

Company profile

Tegra, a distributor of materials used in construction industry such as sealing foam, silicones, acryl, various tapes, nets, sealing tapes. The company has a portfolio of 180 products that are manufactured in Europe. Market is former USSR (Baltic, Russia, Ukraine, Kazakhstan, Belarus, etc.) Turnover is above 40 Million Euro.

The market offering and TOC solution

A full fledge implementation of the TOC distribution model, based on reporting daily consumption, frequent replenishment, and dynamic inventory level adjustment. This logistical modification resulted in an excellent service level of very high availability coupled with low inventory level.

The use of software and the value it brought

Symphony is used for downstream supply chain management starting from a central warehouse in Vilnius.

Bottom line results

- Sales up by 30%-40% (August 2005 vs. 2006)
- Throughput up by 39%
- Inventory remained at the same level
- Inventory turns up by 1.5.
- Time to results 4 months

The people that made it a success

From Tegra: The Owner and the management.

Consultants: Vitalijus Ciciskinas, Giedrius Balnys, Darius Radkevicius and Audrius Ribskis