

Cooper Standard Streamlines Global Forecast with SAP® Business Planning and Consolidation



QUICK FACTS

Cooper Standard

- Location: Novi, Michigan
- Industry: Automotive
- Products and Services: Automotive parts manufacturing and distribution
- Revenue: US\$2.5 billion
- Employees: 21,000
- Web Site: www.cooperstandard.com
- SAP® Solutions and Services: SAP® Business Planning and Consolidation application
- Partner: SandPoint Consulting

“The SAP Business Planning and Consolidation solution is a strategic solution for Cooper Standard. It has enabled us to significantly improve our sales planning and forecasting process and timing. We are now able to spend significantly more time analyzing the impact of demand, currency, and commercial changes to our plan, as opposed to simply creating the plan.”

Scott Prygoski
Portfolio Manager
Cooper Standard

Challenges and Opportunities

- Legacy solution and process no longer supporting needs of business
- Business required an easier means to collect and compile a sales forecast and to manage and analyze budget vs actual data

Objectives

- Standardize the sales forecast and budget process across the enterprise
- Improve access to company data to enable more detailed analysis and support better decision making

Implementation Highlights

- Allowed users in NA, EMEA, and Asia to submit sales forecast information via a standard template; eliminating manual compilation of 70 spreadsheets
- Upgraded 125+ version 4.2 users to version 5.1
- Integrated CSM Worldwide automotive industry vehicle build data to highlight market forecast changes against internal forecast and plan



Why SAP

- Ease of use
- User friendly excel interface

Benefits

- Significantly decreased time range to complete sales budget as well as overall human effort required
- Improved forecast accuracy through standardization of sales forecasting and budgeting process across large, disparate user base
- Increased executive visibility to critical market changes through a monthly “flash forecast” that highlights impact of market volume change by product type, program, customer, and mfg location
- Provided managers with the ability to analyze pipeline status across 14 key dimensions such as plant, product type, car/platform, or customer
- Implemented fixed asset tracking application to manage capital projects; eliminated 50 spreadsheets