



CADENAS – the first year

Implementation and standardization with
PARTSolutions

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Author: Ing. Raimund Horvath, M.Sc.

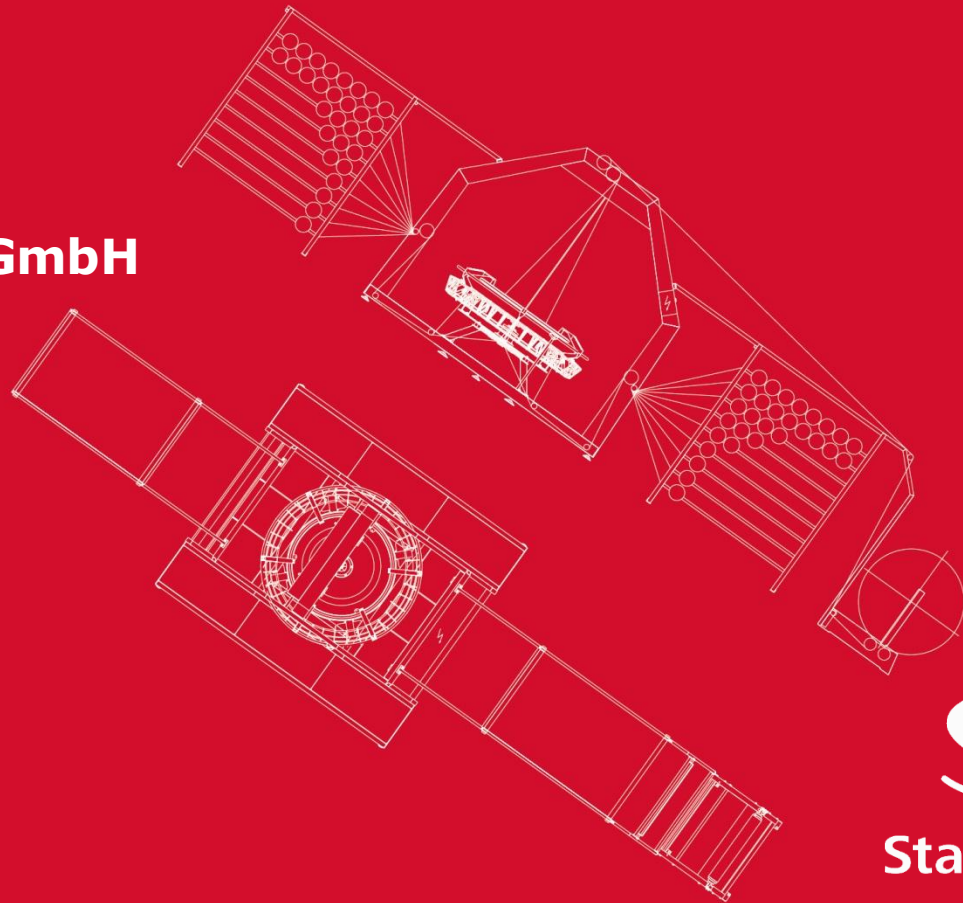
Topics

- Introducing Starlinger & Co. GmbH
- Initial status and basis of purchase decision
- Implementation and results



Introducing Starlinger & Co. GmbH

Starlinger – who are we?



Starlinger Key – Data



Starlinger

- World market leader in the fields of woven plastic packaging and PET recycling and refinement
- Founded 1835 in Vienna
- Production sites in Weissenbach/Austria and Taicang/China
- Branches in the USA, India, Russia, Uzbekistan, Indonesia, China, South Africa and Brazil
- Over 600 employees
- Export quota: over 98 %
- Starlinger customers in over 130 countries produce approx. 15 billion sacks per year



Associated Companies:

unistrap

UNIMAS



TL TISZATEXTIL

SML

- unistrap GmbH, Austria; approx. 60 employees
- Machine assembly, woven tubing for gas and water rehabilitation, phosphatin of metal surfaces
- UNIMAS GmbH, Hungary; approx. 120 employees
- Sheet metal forming, steel components, powder coating, machine assembly
- MAPLAN GmbH, Ternitz/Austria; approx. 150 employees
- Rubber injection moulding machinery for clamping forces from 150 kN minimum to 10,000 kN maximum
- Maplan Schwerin, Germany; approx. 240 employees
- Components for plastics machinery, screws, plates, barrels, motor casings
- Tisza Textil, Hungary, France, Estonia; approx. 450 employees
- Production of FIBCs, roof insulation films, agricultural films, woven plastic sacks (AD*STAR®)
- SML GmbH, Lenzing/Austria; approx. 190 employees
- Extrusion coating and laminating lines, coextrusion, cast film and calendering lines, spinning lines for multifilaments

Starlinger - establishments and agencies worldwide

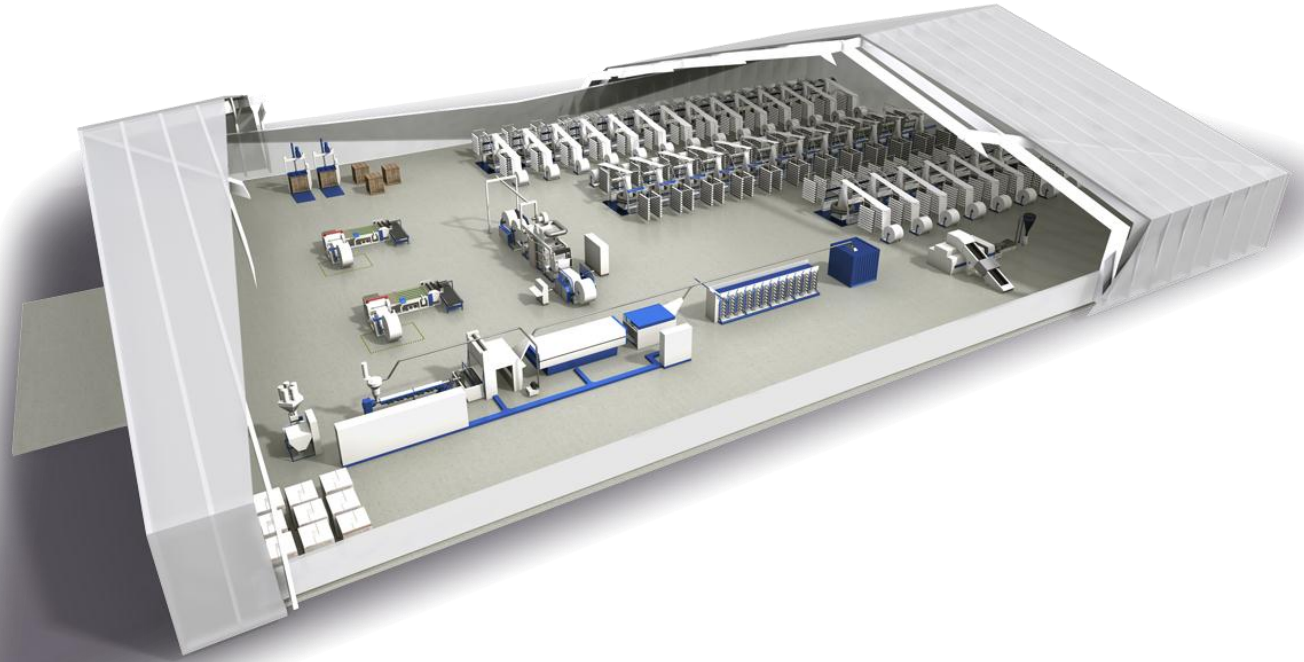


Starlinger – customers world wide



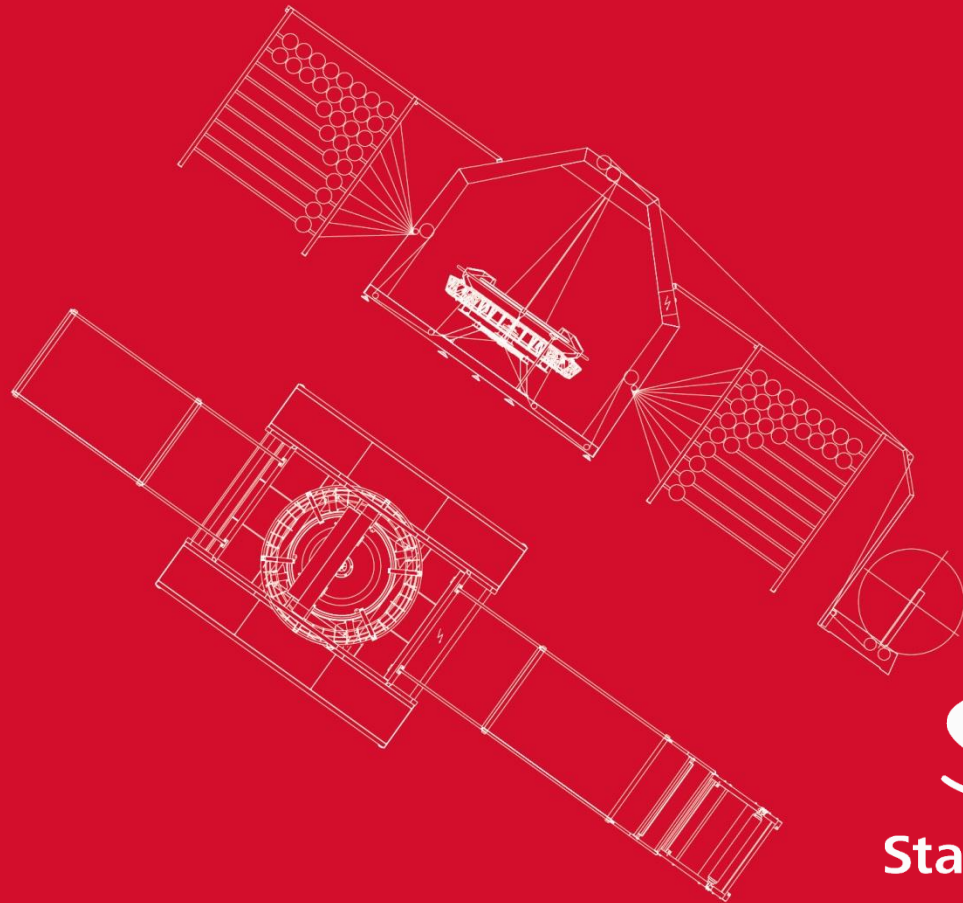
Product Range

- Tape extrusion lines
- Circular looms
- Coating lines
- Printing machines
- Tubing lines
- Sack conversion lines
- Laboratory and testing equipment
- Plastics recycling and treatment lines



Initial status and basis of purchase decision

Dare we,
to see things as they are.
Albert Schweitzer, alsatian Philosopher



Initial status and basis of purchase decision

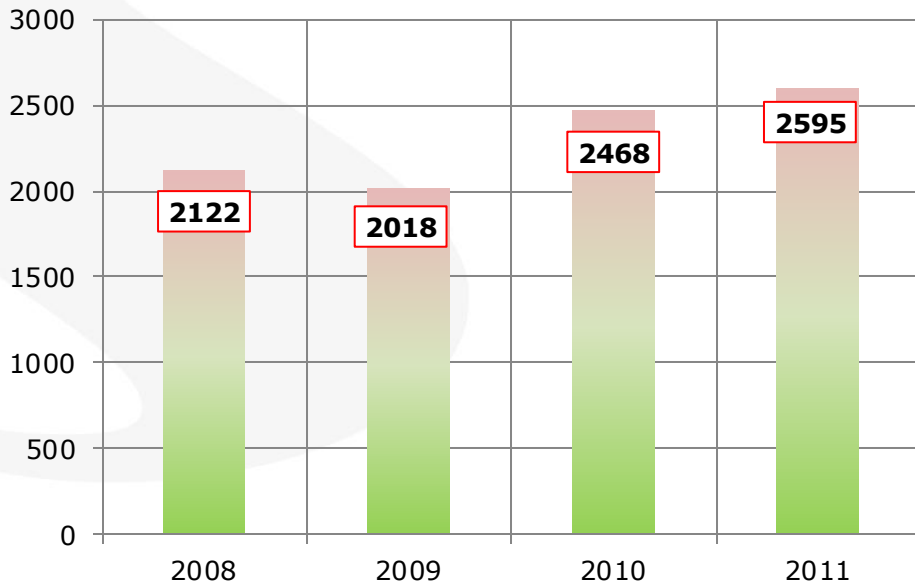


- ERP: ABAS
- CAD-System: One Space Designer
- PDM: Model Manager
- text retrieval in order to search for parts in ERP and PDM
- no connection between ERP and PDM
- no naming rules
- Maverick-Buying by a lack of communication between the design teams

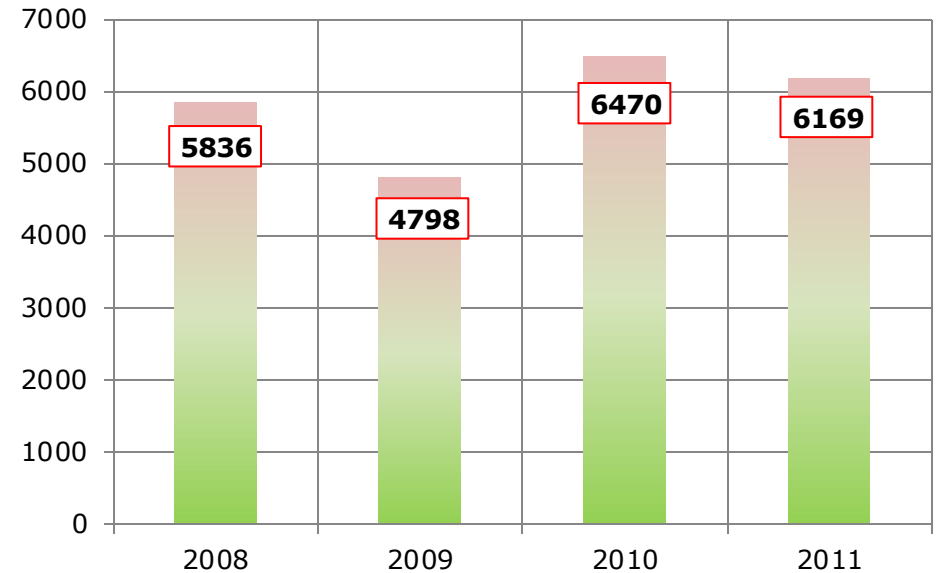


Initial status and basis of purchase decision

Number of newly created ERP-items for purchased parts

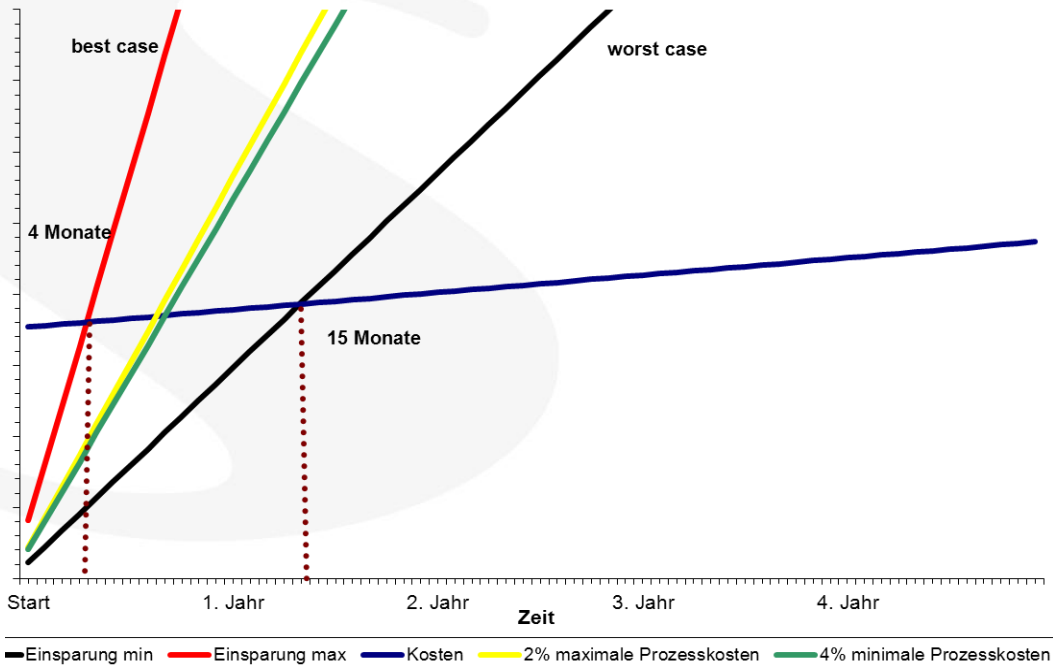


Number of newly created ERP-items for self designed parts



Initial status and basis of purchase decision

ROI strategisches Teilemanagementsystem Überarbeitet

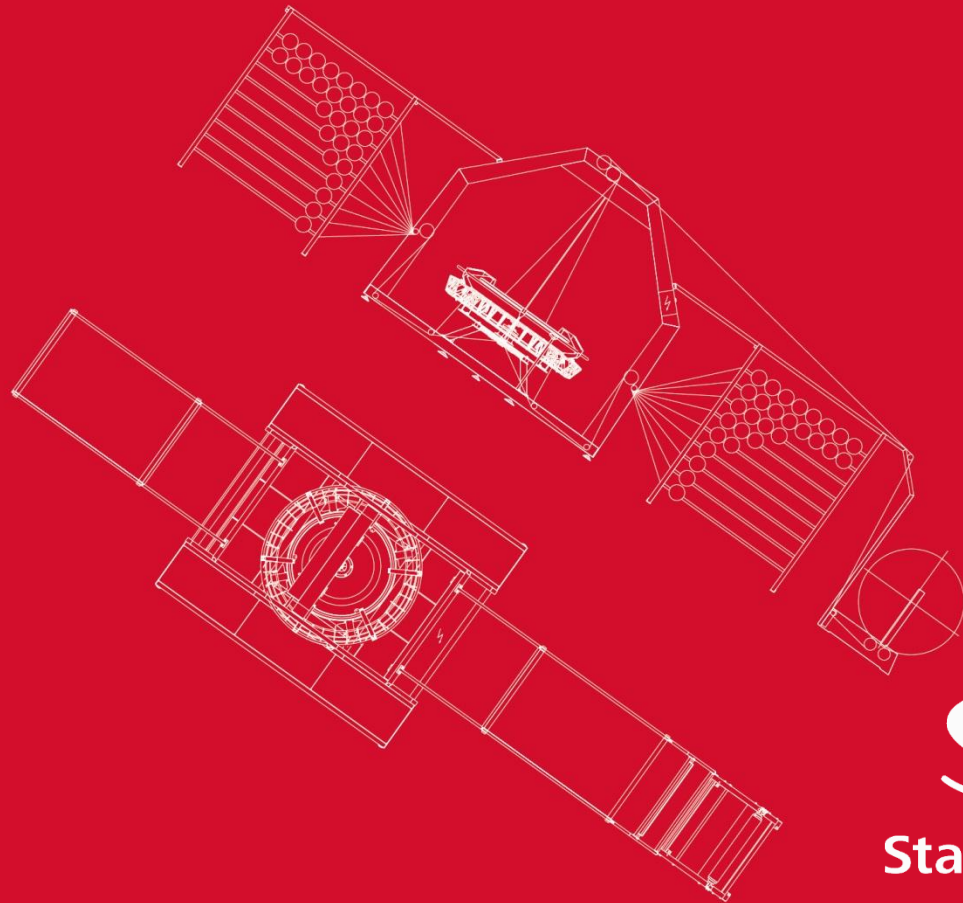


- costs:
 - license fees, consulting and customization
 - maintenance costs
- best case:
 - optimal avoidance of duplicates
 - maximal process costs
- worst case:
 - minimal avoidance of duplicates
 - minimal process costs

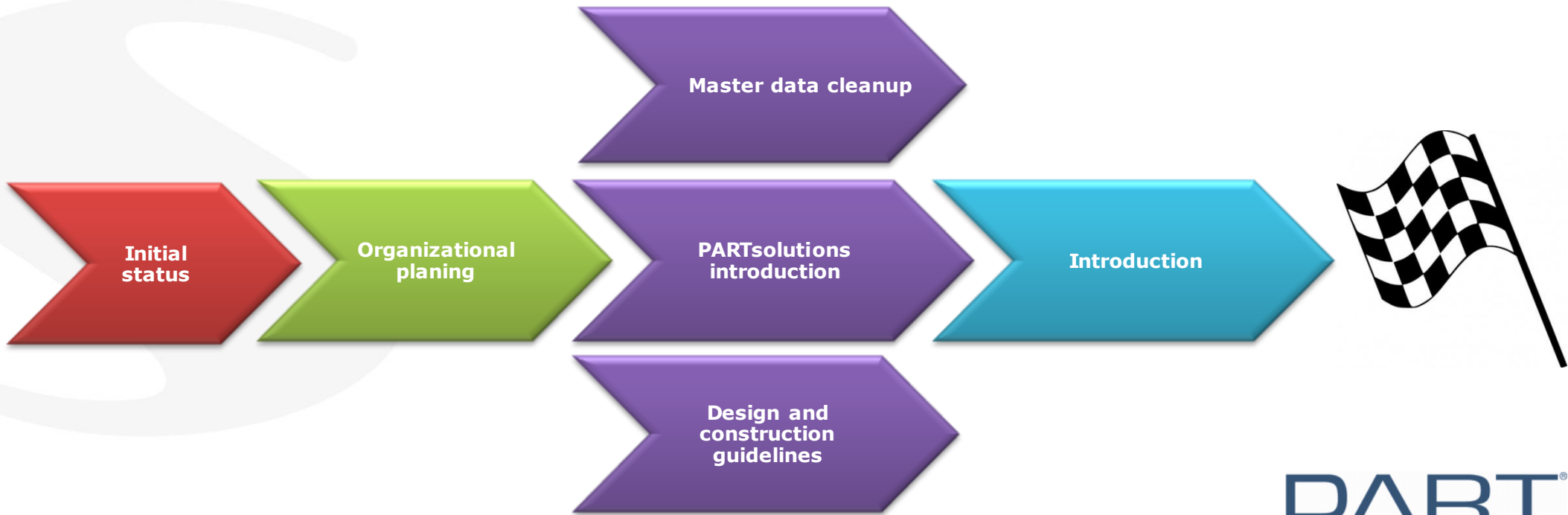
Implementation and results

Who has no patience with little things,
will fail in the big plan

Konfuzius, chinese Philosopher



Implementation and results



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Implementation costs

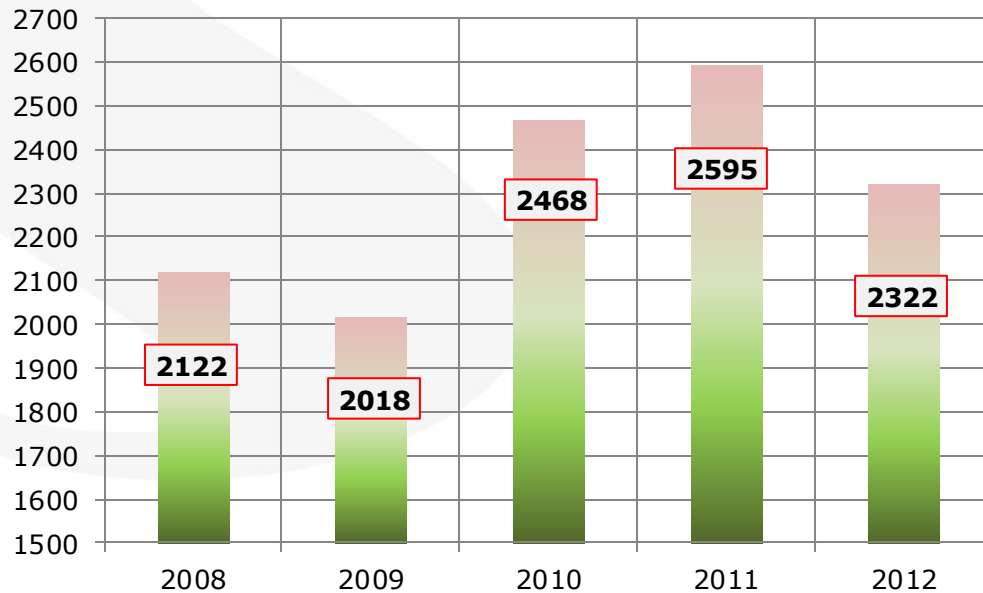


- Staff unit has proven itself as a project manager
- Early involvement of the management strengthened confidence in the project
- simple and non-bureaucratic cooperation with CADENAS
- identification with the project
- external expenses Ca. 200 hours
- internal effort Ca. 475 hours

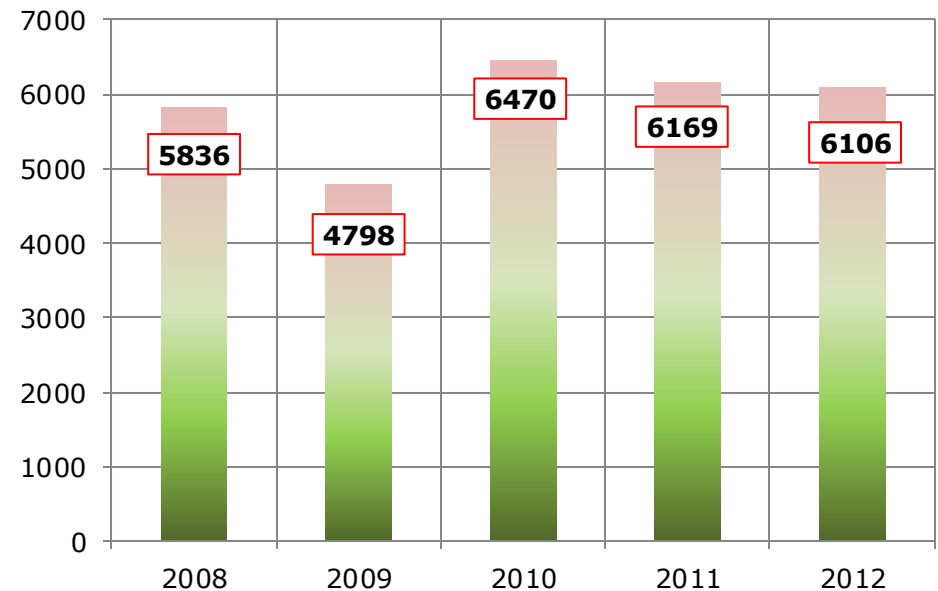


Development of newly created ERP-Items

Number of newly created ERP-items for purchased parts



Number of newly created ERP-items for self designed parts



Positiv sideeffects

- supplier consolidation
- closer cooperation with suppliers who have a PARTSolutions catalog
- increase of design quality through proper models
- substantial increase in the master data quality
 - PDF data sheets in the ERP item master
 - Naming of ERP items unified

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Spreading in other departments

- Customer Service Center
 - sourcing of parts in foreign countries
 - finding alternative suppliers
- Logistics and purchasing
 - finding alternative suppliers
 - independent export of .stp for external workshops
 - optimizing the number of suppliers

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Lessons Learned

- success can only come with acceptance by all users!
- important for the acceptance:
 - repetitive training and user meetings
 - Number of newly created ERP-items as a motivation for the design engineers
 - Explanation why a high variety of parts is cost expensive
 - Powerful solution



Next Steps

- Unterstützung der Konstruktion im Bereich des Kosten-Forecasts
- Support the designers at target-costing tasks
- Cost estimates of construction without the need of a drawing
- Implementation of the system in the goods acceptance department

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Let our experience work for you!

Weitere Informationen unter:
www.starlinger.com

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Autor: Ing. Raimund Horvath, M.Sc.