

# End-customer Success Stories Manufacturing

Customer

PRODUCTOS  
MONTBLANC

## Company profile

- **Productos Montblanc is a family-run company with a century of experience in the design, manufacture and distribution of rubber and latex derived products**

## The challenge

- **Management of references:** the system should allow effective and time-efficient management of a large number of product references with little differences between them (color, etc.)
- **Maintain or increase** productivity per employee achieved by the historic company
- **Full traceability** of the purchasing, manufacturing, sales and financial processes

## The solution

- **Use of the product attributes** to manage, with a single reference, the different characteristics of color, measurement or appearance of the products
- **Automation** of low value added and high consuming tasks as: bank integration, tax and price determination, monthly asset depreciation or manufacturing against customer sales order

## The results

- **Improved customer service**, thanks to being able to easily obtain complete and relevant information for every customer
- **Reduced response times and better visibility** amongst teams following integration of the manufacturing process with the sales and warehouse management processes
- **More efficient** management of product references
- **Integration of banking transactions**, which has significantly reduced the effort dedicated to this task

- **Industry / Employees:** Manufacturing / 10
- **Implementation:** Montblanc (Spain). 900 h. Started in Oct'06. Finalized in Mar'07
- **Annual revenues:** ~ € 3 M
- **Website:** [www.productosmontblanc.com](http://www.productosmontblanc.com)

### Informe pedidos pendientes y stock

Pedido	Pedido	Previsto	Cliente	Importe	Producto	Pedido	Disponible	Preqty
1910	29-10-2007	29-10-2007	COMPANIA NEUMATICA DE CLAVADO SA	9,49	01 portes	1,00	-61,00	269,00
1910	29-10-2007	29-10-2007	COMPANIA NEUMATICA DE CLAVADO SA	123,60	20100001 anillo bolsa 1 kg # 10	40,00	-14.608,00	113.916,0
80870	30-04-2008	30-04-2008	COATS FABRA SA	5,49	10030050 cremalleras Etq: Color:	1,00	-103,28	1.058,01
80869	30-04-2008	30-04-2008	COATS FABRA SA	5,49	10030050 cremalleras Etq: Color:	1,00	-103,28	1.058,01
80908	09-05-2008	09-05-2008	CAJA AHORROS DE GALICIA Y LA CORUÑA	675,00	20100004 anillo bolsa 100 grs # 10	2.500,00	-3.430,00	40.330,00
80910	09-05-2008	09-05-2008	COATS FABRA SA	5,49	10030050 cremalleras Etq: Color:	1,00	-103,28	1.058,01
80910	09-05-2008	09-05-2008	COATS FABRA SA	5,49	10030050 cremalleras Etq: Color:	1,00	-103,28	1.058,01
80910	09-05-2008	09-05-2008	COATS FABRA SA	5,49	10030050 cremalleras Etq: Color:	1,00	-103,28	1.058,01
80910	09-05-2008	09-05-2008	COATS FABRA SA	5,49	10030050 cremalleras Etq: Color:	1,00	-103,28	1.058,01

