

# ARKIEVA

## CASE STUDY:

### Creating Fertile Grounds for the Certis S&OP Process





**Name:** CERTIS  
**Location:** Columbia, MD  
**Industry:** Chemical crop protection  
**Website:** [certisbio.com](http://certisbio.com)

## Industry

- ▶ Conventional and biological crop protection technologies

## Challenges

- ▶ Non-aligned S&OP process across European branches.

## Solutions

- ▶ Fully integrated Arkieva Solution for Demand Planning, Inventory Management, Supply Planning and S&OP.

## Results

- ▶ European alignment of the S&OP process, creating process synergies and operational benefits.



## CREATING FERTILE GROUNDS FOR THE CERTIS S&OP PROCESS

Certis Europe specializes in the sales and distribution of both conventional and biological crop protection technologies. Headquartered in the Netherlands, Certis Europe has local business units in Belgium, France, Italy, Spain, and the UK.

Until now, the local business units within Certis determined their own demand planning process and inventory policies. Each unit also had their own KPIs, which didn't give a clear and global view on the businesses. "This local and independent way of working not only costs more, there is also little alignment in the basic S&OP processes, like forecasting, demand planning and supply planning, which results in high operational costs," said **Theo van den Hörk**, Central Supply Chain Manager of Certis Europe.

The main challenge for Certis Europe is to create and maintain a clearly aligned S&OP process across all of its European entities. "The transition from locally managed policies and disconnected templates to a uniform integrated system will be one of the key success factors in this process," added **van den Hörk**.

When fully deployed, the Arkieva solution will be used by many functions at Certis and will provide full transparency. The software will also make it possible for area sales managers to improve their forecast reliability and also provide the proper reporting options to challenge their customers in forecasting execution.

"I am convinced that the Arkieva solution will increase the empowerment and awareness of the S&OP concept within our organization, resulting in higher efficiency, service, and improved cash flow."

**Theo van den Hörk**  
 CENTRAL SUPPLY CHAIN MANAGER, CERTIS

"We welcome Certis Europe as the newest user of our S&OP solution," said **Sujit Singh**, chief operating officer of Arkieva. "We have designed a highly collaborative, cross functional software tool that will expertly address the challenges that Certis has outlined. We have found that users of Arkieva S&OP save both time and money, and can execute on their planning and forecasting far more effectively."

# Plan Better with Arkieva

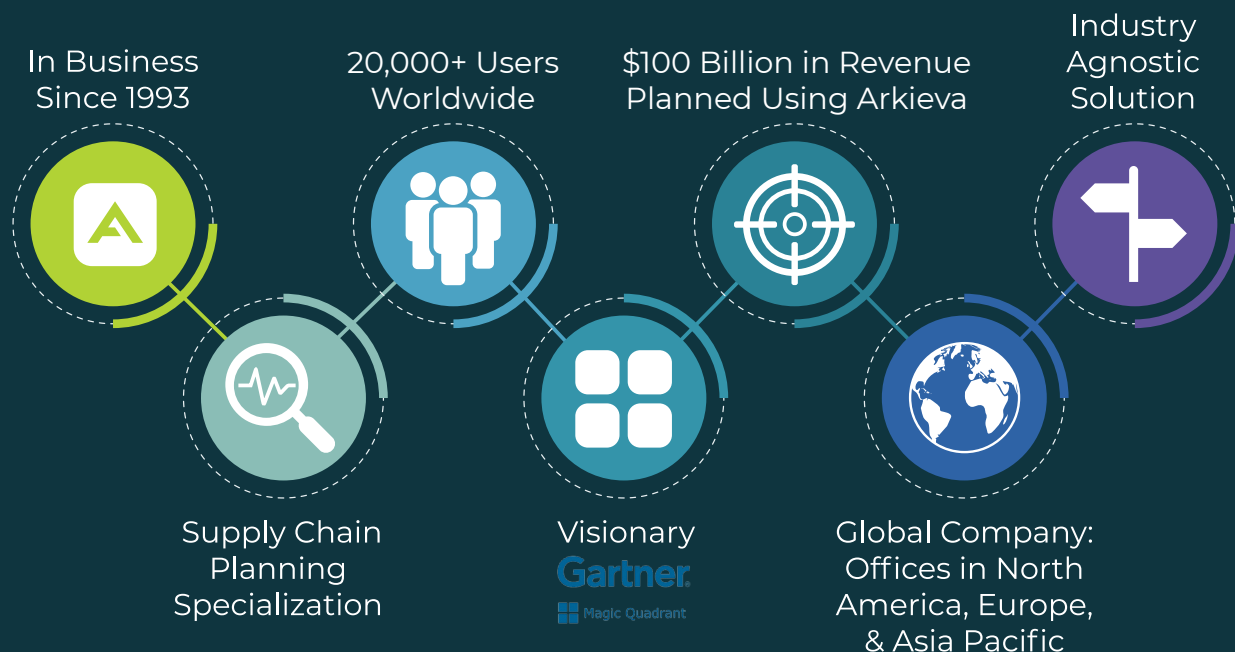
*Driving business transformation through better supply chain planning processes.*

For nearly 30 years, Arkieva has worked with leading companies across a wide range of industries with a laser-like focus on business performance. We have analyzed, developed, pivoted, tested, and retested the best solutions for the greatest of challenges. This is one of many reasons that Arkieva is so well regarded in the analyst community and has such strong client retention rates and referral business.

We are change agents at our core and always pushing ourselves to create solutions that not only solve today's challenges, but the ones of tomorrow. In the simplest and most intuitive way possible.

Ultimately, Arkieva's software and competence today mirrors both our experience and desire to innovate, create and be on the forefront of supply chain planning. We look forward to every new challenge. It's in our DNA.

Arkieva. No fluff. Just real solutions.



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