

Press Release

Eckes-Granini selects TXT e-solutions to strengthen S&OP process and ORTEMS to enhance manufacturing capabilities

Lyon, Wednesday, November 10th, 2010

Leading “best of fruit” juice producer selects Best-of-Breed Solutions to boost their current Sales & Operations Planning and Advanced manufacturing and scheduling capabilities and fuel growth and competitive advantage.



Eckes-Granini, the €827m leading producer of branded fruit beverages in Europe – hohes C, JOKER, REA, GRANINI -, has selected CDMi, Collaborative Demand Management and intelligence from TXT to enhance their S&OP process and ORTEMS to optimise their advanced manufacturing & scheduling capabilities. Both solutions will be rolled out to their affiliates in France, Germany, Spain, Austria, Hungary & Finland.

As typical in the Food & Beverage business, Eckes-Granini recognized the importance of integrating their demand and supply plans with production capabilities to enable an agile response to consumer demand. S&OP was identified as pivotal in achieving the company’s business objectives. After a thorough selection process, Granini’s choice fell on a combined solution involving two best software providers in the consumer goods market.

Granini selected Collaborative Demand Management & Intelligence (CDMi) from TXT e-solutions to cover the S&OP process including Demand Forecasting, Promotions, Warehouse replenishment planning and S&OP reconciliation and financial monitoring. To complete their S&OP process Eckes-Granini selected the Advanced Manufacturing & Detailed Scheduling module from ORTEMS, to cover Production Planning & Scheduling processes.

Mr Fabien Labeta, Project Manager at Eckes-Granini explains: “TXT presented an excellent business-oriented approach to demand and supply planning,

including S&OP reconciliation and financial monitoring features. Their credentials of consumer goods products references reassured us of their understanding of our business. In our view, a technology vendor showing a clear understanding of the strategic implications of S&OP is a huge plus; coupled with the flexibility of the solution, we are confident of successfully implementing S&OP in several countries”.

“ORTEMS offered vertical solutions designed to help food and beverage companies optimally integrate supply and demand plans with manufacturing planning. Increased variability in demand from consumers and retailers, means companies are striving to transform their Supply Chain processes be more consumer-driven. Seasonality can also critically impact demand and production planning creating capacity constraints and putting pressure on quality. Typical planning and scheduling challenges that can help in reaching the balance between customer service and productivity will require industry-specific, advanced planning solutions” adds Mr Labeta.

“We are delighted in this new collaboration with Eckes-Granini. They are not only leaders in their industry, featuring well-known brand names, but also a visionary company in terms of S&OP process management. It is another vote of confidence from the industry that we are developing solutions that are suitable for both new and mature S&OP processes.” says Gilles ALAIS, Sales Director from TXT France.

“We are very pleased that Eckes-Granini has selected ORTEMS Agile Manufacturing Solutions. The choice of an industry leader validates our strategy to provide industry specific advanced planning and scheduling solutions that correct limited supply chain visibility, planning errors, scheduling disconnects and mis-communications into the extended enterprise, when they are coupled with state of the art Demand and Supply Planning solutions” adds Mr Frédéric FAYSSE, Sales Manager from ORTEMS.

About ORTEMS

ORTEMS, a leading provider of manufacturing planning and detailed production scheduling solutions, offers innovative solutions based on Agile Manufacturing concepts. ORTEMS is the ideal complement to ERP systems due to the power of its finite capacity optimization engines, the efficiency of its models for dynamic synchronization of production flows and the quality of its certified integrations. ORTEMS provides a dynamic, comprehensive model that integrates the performance of its synchronized MRP technology, which enables obtaining optimal customer service rates in a pull planning production environment. ORTEMS solutions are currently used by thousands of people in more than 50 countries, by international companies including AIA, DCNs, Courvoisier, Givaudan, Grand Marnier, Johnson & Johnson, Diversey, Knauf, Heineken, Limangrain, Merck, Nespresso, Nexans, Nutribio, Novartis, Prysmian, Rhodia, Ricoh, Thales, Sanofi-Aventis, Seb, Sphere, Total, Wyeth....

About TXT e-solutions

TXT e-solutions is an international software products and solutions vendor and leader in “Strategic Enterprise Solutions” in the industrial and media sectors. The principal business

areas in which it operates are Demand & Supply Chain Management (DSCM) with TXTPerform offer and Media & Channel Integration with TXT Polymedia company (100% subsidiary); advanced software systems for the Aerospace & Defence and Banking & Finance industries with the TXT Next offer. The company is listed on the Star segment of the Italian Stock Exchange (TXT IM). TXT has approximately 600 employees. The Company has headquarters in Milan, with offices throughout Italy, in France (Paris, Lyon), Spain (Barcelona), Germany (Chemnitz, Halle), UK (London, Wynyard).

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