Creating the Connected Enterprise at Briggs & Stratton

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VELOCITY
CONNECT + ACCELERATE + INNOVATE

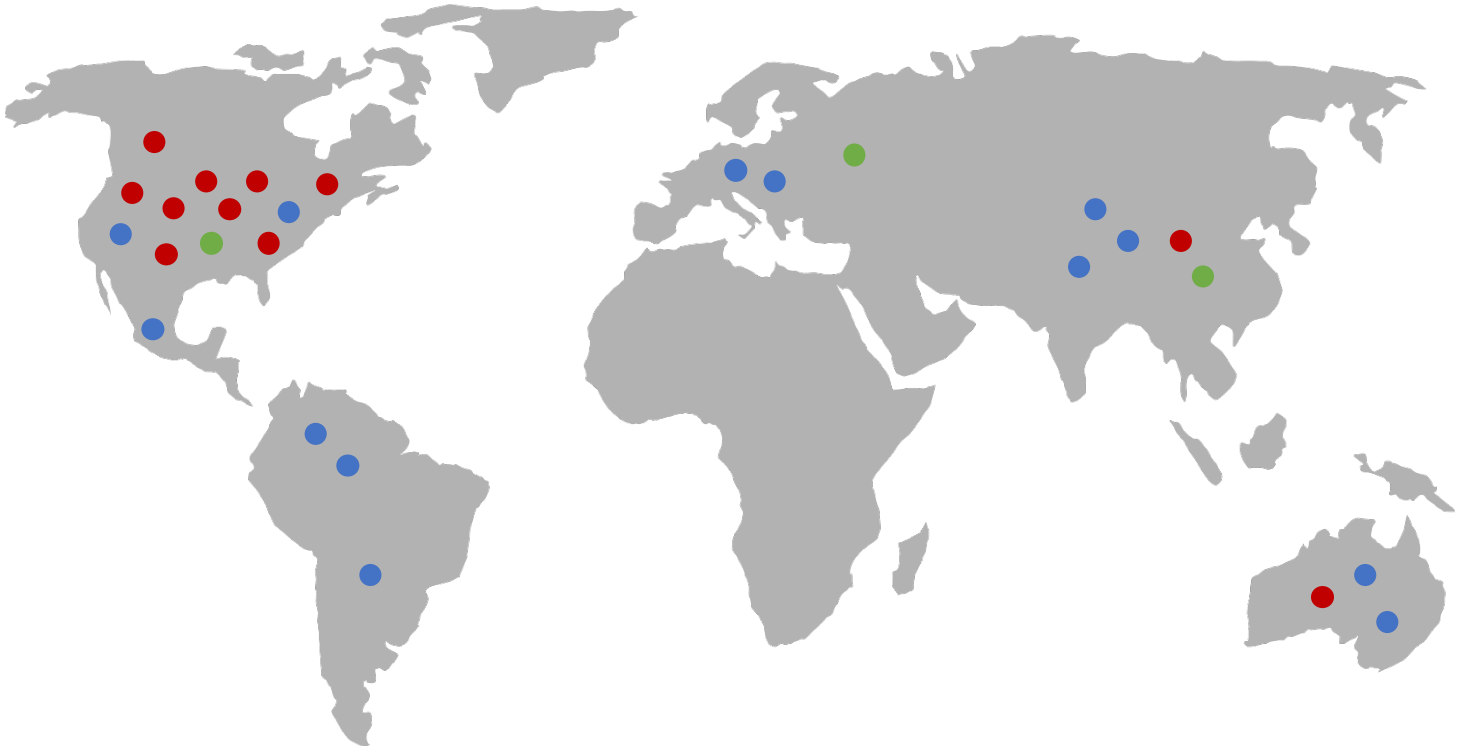
LOGILITY Halo NGC Demand Solutions®

Briggs & Stratton Overview

- World's largest manufacturer of gasoline engines for outdoor power equipment with approximately $1.9B annual revenue
- Leading manufacturer of power equipment products
  - Power Generation, Pressure Washer, Lawn & Garden, Turf Care, etc.
- Global distribution of Briggs & Stratton service and aftermarket parts

Global Footprint

- Corporate Headquarters in Milwaukee, WI
- 11 Manufacturing Facilities
  - 9 North America
  - 1 China
  - 1 Australia
- 12 Regional Distribution Centers
  - United States, Europe, Australia, China and Latin America
- Contract Manufacturing Partners
  - China, Europe and United States



Our Journey to the Cloud

- 2013 Started Cloud Migration
- Integrated Business Planning
  - Introduced in 2014 with Logility Voyager Solutions deployment
  - Oliver Wight S&OP process
  - Monthly cycle for demand, supply and new product plans for Engines and Products businesses
  - Supply Plan developed in Logility and executed in SAP
    - Logility demand-driven plan considers capacity, seasonality and workforce requirements
- 2018 Implementation of SAP Hana in the Cloud
  - SAP – single instance supporting global operations initially implemented in 1998 w/six upgrades from 2001-2011
  - 3 year project with July 1, 2018 go live
  - Re-implementation of SAP, not just an upgrade
    - All processes reviewed and re-engineered

Logility Solution Supports Three Lines of Business

Products – Make to Stock Inventory Strategy

Engines – Assemble to Order Inventory Strategy

Service Parts – Forecast, Safety Stock, Lot Sizes

Voyager AdapLink

Creating a Connected Briggs & Stratton

Rapid and reliable integration between Logility and SAP as well as any other data source

Predefined Templates and deep knowledge of SAP jumpstarts the process

Flexibility to extract and organize SAP data for unique requirements

Leverages standard SAP (BAPI, RFC, Function Modules) and Logility (LOM, CDR, PSL) interfaces

Key Data from SAP to Logility

Demand History
Quantities

Requested Ship Dates and Quantities

Bills of Materials (BOM)
Including pending and future effectivity changes

Material Master
Product family

Plant specific data (lead times, sourcing location, standard costs)

Sales data (pricing, customer group, channel)

Classification data

Orders
Customer Orders and Delivery Notices

Purchase Orders and Inbound ASNs

Plant Transfer Orders

Production Orders and Firm Planned Orders

Inventory
Including logic to exclude categories such as blocked stock, inspection, etc

Key Data from Logility to SAP

Interface Triggers

Engine and Products triggered ON DEMAND

Service triggered on batch Schedule

Custom Alerts and Reports

Spot the kickouts and Inform Supply Planner

Extract from Logility

- Production Plan
- Dependent Demand
- Forecast

Create Planned Independent Requirements (PIR's) in SAP

Separate PIR's process for each business units.

Consolidate all the supply plans from each of the business in collaborated manner for executing MRP in SAP

Products Business – Make to Stock Strategy

- Supply Plan generated in Logility
  - Near term Firmed Orders and longer term Production Plan
- AdapLink communicates
  - Supply Plan for each Finished Good extracted and planned independent requirements (PIR's) created in SAP
  - SAP requirement type of BSF
- SAP MRP plans Finished Goods material
  - Uses gross requirement planning, strategy group 11, Mixed MRP 2

Engines Business – Assemble to Order Strategy

- Supply Plan generated in Logility
  - Near term Firmed Orders and longer term Production Plan
  - Logility Supply Planning explodes BOM to create Dependent Demand on Level 1 Engine Components
- AdapLink communicates
  - Dependent Demand extracted and planned independent requirement (PIR's) created in SAP
  - SAP requirement type of VSFB
- SAP MRP plans Level 1 Engine Components
  - Uses net requirements planning, strategy group 70, Mixed MRP 1

Service Parts – Forecast, Safety Stock Lot Sizes Strategy

- Logility generates Statistical Forecast, Safety Stock and Lot Sizes
- AdapLink communicates
  - Resultant Forecast extracted and planned independent requirements(PIR's) created in SAP (requirement type of VSF)
  - Safety Stock requirements and Lot Sizes extracted and SAP Material Master updated
- SAP MRP plans Service Parts
  - Uses net requirements planning, strategy group 40

Easily Access More Data Sources

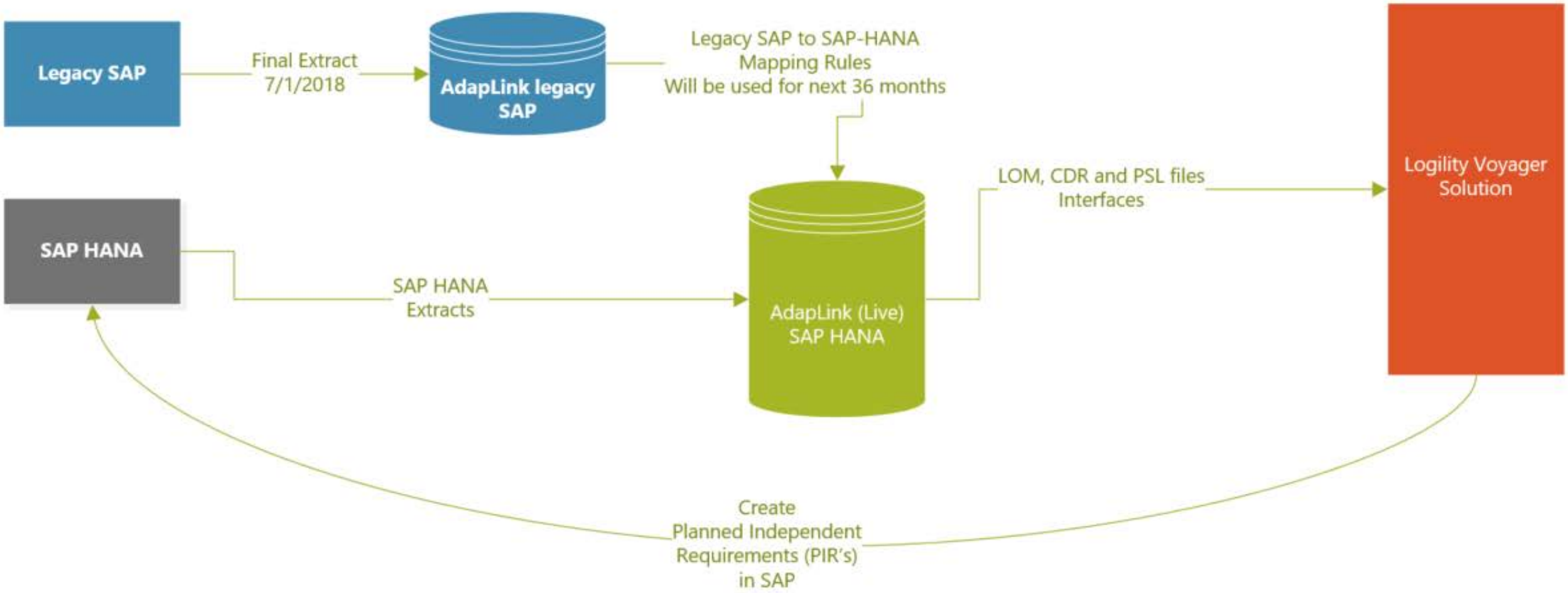
Flat Files from Service Part Distribution Centers not on SAP

Business Intelligence and Financial Reporting

SAP HANA Implementation with AdapLink

- AdapLink was instrumental in our successful Cloud Transformation
- Expanded and Evolving Network
  - From 24 manufacturing and warehouse locations to over 60 locations
  - New Product Families, Customer Groups, Channels, etc.
- Mapped 36 months of demand history from legacy SAP to new HANA SAP structures
  - Changing data definitions throughout the SAP HANA implementation project
  - Test/Validate Logility SAP interface while data structures were still evolving
- Flexibility to change after Go Live
  - Customer Groups
  - Channel Definitions

Cloud Based SAP Hana + AdapLink + Logility



Results – Connected Enterprise and a Thriving IBP Process

Logility provided excellent solution and expertise

Flexibility to address both standard and unique business requirements

Design scalability is ensured by making the addition of data sources/targets straight forward without “breaking” what already has been implemented

Data volume scalability is ensured through delta capability and architecture supporting parallel processing in all important areas

Logility Cloud Services provides excellent service and support

Logility was a key factor in Brigg & Stratton Cloud Strategy Transformation!

QUESTIONS?

THANK YOU

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