Implementation of order-to-cash logistics costs for various customers and sales modalities.

Organizational challenge

The organization needed to implement the project with optimal results in the short term.

Being a change that would impact a high percentage of business processes, it required a great deal of knowledge during its implementation and execution.

Therefore, different areas had to mesh their roles and tasks, focused on achieving the optimization of Artemis in the various plants.

Our proposal

T&M Consulting proposed to involve 2 relevant areas to meet the deadlines required by the client for the implementation of Artemis.

Consultants Area: In order to qualify and train the resource that arrived during the implementation from phase 1, reducing the impact during the analysis.
Testing Area: To add resources to meet the dates committed to the project, achieving a skill that would provide value in the execution part.

Our Client

The most innovative brewing group with the longest tradition in Mexico dates back 130 years of history thanks to four men who, with determination, succeeded in creating a company that would become a milestone in the entire country.

They currently have 7 plants distributed in the key cities of the country, where more than 18,000 employees work every day.

In addition to having the broadest portfolio in the beverage market with 21 brands and more than 35 products.

Considered the most important group in the industry in terms of volume and profitability.

- ✓ Enroll new resources into the client's way of working in a short period of time.
- ✓ Meet objectives despite setbacks.
- ✓ Mitigate impacts to execution with additional time.

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Results

Based on the interaction with the customer at the time:

The activities within the work plan were completed within the stipulated timeframe, resulting in a product with an optimum level of quality.

The brewery group has the Artemis system, executable in all its plants located in the Republic of Mexico, with security and reliability of the final product.

Offering a greater visualization to the end user of the cost for the shipment of its product.



Specific benefits to highlight:

- ✓ Meeting the time, activities within the work plan resulting in arriving at the implementation date with a product with an acceptable level of quality.

Lessons learned

1. All teams as a general rule should keep in mind not to assume expected results, always go one step further.
2. Extend test matrices with scenarios beyond the outcome we define as expected.

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