

Solutions for managing demand-supply chains and source-make operations

Balancer Suite



hettich

**Balancer
Suite**

Balancer Suite – Boost the benefits from your existing resources and investments

Supports quicker and better informed decision-making in fast-paced business environments

Fast, accurate, more informed and proactive planning enhances the utilization of your present resources and investments.

- Improved customer service and service reliability
- Shortened lead-time from order to delivery
- Less capital tied to inventory
- Decreased need for warehousing capacity
- Improved production capacity utilization
- Fewer changeovers and a more even load distribution
- Increased reliability and stability, providing a basis for managed changes
- Lower costs, increased profitability
- Increased customer satisfaction
- Business growth


Support for communication

A clearly illustrated image of each situation simplifies business communication and helps the management in their decision-making processes.




Balancer Suite –
helping you to keep
your promises

Balancer Suite

 "Due to better planning enabled by Works Balancer, we were able to gain 40 % more capacity from one of the production lines during the first year."

Areva T&D Finland

 "The system has improved our production control, which in turn has increased our productivity by 60 % and shortened lead-times by 50 %."

Luvata Hitachi Cable Thailand

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Choose the appropriate set of tools: **Balancer suite for planning, ERP for executing**

Visual clarity, immediate response and simulation speed up planning

- All Balancer tools share one philosophy: they are easy to learn, they are fast, and they are convenient to use with intuitive tools
- Masses of data from ERP system are consolidated and presented as simple, multidimensional, colourful and highly visual graphics, which helps the planner to make a quick evaluation of the overall situation
- Provides a consistent view for short-term, strategic, and long-term planning
- Dynamic precision adjustment of the time axis suitable for current planning situation
- Allows both an algorithmic approach as well as planner's valued decision-making

- Real-time updates during planning on planner's workbench, no intervening batch runs
- Clear distinction between published and non-published plan versions
- Needed actions are highlighted by alerts, filters and colours, which helps the planner to distinguish between essential and non-essential information
- Enables a shortened planning process
- Can be run on top of most ERP systems

Rapid implementation – shortened time-to-value

- A Balancer project typically takes only a few months
- Balancer Tools' open interfaces are integrated smoothly with your existing ERP system

Balancer Suite



Multi-dimensional
Balancer Suite
– for an up-to-date
evaluation of the
big picture.



Export Coordinator
Anne Pulkkinen and
Production Planner
Olli Launonen
Panda Oy

Balancer Suite

An agile system for the fast paced industry

“We wanted to reduce our stocks, improve our delivery reliability and our agility in the fast paced industry. For that purpose, we needed a modern production planning tool that would help us manage the inevitable continuous change we face in our daily operations. Process Balancer has been just the solution for us,” says **Yrjö Nikkanen**, Sinebrychoff’s logistics manager.

Sinebrychoff, the oldest industrial brewery in the Nordic countries, has always known, how to keep at the forefront of the beverage industry: Proactive thinking, creativity and uncompromising professional expertise have been the cornerstones of Sinebrychoff’s operations since 1819.

A highly visual interface was needed

Sinebrychoff knew that the time had come to update not only their production planning system but the overall way that production is planned and carried out in the company.

“We had a total of 24 area representatives’ warehouses around the country. More attention was paid to delivery reliability and efficiency, and organisational changes were made to facilitate the change,” explains Nikkanen.

Then, when the time came to re-think their production planning system, Sinebrychoff knew what they were looking for. Nikkanen explains: “Basically, we wanted to get rid of numbers, and instead have a highly visual system that would enable us to understand different situations at a glance.”

Simulation of production scenarios a necessity

Another major drawback of Sinebrychoff’s old production planning system had been that it did not allow the simulation of different production scenarios. What if, for instance, a production batch needs to be moved to another day? Or if a product needs to be changed on a production line? What would be the effects of the changes? “With Process Balancer, we are able to run the changes in the system first, and then implement them for real. After all, it’s the customers’ needs that matter to us most, and if those needs change, we must be able to alter our production accordingly, yet without compromising our own cost-efficiency,” says Nikkanen.

Changes are needed for various reasons, but in the beverage industry, there is one thing over the others that affects the demand more than anything else, and that no one can influence in any way: the weather. “People simply drink less and consume different drinks, when it’s cold than they do when it’s warm. If we get hit by a heat wave, the demand can temporarily shoot up by 30 percent.”

Purchase Balancer for imports

In addition to Process Balancer, Sinebrychoff uses Purchase Balancer mainly for the management of imported products. **Olli Hämäläinen**, import manager, explains: “With Purchase

Balancer Suite

Balancer, we plan the import of products and are also able to time the purchases more effortlessly and precisely than before.”

Hämäläinen has been happy with the system. “As we were heard at the specification stage, the system has looked and felt like the right system for our purposes from the word go, and there was very little need for compromises at any stage.”

In terms of delivery reliability, forecast accuracy and production line loads, Sinebrychoff is number one among beverage manufacturers in six European countries. Their market share in Finland has increased to 50 percent.

“The positive development of our business would not have been possible without keen marketing efforts, innovative R&D – and successful production planning,” sums up Nikkanen.

→ “Basically, we wanted to get rid of numbers, and instead have a highly visual system that would enable us to understand different situations at a glance.”

Yrjö Nikkanen,
Sinebrychoff's logistics manager



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Luvata Hitachi Cable Thailand: Works Balancer gives business a boost

The economies of scale, the aim at catering for the local market with world-class quality, and the fluctuating air conditioning demand in Asia, pose great challenges for the production planning system at Luvata Hitachi Cable Thailand Ltd (LHCT), the fastest growing supplier of air conditioning (AC) installation tubes in Thailand.

LHCT is engaged in the manufacture of smooth and inner grooved copper tubes for the AC industry in the South Asian market. The company employs 250 people and produces about 15,000 tons of copper tube annually, its customers being major Japanese AC manufacturers in Thailand as well as subcontractors supplying heat exchangers and piping parts.

Before adopting Tieto's Lean System with Works Balancer, there were three problems in the production process that called for improvements. "The amount of work orders had grown too big to be scheduled manually, the shop floor control system was missing thus making it appear like a black box, and there was no transparency between different functions in the supply chain," explains **Jouni Satola**, managing director of LHCT.

Improved efficiency and support for sales

During the implementation of Lean System with Works Balancer, the company was still part of the Finnish Outokumpu Group. Lean System with Works Balancer was known to be a proven concept with low risk, as Tieto had successfully delivered the system to Outokumpu before. The implementation was completed in just five and a half months, a month ahead of schedule.

The main target for the Lean System was to have a modest 15 percent increase in the monthly production capacity. Now, four years after the implementation, the company has reached a 60 percent increase in the capacity mainly by developing processes in accordance with lean manufacturing principles and only with some minor investments on the equipment – and with 15 percent fewer people.

According to **Mr Chanin**, production manager at LHCT, the average lead time has decreased by 50 percent, from eight to only five days.

Mr Pawarate, IT-manager, better known as 'King' at LHCT, points out, that the inventory turns dropped simultaneously from 40 days to only nine days at present.

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The planetary rolling mill at Luvata Hitachi Cable Thailand. The company is the fastest growing supplier of air conditioning (AC) installation tubes in Thailand

Due to the fluctuating AC demand in Asia, the company has developed a gate-keeping method for facilitating sales. A diagram provides sales people with an up-to-date load situation of bottleneck resources. This helps them to proactively make customers promises they can keep. Mr Chanin, who is responsible for planning and coordination at LHCT, tells that he normally uses Works Balancer once a week for planning, checking the changes and for scheduling.

LHCT is committed to continuous improvement. Satola elaborates: "This positive development is not only a result of good planning and management system, although it is a prerequisite for the improvement. Reports that LHCT has developed on top of the system are also essential for follow-up and for taking corrective actions quickly."

→ "The amount of work orders had grown too big to be scheduled manually, the shop floor control system was missing thus making it appear like a black box, and there was no transparency between different functions in the supply chain."

Jouni Satola, managing director of LHCT



Production manager Chanin Fuangfoo, managing director Jouni Satola and IT manager Pawarate Chaiyakorn in front of the casting line.

Process Balancer



Neste Marketing produces high-quality lubricants and chemicals.



Altia Corporation is an international multi-beverage company, with focus on wines and spirits.



Panda's internationally best-known brand is licorice.

Process Balancer

– for balancing supply and demand in cyclic production

Key planning issues and real-time planning outcome presented simultaneously

- Production schedule, production lines, load, shifts, personnel, all illustrated graphically
- Time-based balance between supply and demand, presented with an illustrative and user-friendly graphic balance profile

Suitable for different production environments

- Mix-and-pack industry, process industry and recurring production
- Several alternative plants and/or multiple alternative production lines
- Support for multi-level product structures
- All time elements of loading taken into consideration: set-up time, production speed and changing time
- Optimized schedule sequencing with desired given priorities

Consistent and flexible view on time axis

- Presentations on monthly, weekly, daily, and even hourly levels
- All planning from budgeting to production scheduling can be made with one tool, with focused accuracy

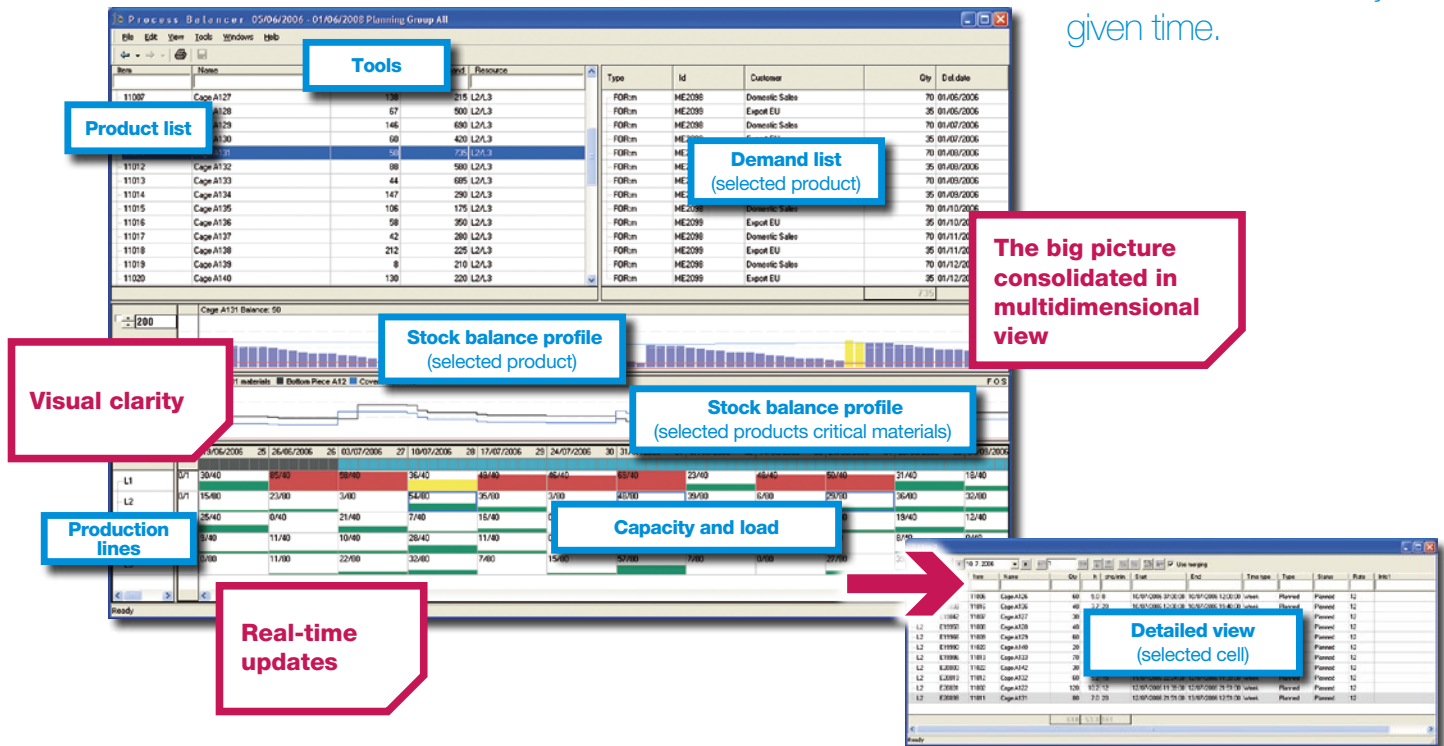
Professional tools for production planning and scheduling

- Algorithms for rough plans, to be further defined later by planner
- Time-based alerts and filters help the planner to concentrate on the essential issues at any given time
- Material availability check
- Easily maintainable and flexible shift calendars for production lines and people resources
- Configurable views and reports, with an interface to Excel

Process Balancer

Planner's multidimensional workbench

➔ Time-based alerts and filters help the planner to concentrate on the essential issues at any given time.



Works Balancer



Planmeca is one of the world's leading manufacturers of high-tech dental equipment.



Sandvik Mining and Construction has a comprehensive range of products for rock excavation operations.



Areva T&D Finland helps its customers to save energy and improve power quality.

Works Balancer – for work planning and capacity management

Key planning issues and planning outcome presented simultaneously

- Work orders, work structures and capacity utilization are illustrated in a graphic and easy-to-understand format
- Support for decision-making concerning the use of resources and work scheduling
- The rescheduling of work is made easy with a drag-and-drop feature – with a real-time load impact
- Tasks can be lined up on production bottlenecks, which enables the evaluation of load on other resources

Suitable for different production environments

- Configure-to-order, make-to-order and project-to-order industries

Flexible planning view and focus for varying planning situations

- Consistent and flexible view on time axis. On a monthly, weekly, daily and even hourly level if necessary
- All planning from budgeting to production schedule can be made with one tool, with focused accuracy

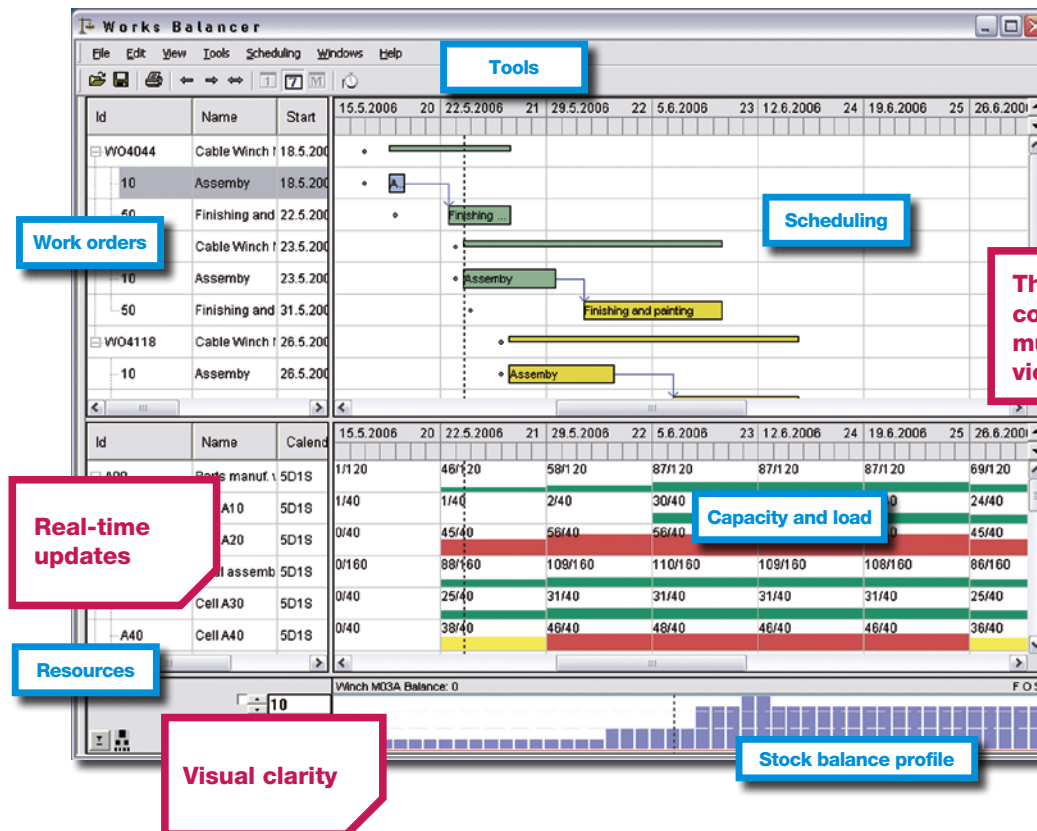
Versatile tools for production planners

- A number of simulated plans can be drawn, after which the best one can be selected for production
- Easily maintainable and flexible shift calendars for production lines and people resources
- Materials availability check based on the saved production scenario
- Prebuilt reports and report generator, with an interface to Excel
- Configurable user interface to be adjusted according to the needs of each user
- Visually illustrated load graph simplifies communication between users of high-tech dental equipment

Works Balancer

Planner's multidimensional workbench

➔ Support for decision-making concerning the use of resources and work scheduling.



Load report shows the selected resource's capacity and load profile. Different colours correspond different work statuses.

Purchase Balancer



Sinebrychoff uses Purchase Balancer for the management of imported products.



Altia uses Purchase Balancer for the purchase of 3rd party products.

Purchase Balancer

– for purchasing raw materials and 3rd party products

Key planning issues and planning outcome presented simultaneously

- User has a constant and thorough understanding of the overall situation and is enabled to reach the quality targets more easily and effectively
- Product demand (sales and/or forecast), stock levels and purchase plans can be viewed simultaneously
- Time-based balance between supply and demand
- Balance presented with an illustrative and user-friendly profile

Handling of purchase suggestions and order consolidation

- Handling of purchase suggestions, created either with Process Balancer or MRP system, enables the maximum efficiency of operations
- New purchase orders can also be created from scratch without preliminary purchase suggestions

Flexible planning view

- Consistent and flexible view on time axis.
On a monthly, weekly, daily and even hourly level, if necessary

Tools to facilitate purchase planners' work

- Product balances and purchasing alerts are presented graphically, which makes the distinction between essential and non-essential data easy
- Optimization of supplier-specific order containers – trucks, trucks with trailers, pallets etc.
- An alarm can be set up to inform the user about the last order date of the purchase batch
- Prebuilt reports and report generator, with an interface to Excel

Purchase Balancer

Planner's multidimensional workbench

➔ The planning window of Purchase Balancer gives a user a quick view of the overall situation.

The screenshot displays the Purchase Balancer software interface with several key components highlighted:

- Tools:** A menu bar at the top of the main window.
- Product list / Supplier's products:** A table on the left showing items like 'H-spare, SFS1234' and 'Paint gray 3221'.
- Demand list:** A table on the right showing sales data with columns for Type, Id, Customer, Amount, and Del. date.
- Real-time updates:** A callout box pointing to a 'Running Carpet, M11H Balance: 0' indicator.
- Stock balance profile (selected product):** A bar chart showing inventory levels for a specific product over time.
- Stock balance profile (same suppliers other items):** A line chart comparing inventory levels for different suppliers.
- Container volume fill rate:** A grid showing fill rates for suppliers (e.g., Ternas, Deutsche M, Electro Co) across various dates.
- Visual clarity:** A callout box pointing to the grid view.
- Detailed view (selected cells):** A smaller window showing a detailed order list with columns for Row, Order, Item, Name, Qty (Pack), and Status.
- User interface properties:** A settings dialog box for customizing the interface, including options for flow height, capacity, and resource settings.

In all Balancer products the planner has an extensive range of different options to customize the Balancer functionality.

Balancer Suite – Tieto’s set of visual planning tools on top of your ERP

Tieto is an IT service company providing IT, R&D and consulting services. With approximately 16,000 experts, we are among the leading IT service companies in Northern Europe and the global leader in selected segments.

We specialize in areas where we have the deepest understanding of our customers’ businesses and needs. Our superior customer centricity and Nordic expertise set us apart from our competitors.

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