

Win Wire: B/A Products (HEICO Subsidiary)

Current Situation

- B/A Products, a subsidiary of HEICO, is a manufacturer specializing in high-quality lifting and cargo control products. Their diverse product portfolio encompasses lifting slings, winches, ratchet straps, and more.
- B/A Products identified areas for improvement in its existing MRP system. The proposed Ludia engagement aims to optimize configurations and efficiency within production scheduling, inventory management, and real-time data access.
- **B/A Products experienced the following challenges:**
 - B/A Products struggled with misaligned production schedules, leading to delays and increased lead times.
 - Overstocking resulted in elevated carrying costs and immobilized capital, while understocking caused material shortages, missed deadlines, and potential lost revenue.
 - Manual processes and inefficient tools led to delays and inaccuracies in data handling, making it challenging to make business-critical decisions.

How We Won

- B/A Product's parent company, HEICO, has engaged Ludia Consulting for several projects covering various business objectives.
- The client appreciated Ludia's Solution Architect led sales methodology, which enabled seamless project engagement.
- Jeffrey Ploshnick's product and business knowledge was instrumental in building trust and credibility in the sales cycle. When we told the client Jeff wrote the foundation of the MRP module "*Master Resourcing Planning - MRP III - Derived Requirements and Sales Order Pegging*" for Version 2.1 of what is today F&SCM, the credibility was immediately established.

Customer Needs

- B/A Products sought insights and thought leadership to transition from infinite capacity and material to finite capacity and material, with vendor subcontracting and offsite vendor processing.
- B/A Products wanted an improved scheduling system to reduce delays, optimize inventory management to balance stock levels, and automate data handling for quick and precise decisions.

Solution

- B/A Products' integrative processing cycles involved iterative Proof-of-Concept workshops conducted by Ludia focused on analyzing, designing, configuring, and validating finite capacity planning solutions within D365 F&SCM.
- Ludia's comprehensive evaluation meticulously identified process discrepancies and misalignments with B/A Product's business objectives.
- Ludia set up a future-proof roadmap for B/A Products to ensure the full realization of their investment in Microsoft.
- Implement iterative processing cycles, unit testing, feedback loops, and rework for accurate planning and capacity configurations within Dynamics 365.

Win Theme:
Finite Capacity Planning

Location:
Hollywood, FL

Industry:
Aerospace and Electronics

Employees:
200+

Date Signed:
May 3rd, 2024

Solutions:
Microsoft D365 F&SCM



Andreas Vogel
Managing Partner



Jeffrey Ploshnick
Director of Services



Bryan Barton
Senior Manager, D365
Technical Solution Architect