

PRODUCTION OF THE LARGEST MATERIAL HANDLER IN THE WORLD MANAGED WITH DELFOI PLANNER

Mantsinen Group Ltd Oy is a globally active Finnish family company with two key business areas: manufacturing of material handlers and accessories as well as logistics services. The company's flagship product is the world's largest hydraulic crane, the Mantsinen 300.

QUICK GROWTH CREATED CHALLENGES

Mantsinen started manufacturing hydraulic material handlers at the end of the 1990s. The production grew rapidly and the business became more international. Therefore, the supporting of the company's previous production control system became more difficult. A modern, professional system to control the growing production and to guarantee supply was needed. The new solution had to have proved functionality and it had to be easy to implement.

"We chose Delfoi because they had good references for a practical solution. Delfoi Planner was easy and fast to implement, and it could be integrated with our existing ERP system. Delfoi's extensive know-how convinced us", says Mantsinen's Production Manager Jaakko Junninen.

TAKING COMPETITIVITY TO A NEW LEVEL

Competition in international markets is intense and delivery accuracy is an important competitive factor in addition to product quality. Mantsinen was looking for a solution that could manage customer's needs and the challenges in production as well as optimize procurement and warehousing.

Mantsinen introduced the Delfoi Planner production planning and scheduling solution to enable production control and real-time monitoring. The aim was to increase transparency between different departments and to improve predictability and control of the production. Through the web-based visual user interface the same real-time information on production operations was available to all departments.

CONCRETE BENEFITS INSTANTLY VISIBLE

The benefits of Delfoi Planner materialized quickly: Mantsinen increased its competitiveness by reducing lead times and working capital. Delivery accuracy as well as communication between sales and production were also improved.

Delfoi's experts helped with the implementation of the system and its integration into Mantsinen's ERP system. Delfoi's customer service and support were always available.

"When there is a lot of work, it is not enough to just know what the current production status is. Operations need to be managed based on a plan. The general overview of the production plan should be visible for months in advance. Planning and control of the production chain are essential for this. I couldn't imagine handling this without Delfoi Planner. It is absolutely crucial for our management", says Jaakko Junninen.

MANTSINEN

Mantsinen Group Ltd Oy is a pioneer in timber terminals, industry and port logistics as well as material handlers. The group has two key business areas: manufacturing of material handlers and accessories as well as logistics services. The company's flagship product is the world's largest hydraulic crane, the Mantsinen 300. Mantsinen is a global trailblazer in energy efficiency of material handlers.

Mantsinen Group's net sales in 2017 amounted to EUR 68 million. Today, more than 500 employees work for the international company.