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 System

Business intelligence proactively manages supply chain performance

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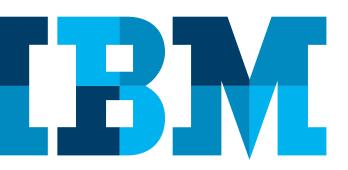
The Opportunity

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