

INTRODUCTION

The MAHLE Group is one of the world's largest tier-one automotive suppliers and employs over 76,000 employees in 170+ production plants and thirteen R&D centers in Germany, Great Britain, United States, Brazil, Japan, China, and India. The company has a global turnover of more than 12 billion Dollars.

Besides the automotive sector, MAHLE's innovative products are also used in stationary applications, mobile machinery, as well as in railroad, marine, and aerospace applications.

BUSINESS CHALLENGE

MAHLE North America had been struggling with an ineffective, manual planning process for years. But, the pain was diffused across multiple departments, plants and locations, and no one department tracked the entire process. The poor outcomes were not directly visible, and there was no clear process owner. Sound familiar?

MAHLE's previous planning process was arduous, fragmented, and relied on manual workarounds. The different planning approaches and spreadsheets in use across departments, plants and divisions made consolidation and integration difficult. Getting timely access to data – both actual and plan – was difficult and painful and there was little transparency. Confidence in data was correspondingly low. Forecasting detail and accuracy needed to improve.



SOLUTION DELIVERED

MAHLE selected Allevo from several alternatives evaluated based on the systems ability to meet all the business requirements specified as well as satisfy the needs specified by different plants and business units. Other factors that favored Allevo were a flexible license structure, lower total-cost-of-ownership, and ease-of-use. These factors combined to make Allevo the clear leader when the investment justification and ROI calculations had been completed.

Allevo consultants worked closely with MAHLE stakeholders from finance and IT to adapt and implement Allevo as MAHLE's new planning solution that went live in June 2016. While this was a pilot project, the restriction was on the number of plants and business units targeted, not a functional limitation. Hence, the new solution addressed the full range of planning activities underway at MAHLE: Cost Center, Sales, Production, BOMS/Routings, CO-PA, Purchasing, Maintenance, and more.

The resulting solution met or exceeded all stated requirements and earned high praise for its overall effectiveness, user friendliness, flexibility, and value.

RESULTS / BENEFITS ACHIEVED

The project's initial phase was rated a complete and unequivocal success along every metric. Of note was how intuitive and straightforward Allevo was for end-users, who ranged from seasoned controllers to intermittent users outside of finance. By enabling these users – line managers and production foremen – to directly input planning relevant data saved time, improved quality, and helped grow a data-centric culture at all levels of the company.

"The Allevo project went very well and the results exceeded expectations in just about every category. The resulting solution was so effective – and yet intuitive and easy-to-use – it turned even hardcore skeptics into advocates."

– Richard Gray, Manager, Head of Cost Accounting

By making production data so accessible, Allevo fostered greatly increased transparency, which in turn drove better understanding of overall unit cost and the factors that affect it. The resulting transparency, engagement, relevance, and ease-of-use drove the most critical users to embrace the system, ultimately turning skeptics into advocates.

Following the successful pilot, Allevo is now being rolled out across the NAFTA region at MAHLE in 2017.