

# WIELAND DEVELOPS PERSONALIZED PLANNING SOLUTIONS WITH DELMIA QUINTIQ



# The customer

In today’s ultra-modern, technological world, very few things can work without copper. Copper materials can be found in anything that needs a good conductor of electricity and heat, like smartphones, vehicle engines, air conditioners, computers, televisions and heaters.

The Wieland Group is one of the world’s leading specialists for copper and copper alloys. It produces and processes over 100 types of copper materials such as strips, sheets, rods, wires, sections and tubes. It also produces components made to customer specifications.

To retain its competitive advantage, Wieland wanted its key technologies to remain in its hands. One of them is high quality production planning and scheduling. To protect the company’s technology assets, Wieland’s IT department took responsibility of not only the maintenance of DELMIA Quintiq solutions but also their development and implementation.

Wieland has a team of DELMIA Quintiq experts who uses the DELMIA Quintiq standard toolkit to implement DELMIA Quintiq solutions such as Scheduler and Company Planner by themselves. The result is highly personalized solutions — tailor-made and fast and easy to maintain.



<b>Products and solutions</b>	Strips & sheets, rods & sectional rods, wires & sectional wires, tubes, slide bearings, coatings, components, heat exchangers
<b>Product uses</b>	Wieland products are used in the following industries: <ul style="list-style-type: none"><li>• Automotive</li><li>• Electric mobility</li><li>• Electronics &amp; electrical engineering</li><li>• Refrigeration &amp; air conditioning</li><li>• Construction &amp; installation</li><li>• Machinery &amp; plant technology</li></ul>
<b>DELMIA Quintiq project coverage</b> Worldwide	



# Challenges and needs

Wieland has different production units, each using a different production technology. Because of its complex production processes and many individual planning rules, Wieland has long relied on several old-fashioned but proven individual planning systems. Maintaining such systems was difficult and took a lot of effort. With such a disorganized range of solutions, Wieland found it impossible to integrate its supply chain or make it transparent.

This pushed Wieland to look for a new planning solution — one that is standard yet flexible and user-friendly. Wieland also had other requirements — better transparency, more flexibility to react to changes in the daily production process and supply chain, and the ability to master all planning challenges.



## The DELMIA Quintiq solution suite

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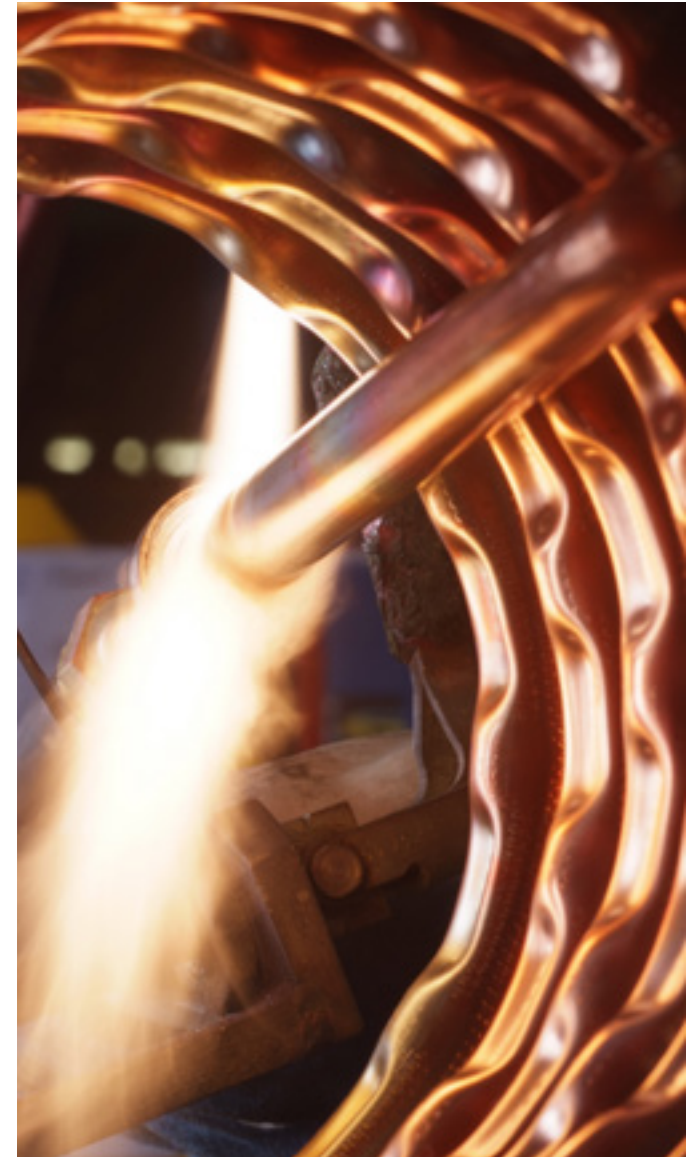
“DELMIA Quintiq is one of the most flexible software platforms I know. With DELMIA Quintiq, it’s fun to be able to easily model complex planning solutions with great speed and efficiency.”

– Pascal Lacmann,  
Lead DELMIA Quintiq Specialist,  
Wieland, 2017

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During the selection process, Wieland found many solutions in the market but only one met its requirements — it’s a standard solution that can handle all planning challenges and yet, is flexible enough to accommodate Wieland’s business assets, processes and constraints. That solution is the DELMIA Quintiq solution suite.

With just one base software, DELMIA Quintiq covers all planning levels and needs — scheduling, mid-term capacity planning, strategic planning, S&OP and even specialized requirements such as routing generation. DELMIA Quintiq’s offer to help Wieland’s IT personnel to develop and maintain its own self-designed DELMIA Quintiq solutions sealed the deal. In 2002, Wieland chose DELMIA Quintiq for its strategic planning platform.



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“DELMIA Quintiq is a very powerful planning platform. It is fascinating to solve very different planning puzzles using one standard solution.”

– Markus Pöhler,  
DELMIA Quintiq Architect,  
Wieland, 2017

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After some training, the Wieland IT team started its first DELMIA Quintiq implementation — the Scheduler — for a production site in Germany. The implementation went smoothly and didn’t take much time. This new solution was a small revolution for the planners.

The change from spreadsheet planning to real-time interactive planning using a modern graphical user interface improved transparency over Wieland’s supply chain. Changing schedules has become so much easier and takes only a few seconds.

Encouraged by the positive acceptance, the management decided to enhance the first solution as a standard Wieland Scheduler. Incorporating the company’s complex production processes and planning rules into one standard solution was a real challenge, but it was overcome due to the DELMIA Quintiq base software’s great flexibility. Wieland Scheduler was rolled out one by one across Wieland’s production sites worldwide.

The implementation of Scheduler was followed by Company Planner. This solution is able to plan the entire supply chain of a department or the company across a time horizon of several weeks up to a few months.

A process analysis was used as the base for the first implementation in the production department with one of the most complex supply chains. Despite skepticism from a few people, the project went well and according to the planned timeline. As all DELMIA Quintiq solutions are built on the same standard base software, the development process for Company Planner and software usage was the same as Scheduler.

In the last few years the Wieland IT team has grown into real DELMIA Quintiq experts. The team even developed special solutions such as Routing Generation.

## Results

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“DELMIA Quintiq has made our scheduling more transparent. We can see all the issues affecting our schedules clearly and act on them. This has resulted in, among other things, a higher delivery performance.”

– Claus Deufel,  
Manager of Industrial and  
Domestic Tube Production,  
Wieland, 2017

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### **Greater transparency**

DELMIA Quintiq’s modern graphical user interface is a game changer for Wieland’s planning processes. The planners are getting a lot more information from the system than they ever did, and this gives them a much better overview of the planning situation at any point in time. DELMIA Quintiq also allows the planners more creativity in building optimized production schedules.

### **Delivery performance**

Visibility of work in progress and optimization has anchored stability to Wieland’s planning processes. The company is able to increase delivery performance while reducing inventory.

A good example is Wieland’s optimization of a special furnace that has limited stocking capacity. In the past,

forklift drivers didn’t know where to put the new material. A project to optimize the material flow was implemented and the lack of storage space ceased to be a bottleneck.

### **Higher production volume and diversity**

With DELMIA Quintiq, Wieland is able to expand production in volume and diversity, and achieve faster response time. DELMIA Quintiq solutions have helped Wieland’s planners to stay on top of its planning activities.

With an overview that allows planners to understand the impact of each situation or action, they are empowered to carry out the delicate balancing act of adhering to deadlines and being flexible in production while maintaining product quality.

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