

ELIX Polymers maximizes EBIDTA with real-time analytics for S&OP



About ELIX Polymers

Operating from its head office in Tarragona, Spain, and with Sales support teams in all key markets, ELIX Polymers is a specialist provider of tailor-made solutions for high quality thermoplastics applications. With a track record of over 40 years, ELIX Polymers is an expert in ABS polymers, serving over 300 clients in more than 40 countries with 263 employees. The company reported a turnover of €228 million in 2018.

Problem

Companies in the chemical industry face several challenges, including industry consolidation, growing competition and raw material price volatility. ELIX Polymers was looking to build a high maturity control tower to create the right customer experience and maximize EBITDA. Their process is a key pillar in that control tower. They were searching for enabling technology to improve supply chain visibility and analyze scenarios to arrive at the right planning decisions during S&OP meetings.

Solution

ELIX chose AIMMS S&OP Navigator as their technology to facilitate real-time scenario assessments during monthly planning meetings. The App was implemented in record time. They had their first training workshop in May 2016 and had a running application in September of that year. With the App, they can perform risk assessments, evaluate scenarios using demand as the driver, and generate the best solution to maximize EBITDA, considering targets and constraints. The value of the App was demonstrated when they had a serious production issue caused by a breakdown in one of their plants. With S&OP Navigator, they could quickly simulate the impact of the problem on their volume and EBITDA and decide on the best course of action. They were able to do this within an hour, with the management team interactively reviewing scenarios during a meeting – an activity that would have previously taken them at least 24 hours with more cumbersome and less interactive tools.

Results

With AIMMS S&OP Navigator, ELIX Polymers was able to integrate its S&OP process in a single platform. They can generate and assess scenarios in real-time during meetings and can quickly maximize EBITDA.

“With AIMMS SC Navigator, we can make use of supply chain Apps that would not be possible for us to buy because of the software & implementation costs.” - Narcis Vidal, Supply Chain and Technology Services Director

Results in a nutshell

- Better decision-making process
- Improved supply chain visibility
- Fast scenario generation

Contact Us for a Demo

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About AIMMS

The AIMMS Prescriptive Analytics Platform helps you evaluate and identify the best options to tackle your most pressing challenges with sophisticated analytics that leverage mathematical modeling and scenarios while pulling from multiple data sources. You can immediately gauge, not just what is likely to happen, but what you should do about it for the best possible outcome. Whether you seek to improve your strategy, planning, operations or transform your entire supply chain, AIMMS software is the ideal combination of being tailored to your unique situation paired with speed to value (ROI). That's why teams at Shell, GE, Heineken and many more fire up AIMMS every day.

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