large UK Pepsi Bottler: On six lines in one plant £3m pa. Full rollout in 2024.
- Large Asian Pepsi Bottler: £2m pa on nine lines. Full rollout in 2024.
- Large EU Wine Bottler: £2m pa profit margin increase on three lines. Full rollout in 2024.
- Plus others in various industries.

average saving between **$250k & $500k** per line

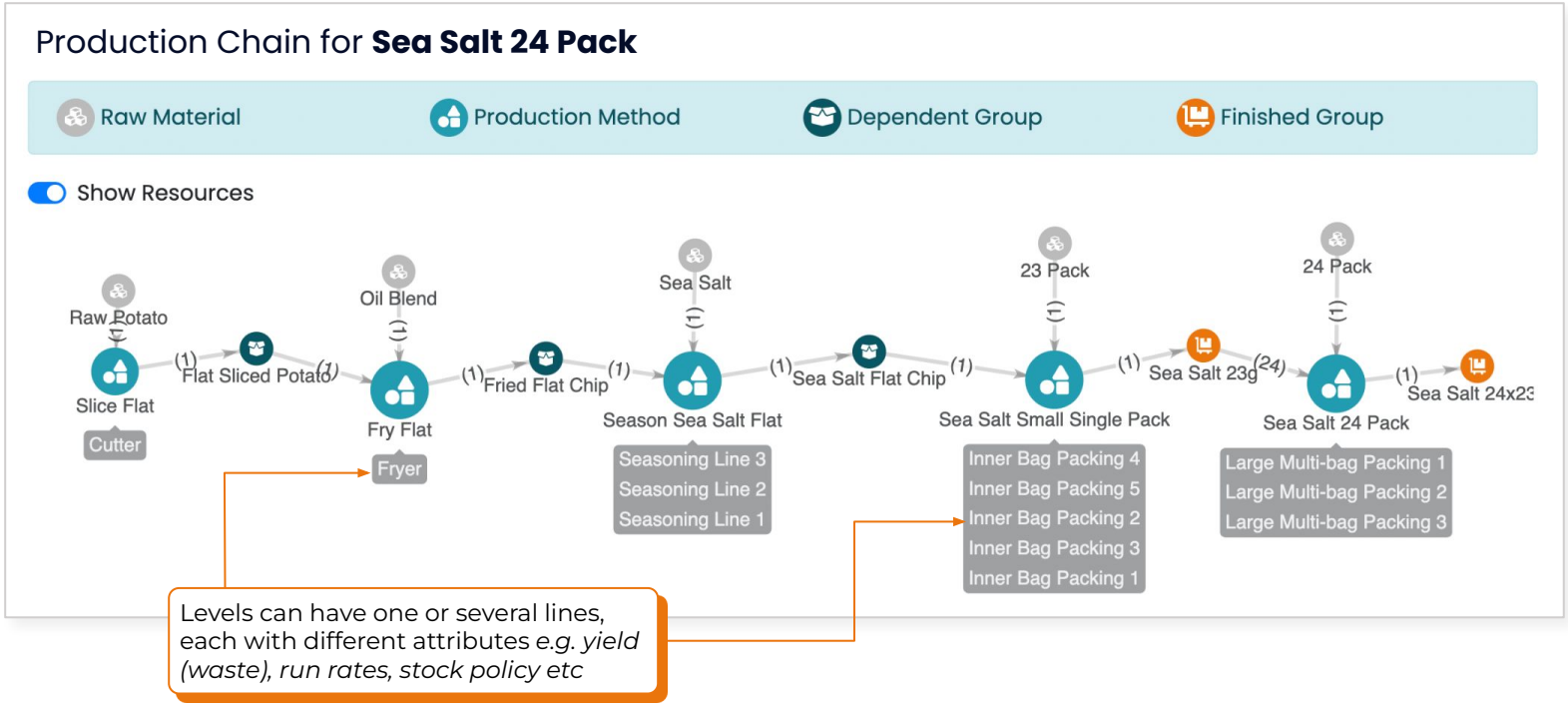
Replan sits alongside and complements existing software investments

	Customer was...	How Replan works with that incumbent...
BlueYonder	doing RCCP network allocation in BlueYonder but couldn't capture the facility complexity and was under/over allocating	✓ Quantify and resolve over/under allocation ✓ Optimise facility production plan
SAP Integrated Business Planning	using IBP average loss factors in SNP created lack of trust in the plan and significant manual manipulation	✓ Optimise MPS and deliver a fully feasible plan back into SNP or PPDS for MRP and production order creation
Anaplan	using Anaplan for demand forecasting and finances - limited success with complex supply planning	✓ Take the demand from Anaplan, then deliver an optimised plan + schedule
Siemens Opcenter	using Opcenter for detailed scheduling and Excel for mid/long term planning in excel - scenario planning was cumbersome	✓ Optimise MPS and deliver a fully feasible plan back into Opcenter for MRP and production order creation
Excel	running planning and scheduling manually in Excel updated daily - limited, ad hoc, scenario planning	✓ Replace Excel process with Replan

Easily optimise floating bottlenecks in complex multi-level bottling production through a digital twin



Digital Twin modelling snacks production:



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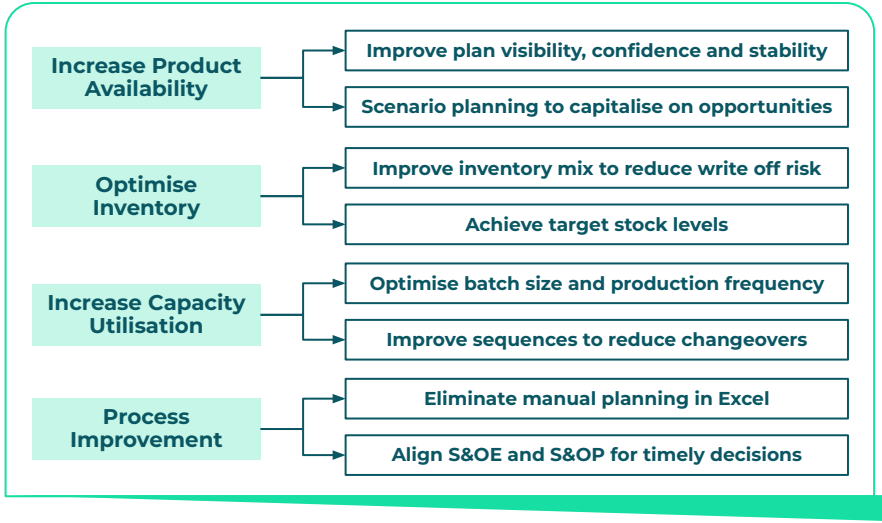
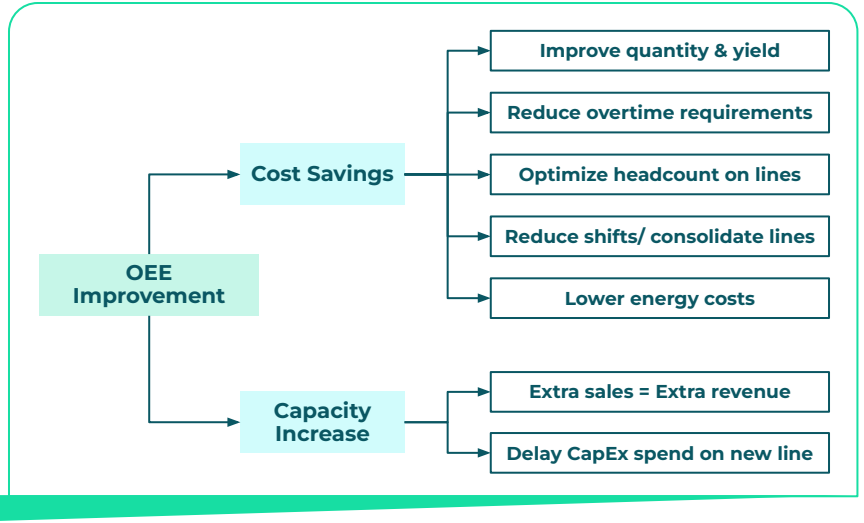
Replan optimises complex supply planning quickly and easily

ROI Levers





Customer impact in the first 12 weeks of using Replan

-50%
Cut changeovers by 50% for a large F&B manufacturer on a complex line.

5mins
Cut production planning from 2 days to 5 minutes for a large cooked meat producer.

$2m
Unlocked $2 m profit on just three lines for an F&B manufacturer.

7%
Increased throughput by 7% across complex, hard-to-plan production lines for one of the largest EU manufacturers.

Replan integrates with your ERP and planning system to automate and optimize production planning. It provides a unified view across S&OP, S&OE, and operations through a single plan that reflects manufacturing capabilities and constraints.

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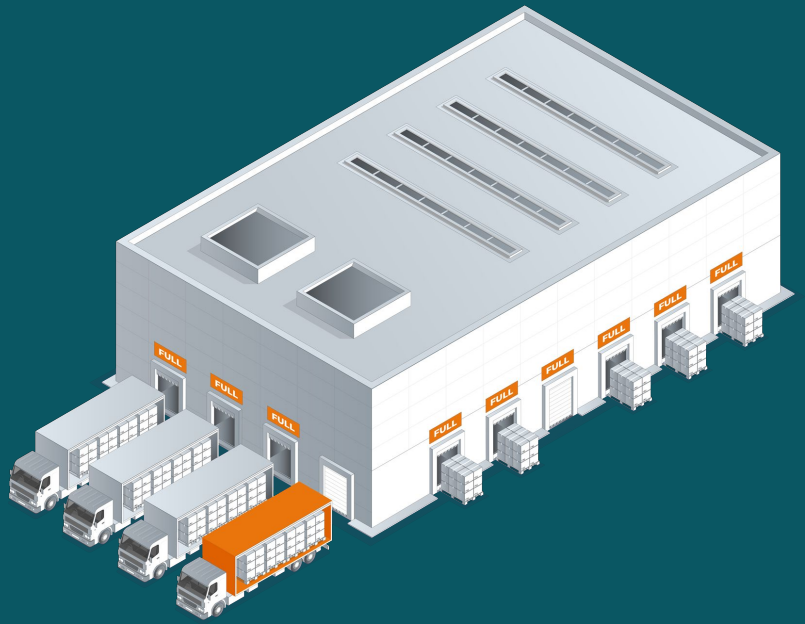

Deliver value in weeks through a rapid rollout

Week 0
Mobilisation
Align project team and agree clear project governance

Week 1
Diagnostic and data preparation
Pilot prep and training, focus on early wins

Weeks 2-4
Pilot execution and testing
Run solution in pilot plant to build success momentum

Weeks 4-12
Post-pilot support and rollout
Core user training and hypercare for pilot plant

Weeks 12+
Network-wide rollout
Rollout to additional sites (if required)

Our proposed approach

- Replan starts with a rapid deployment through an initial pilot to validate the business case. This is completed in 4-12 weeks and uses consistent exec engagement to ensure alignment with customer's organisational goals and strategic KPIs
- Depending on the complexity of the customer, a full rollout involves a combination of system and process improvements supported either by the customer's internal team or with one of our implementation partners.
- We remain flexible surrounding customer needs on network-wide rollouts, bringing lessons learned and initial successes to refine subsequent rollouts

How we support the customer

- Pilot and testing design and implementation
- Training and capability building
- Business case for further deployment Stakeholder engagement
- Data preparation
- Software solution design
- Tool integration
- Tool configuration
- Pilot execution
- Technical support

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Replan is not a traditional production planning tool

Pain Points	Replan Solution
✘ Time consuming plan updates and out of shape production, lack of optimisation	✔ Automatically create glide path back to optimal sequencing and cyclicity, in minutes
✘ Low productivity due to excessive planned downtime	✔ Maximise OEE at every level
✘ Misalignment of KPIs, lack of trust between planning and operations	✔ Strengthen the Operations / Planning Interface … one team, shared goals
✘ Key person / system dependency creating inflexibility	✔ Eliminate reliance on Tribal Knowledge and legacy offline systems… completely
✘ Unsatisfactory legacy system functionality causing offline working	✔ Complements SAP APO / IBP / PPDS / ERPs
✘ Lack of timely decision making	✔ Supercharge S&OE and S&OP process with efficient plans for the short, medium and long term
✘ Inconsistent master data updates, lack of alignment on run rates and changeover times causing the plan to be inaccurate	✔ Direct connection to MES systems such as Lineview for run rates, changeover times and other data

Pain Points	Replan Solution
✘ Decoupled production and materials leading to inefficiency on plan creation	✔ Automatically create materials plan at the same time as the production plan
✘ Process complexity resulting in limited end to end incorporation of constraints	✔ Introduce complex upstream processes like the syrup room as part of the integrated plan run
✘ Lack of alignment between up and downstream processes resulting in significant additional manual effort	✔ Multi-level AI solve drives better and optimised solution than any planner can create manually
✘ Lack of methodology and discipline to plan creation	✔ Apply Theory Of Constraints (TOC) to create multi-level balanced production plans
✘ Legacy disaggregation rules resulting in loss of value in the plan when converting from Group to SKU and vice versa	✔ Best in Class Group to SKU and SKU to Group
✘ Strategic planning working to different assumptions	✔ Able to view impact of structural changes to manufacturing in minutes