

# **GKN Land System**

Business intelligence proactively manages supply chain performance

Worcestershire, England www.gkn.com

## Solution Components

- IBM® Netezza® 1000
- IBM Cognos® Business Intelligence V10
- IBM InfoSphere® DataStage®
- IBM Global Business Services®— Business Consulting Services

GKN Land Systems is a global supplier of integrated powertrain components, systems, solutions and services. It has 39 manufacturing facilities worldwide.

## The Opportunity

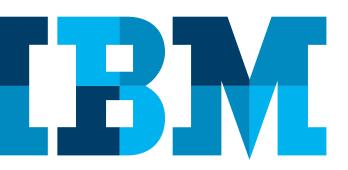
As this power systems manufacturer grew through acquisitions, so did its ERP system complexity. It became increasingly difficult to maintain high-level oversight of key performance indicators (KPIs) for supply chain management, inventory management, procurement and customer satisfaction.

### **What Makes It Smarter**

A data warehouse and business intelligence solution enables the company to monitor how it and its manufacturing facilities are meeting KPIs, triggering automated alerts when deviations occur. For example, if customer satisfaction scores are dropping, now GKN Land Systems can use the BI solution to drill down into both facility and business process data along several dimensions to find the root cause and implement measures to quickly resolve the problem.

#### Real Business Results

The solution provides improved data consistency and quality, replacing previously separate systems and unreliable data. GKN Land Systems has increased its worldwide customer delivery satisfaction rate by 30 percent by optimizing delivery and addressing critical bottlenecks or shortages proactively instead of reactively. It also improved supplier delivery reliability by 20 percent while reducing supplier spend through improved supply chain visibility. Finally, the company reduced inventory stock by 15 percent by improving forecasting and overall stock management among its facilities.



#### For More Information

Please contact your IBM representative or IBM Business Partner. Visit us at ibm.com/cognos.

To learn more about GKN Land System, visit www.gkn.com/landsystems/Pages/default.aspx.

"New, global business insight and automated alerts help us proactively manage critical parts of our business that have a direct impact on the bottom line."

- Josef Hofer, chief information officer



© Copyright IBM Corporation 2014

IBM Corporation Software Group Route 100 Somers, NY 10589

Produced in the United States of America February 2014

IBM, the IBM logo, ibm.com, Netezza, Cognos, InfoSphere, DataStage and Global Business Services are trademarks of International Business Machines Corp., registered in many jurisdictions worldwide. Other product and service names might be trademarks of IBM or other companies. A current list of IBM trademarks is available on the Web at "Copyright and trademark information" at <a href="https://www.ibm.com/legal/copytrade.shtml">www.ibm.com/legal/copytrade.shtml</a>.

This document is current as of the initial date of publication and may be changed by IBM at any time. Not all offerings are available in every country in which IBM operates. The performance data discussed herein is presented as derived under specific operating conditions. Actual results may vary. THE INFORMATION IN THIS DOCUMENT IS PROVIDED "AS IS" WITHOUT ANY WARRANTY, EXPRESS OR IMPLIED, INCLUDING WITHOUT ANY WARRANTIES OF MERCHANTABILITY, FITNESS FOR A PARTICULAR PURPOSE AND ANY WARRANTY OR CONDITION OF NON-INFRINGEMENT. IBM products are warranted according to the terms and conditions of the agreements under which they are provided.



Please Recycle