

During the course of 2009, Carisma acted as a consultant to Cummins Generator Technologies (CGT) – on a project to re-design our Global Sales & Operations Planning (S&OP) process. Mr. Marco Busi led this assignment on behalf of Carisma.

The aim of the project is to bring improvements to CGT's current Global S&OP process – which balances supply from 4 factories with the demand from 5 sales regions, for 10 different lines of product. The objective is to match production capacity to demand, in order to provide good lead-time- and delivery-performance to our customers, to maximize our sales and our margins, while keeping our inventory to a minimum, and maintaining smooth loading profiles for our factories.

The project consisted of an as-is analysis; process re-design work; in-depth reviews of the proposed process with CGT's Executive board and its Commercial and Operations Management; the production of a final report; a number of working templates and key performance indicators (KPI's) for the improved process.

Throughout the course of this project, Mr Busi and other engaged Carisma personnel demonstrated a thorough understanding of the subject, great diligence at learning the specific aspects of our business, a wide-angle view when analyzing the requirements and defining a solution, and a good capability at designing and promoting improvements.

There is good internal buy-in as to the benefits which this improved process will bring to CGT. As a result, the implementation project – which has recently been started – is now also enjoying positive support.

Marco Katz
Global IT and L&D Director