

SUCCESS STORY

Successful with a Kanban system for all suppliers and articles

KESSLER Group is known as a market-leading manufacturer of motor spindles as well as direct fork milling heads and rotary swivel tables for machine tool manufacturing. With its extensive product portfolio, KESSLER serves the most important companies in the machine building industry. Almost 100 years of experience in the development of flexible and customized solutions in a wide range of industries, processes and applications has convinced the market. In order to be able to continue to operate successfully in the market, Kanban processing according to the most modern standards and on the basis of innovative technologies must of course not be missing. In addition, it is crucial that the direct supplier relationship is maintained and the associated exchange of know-how for the development of high-quality products continues to be guaranteed.

KESSLER GROUP

Portfolio

- Spindle technology
- Systems engineering
- Drive Technology
- Services

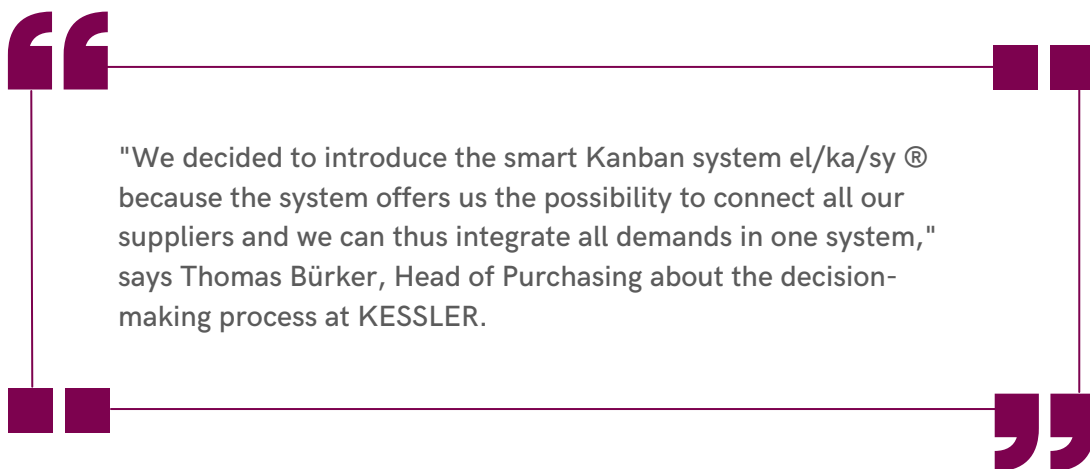
Challenges

- Different ordering processes or Kanban systems
- Lack of transparent article overview
- Competitive pressure

C-PARTS MANAGEMENT RETHOUGHT

In its C-parts management, KESSLER focuses on price, quality and a direct supplier relationship as decisive criteria. Conversely, this meant that in the past, when procuring articles from the areas of DIN standard parts, hydraulics and seals, different processing procedures and in some cases kanban systems were used. As a result, KESSLER only had a quick and easy overview of the articles available in stock for the respective range of parts. Manual effort and, of course, unnecessary process costs were the result in order to obtain an overall view. KESSLER recognized the potential for optimization in its procurement process and the company quickly realized that the future lay in automatic order processing based on the latest technologies and in accordance with Industry 4.0 standards. The evaluation of various systems and the existing process led the company to the conclusion that the introduction of a Kanban system, through which all items and suppliers can be handled via one system, is the solution.

A consolidation service provider, which also integrates all parts via a system, was explicitly excluded during the decision-making process. Although this would have enabled KESSLER to benefit from a system, the result would have been higher item prices, the loss of the direct supplier relationship, and immense dependency.



With the support and experience of the P.S. Cooperation team, a smooth changeover of the Kanban system took place. The internal change process at KESSLER, which the introduction of a new system entails, was also successfully implemented to the complete satisfaction of all involved thanks to the intuitive and simple user guidance of the system and the professional support of P.S.. As a conclusion, Thomas Bürker says, "we can now handle all our suppliers with a transparent process, which significantly streamlines both administrative and logistical processes. Furthermore, we remain in direct relationship with our suppliers and can thus continue to build on their quality as well as transparent prices."

ADVANTAGES OF KESSLER AT A GLANCE:

- ✓ Transparent process
- ✓ One system for all suppliers
- ✓ More efficient processes (Purchasing & Logistic)
- ✓ Transparent prices
- ✓ Direct supplier relationship

