

WABCO



WABCO puts the Brakes on Inventory Overages and Shortages with Embrace Cloud ERP .

“Embrace has enabled us to accelerate order turnaround by bringing greater efficiencies to order management, forecasting and the manufacturing process.”

Enoch Silcock - Area General Manager - WABCO South Africa



Embrace enables WABCO South Africa to successfully:



Industry Sector



The Challenge



The Solution



The Benefits



Why Embrace?

- ✓ **Empower** employees with anywhere, anytime access
- ✓ **Optimise** inventory
- ✓ **Increase** visibility into finished products, sub-assemblies and components
- ✓ **Maximise** competitive edge

- Importing | Assembly | Manufacturing
- Distribution of Commercial Automotive Air Brake Components

- Minimise IT Infrastructure costs
- Higher system availability and access
- Optimise process for manufacturing and sales
- Ensure a smooth transition from on-premise to cloud hosted

- Embrace end-to-end Cloud ERP Solution
- Integrated Procurement, Forecasting, DRP & Manufacturing
- Outsourced system administration and support

- Reduced costs with optimised supply chain
- Increased productivity and efficiency
- Real-time access to accurate data to accelerate decision making

- Strategic partner with proven expertise in the automotive and manufacturing industries
- In-depth understanding of WABCO SA and ability to deliver a perfect fit for the business

The Company

WABCO South Africa distributes air brake components to all the major vehicle manufacturers and distributors of commercial automotive components in Southern Africa and is part of the global company, WABCO Vehicle Control Systems based in Germany.

The company has been trading in South Africa and the Southern African region for over 50 years and has branches in Johannesburg, Durban and Cape Town, servicing both the OE Manufacturing and Aftermarket industry sectors.

WABCO SA is fully committed to offering the fleet-operator, trailer-builder and independent distributors the very best in technical support, information and training to ensure that their products provide the ultimate in safety, reliability and braking efficiency, with a low cost of ownership.

To achieve this they use the full suite of Embrace ERP modules. The association between WABCO Automotive South Africa and ACS-Embrace goes back to the early 1990's. ***“Embrace is still today an integral part of the operations of the company and has ensured stability and consistent reliability of the daily functions of the business over the years,”*** states Enoch Silcock, Area General Manager, WABCO South Africa.

He explains that the company's operation involves a wide range of operational functions from importing, warehousing, financial and counter parts sales to complete brake system assembly and production, all involving a host of small peculiarities to their specific business. ***“Embrace has met all the challenges we have thrown at it over the years,”*** states Silcock, adding that the strength of the Embrace ERP system has been its adaptability to customer requirements while maintaining simplicity of function for the user.

The Challenge

Minimise IT Infrastructure Costs

WABCO SA separated from their previous partner with whom they shared an on-premise system. The decision was taken that they would continue to use the comprehensive Embrace ERP business solution. They did not, however, have the necessary IT infrastructure to implement and support it themselves. Additionally, their server was 10 years old, had reached end-of-life and would need to be replaced.

For these reasons WABCO SA considered the Embrace ERP cloud solution and looked to ACS-Embrace to ensure a smooth transition from on-premise to cloud hosted.

“Embrace has met all the challenges we have thrown at it over the years.”

Enoch Silcock - Area General Manager - WABCO SA

Optimise Process for Manufacturing and Sales

WABCO SA imports a wide range of components which are then locally assembled. The company makes-to-order and makes-for-stock and has over 10,000 part numbers on the system with 3,000 line numbers in stock at any one time. Forecasting and inventory control are vitally important to WABCO's ability to fill orders on a timely basis.

Cater for Different OEM and Aftermarket Requirements

OEM's demand specialised brake systems, even if just one or two components differ from the standard Bill of Material (BOM). The Embrace Manufacturing module would provide the flexibility required to meet this and all other complex assembly requirements. New systems can be created quickly utilising existing phantom sub-assemblies as building blocks already in Embrace.



Optimise Inventory Management

The company was looking for ways to reduce their stock holding while still ensuring the warehouses are optimally stocked to meet order demand.

Meet Global Head Office Operations and Reporting Requirements

With WABCO Germany buying out the 51% local share, compliance and reporting requirements became more complex. These requirements, including Sarbanes-Oxley (SOX) compliance, needed to be met.

The Solution

Earlier this year, WABCO Automotive SA deployed the full suite of Embrace ERP modules in a cloud-hosted environment. At the same time, they upgraded to the latest version of the Embrace solution and implemented the Manufacturing, Forecasting and Distribution Requirements Planning modules. Embrace system administration and support have been outsourced to ACS-Embrace.

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The best thing we did was move to the cloud! The connectivity is brilliant, it's fast, in fact, much faster than when we ran on premise. I can now work anywhere, anytime, even at midnight. We can respond to issues as they arise and deliver improved customer service.

Enoch Silcock - Area General Manager - WABCO SA

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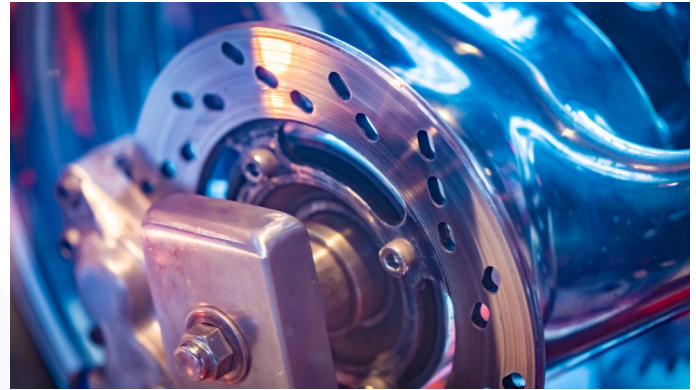
Local and Available

Wabco SA had been using Embrace ERP for the past 30 years and knew it was a perfect fit for the business, that it offered a lot and would meet all new and future requirements. They also liked the fact that Embrace is a local product, with local support “just down the road”.

“We can do anything we want to with Embrace. It works the way we do and it's so easy to customise,” states Silcock.

System Administration and Support

The ACS-Embrace Outsource Centre provides all support and system administration and includes running day-end, month-end, managing passwords and logging users on or off the system.



“The service and support is superb! All issues and queries are quickly resolved and then followed up with a call to ensure we are happy,” states Silcock.

The Benefits

Streamline and Automate Manufacturing

WABCO recently implemented Embrace Manufacturing with Forecasting and Distribution Requirements Planning. To accommodate the different OEM specialised brake and valve requirements, Embrace updates the Bill of Material (BOM), rolls up all prices and costs and evaluates the profitability of each customised order.

Each BOM has multiple levels as well as sub-assemblies. “Phantoms” have been created on the system for these sub-assemblies. They can be assembled, changed and adapted as needed and the components are not shown as being in stock. This has cut out a number of steps and saved a lot of time.

“Moving to Phantoms has streamlined our manufacturing process while still maintaining the multi-level structure of the BOM,” explains Silcock.

Accurate Forecasting Ensures More Efficient and Cost-Effective Assembly Platforms

Embrace filters down to the component level of each item and recommends purchase orders based on sales orders and defined safety stock. Taking lead times and order urgency into account, Embrace suggests whether components be shipped via air or sea freight and calculates the costs accordingly.

With Embrace, WABCO SA has complete visibility over finished items, sub-assemblies and their components and are able to make reliable delivery promises to their customers.

“Embrace has enabled us to accelerate order turnaround by bringing greater efficiencies to order management, forecasting and the manufacturing process,” states Silcock.

End-to-End Financial Management puts Finance in the Driving Seat

Embrace provides complete visibility into every corner of the business. Any anomalies or issues are quickly identified, enabling immediate action to be taken. *“The ability to drill down from the general ledger all the way through to source transactions is a huge benefit,”* states Bessie Mampa, Financial Manager.

She adds that Embrace Reporting is comprehensive, gives a true reflection of the business and helps her to effectively manage the department. *“I can get any report I want from the system and I trust the numbers,”* adds Mampa. The IT14SD VAT report has simplified and streamlined the company’s VAT reporting and saved her a lot of time.

WABCO HO reporting deadlines are tight and to meet KPIs, reports need to be submitted within a day after month-end. Embrace enables them to meet these as well as the SOX audit compliance requirements.

Anytime, Anywhere Access

“Moving to the cloud has changed my life! Everything is so much easier and more accessible. I have anytime access. I don’t need a VPN connection. All I need is internet access. My team and I can work on the move,” exclaims Mampa. Before deploying Embrace in the cloud, she used to have to be at the office before 6am at month-end to start running the reports. Now she starts the report from home, when it suits her, arrives at work at her normal time, no stress and the reports are ready.

Increased productivity and efficiency

24/7/365 access to Embrace, along with the upgrade and additional functionality has enabled WABCO SA to become more agile, versatile and competitive.

The overall user experience has improved and productivity has increased significantly.

Embrace has boosted efficiency in a number of ways. WABCO SA has aligned manufacturing with the way they function. The entire assembly process has been streamlined. The company has been able to fulfil orders quickly and accurately, while increasing inventory turnover and reducing supply chain costs.

By having accurate and increased visibility into their inventory, WABCO are able to better manage their strict quality control processes.

“Delivering superior customer service is important to us. Embrace ERP helps us to provide our customers with the goods they ordered, at the right place, as quickly as possible,” concludes Silcock.

Future Plans

To remain competitive and deliver a superior customer experience, WABCO plans to implement Embrace E-Commerce. This will give customers the convenience of logging in, even after normal business hours, to check stock availability and lead times, view their unique customised price list, view quotes, place orders or download documents.

As the business moves forward Embrace ERP will continue to play a key role in WABCO SA’s success.

