

CASE STUDY



SILGAN PLASTICS

CLIENT COMMENTS

Optimum's ability to understand our complex process allowed us to achieve our strategic objectives resulting in a 75% time reduction in our process.

—Ryan Flynn,
Oracle Project Manager

ORACLE SOLUTION

Demantra 7.2.0.1
Oracle 10g Database
Oracle Release 11.5.10
750 Users

THE CHALLENGE

Silgan Plastics needed to replace and streamline their manual, and extremely time consuming, process of gathering and propagating forecast and budget data amongst 23 plants. In combination with a very aggressive time-frame for implementing the 7.2.0.1 version of Demantra, the challenges confronted included gathering data from disparate sources while ensuring its accuracy and quality, collecting input from the proper business users to create the correct data models to position Silgan for the future, and developing a solution to handle products with intermittent demand and product replacements.

THE SOLUTION

Optimum assisted Silgan Plastics with the implementation of the Demantra Demand Management module within the required timeframe. Optimum developed and installed a demand management solution utilizing Demantra 7.2.0.1 on an Oracle 10g database environment. This unique solution replaced the current excel based process with Demantra which including implementing approval processes utilizing workflows, reviewed the Demantra Management functionality to ensure

compatibility with future phases and developed training materials in UPK along with training the account managers and plant managers on Demantra.

STRATEGIC OBJECTIVES

“Optimum’s ability to understand our complex process allowed us to achieve our strategic objectives resulting in a 75% time reduction in our process,” notes Ryan Flynn.

By leveraging a fully-integrated Demantra solution, Silgan Plastics is strategically positioned to:

- Improve collaboration between the sales force and the plants
- Reduce the time to perform annual budgeting process
- Improve the overall forecast accuracy

ABOUT SILGAN PLASTICS

Silgan Plastics Corporation is a leading supplier of packaging throughout North America. They manufacture custom designed and stock packaging for the personal care, household, industrial and food markets. They are headquartered in St. Louis, MO with 23 plant locations.