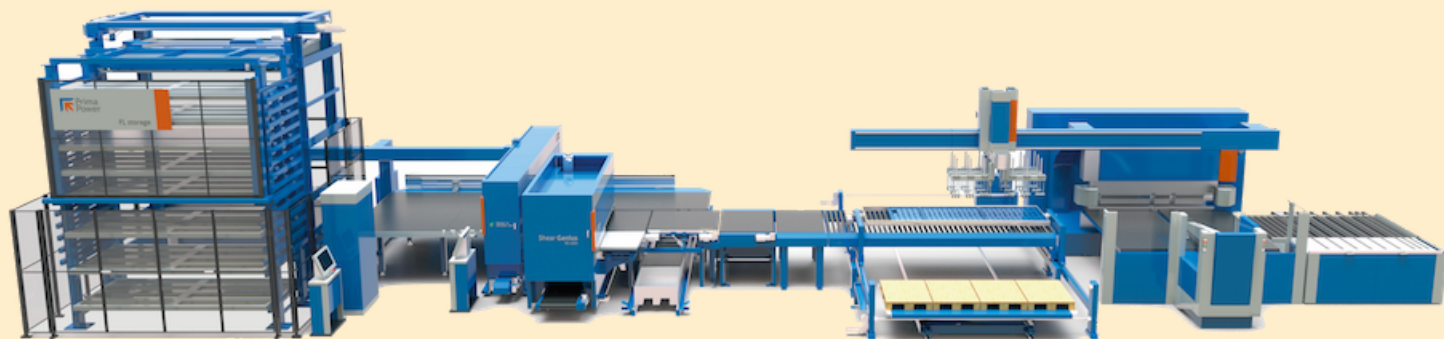


**FRICTION FREE
COMMUNITY**

DIGITAL SUPPLY CHAIN CHAMPION

CASE PRIMA POWER

#digitalsupplychain



A typical manufacturing company, such as Prima Power, is delivering projects. Volumes per item are not very high but changes are common during the project as the product is developing. New kind of information sharing with the suppliers is needed!

Tommi Mäki
Purchase Manager

PRIMA POWER

Energy in Efficient Use

Prima Power is the Machinery Division of Prima Industrie Group, listed on Milan's Stock Exchange. Company is delivering machines and systems all over the world from their own manufacturing facilities in Italy, Finland, USA and China.

The company pride themselves as a leading specialist in machines and systems for sheet metal working. The offering covers laser processing, punching, shearing, bending, automation.

THE BASELINE

Microsoft Axapta ERP used successfully several years.

No tools nor integrations adopted for supplier collaboration.

Order confirmations shared with email and handled manually.

Order change handling done manually with emails.

Communication with suppliers mainly done with emails.

THE PAIN POINTS

Documents transferred via email, control was missing.

When changes occurred, information searching took lots of time.

Increased email traffic caused ineffectiveness.

Crucial information was laying in personal inboxes.

When people changed their jobs, information was disappeared.

Cooperation took place only between purchaser & salesman.

THE PRIMARY NEED



EFFECTIVITY

To increase the throughput and white-collar productivity in all crucial supply chain processes, especially in PO process.



LEAD-TIME

Decrease the lead-times especially in PO, Claim and Engineering Change processes where the changes needs to be handled promptly.



QUALITY

Achieve a significant reduction in cost of poor quality by offering a real-time information and communication for all suppliers.

SOLUTION

Instead of a traditional portal, Prima Power ended up choosing Jakamo and integrate Jakamo's Order application with Microsoft Axapta ERP and Teamcenter PDM.

Jakamo was selected as a platform solution because it was designed for holistic supplier network management, not only for transferring purchase orders. As an early-adapter we recognized a modern and intelligent way for network management and producing information, that Jakamo had designed.

Tommi Mäki
Purchase Manager

Thanks to Jakamo's easy on-boarding process, over 90 % of all POs are ordered and managed by using Jakamo.

With the help of the automatised PO process and holistic supplier network management, we were able to achieve a systematic and relational approach for supply chain management.

Today, the shared view of current situation with suppliers is real-time and established in a common place. All participants within the business relationship stay continuously well-informed about what is happening.

Tero-Jussi Teppo
VP, Purchasing & Logistics

RESULTS

Over 100 % improvement in purchase order throughput.

Suppliers' on-time-delivery improved by 15 % points.

Cost of poor quality decreased by 20 % points.

Purchasers' email traffic decreased dramatically by 60 %.

Time spend on strategic issues increased considerably.



The results were achieved during the first full two years of using Jakamo. The value impact will continue during the next years.

Unproductive work is now transformed into effective and transparent cooperation with suppliers. As a result, we can see higher throughput, better OTD, improved quality and happier staff.

Tero-Jussi Teppo
VP, Purchasing & Logistics

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