

Global Packaging Company Plans for Success with Qlik

The availability of accurate data for planning provided by our Qlik dashboard has resulted in a 3% improvement in production up-time.

- Steve Thomason, Business Analyst at Ball

Ball Corporation background and profile

In 1880 Edmund B. Ball borrowed \$200 from his uncle George to buy the Wooden Jacket Can Co with his four brothers.

Ball are now a worldwide metal packaging company that makes billions of recyclable metal containers, with a unique aerospace business that designs one-of-a-kind solutions to answer scientific and technical challenges.

Today the company employs 18,450 people worldwide, with a turnover in excess of \$9B. Ball Corporation stock is traded on the New York Stock Exchange under the ticker symbol BLL.



Expansion calls for rapid system change

In 2016 Ball Corporation acquired Rexam and adopted some of its European IT systems, including Qlik. They were previously using a SAP based planning tool and it was essential that the new IT systems provided the same functionality.

Preliminary inquiries about implementing the same SAP module indicated that the initial analysis would take longer than the time available with a prohibitive end cost.

The weekly customer forecasts for a twelve-week window arrive in an incompatible manner involving over fifty different formats and layouts of spreadsheet. The existing functionality in the “One Plant” system relied on these being manually formatted to look the same for the import facility to function.



The Challenges

New manufacturing locations and sales offices to be integrated into existing IT landscape

Three-month timescale to have new processes fully operational

Weekly forecasts from customers involving multiple platforms and many hours of manual edits

Quick Intelligence Have Delivered

Six regions, all on one dashboard

Single-view regional forecasts accomplished in minutes

Cohesive view of forecasting, stock, production, and sales

Increased accuracy of sales projection

3% improvement in production

How to meet the challenge?

SAP was considered, as this was the planning tool previously deployed within Ball. However, bespoke code was required for the new region, so the cost and time required to implement across all regions made SAP a less attractive option.

Qlik had been delivering great benefits within Ball for several years as the tool of choice for many smaller, tactical applications. It became clear that this was the best option for delivering a full planning solution within the timeframes required.

Providing visibility, delivering value

The multiple spreadsheets are now processed through Qlik software to enable each region to collate its own files into a single view of the world within five minutes of receipt. This makes extensive use of Qlik scripting to enable the many different spreadsheet formats to be processed through into one final solution: something that could not be achieved with any other platform.

In addition to this, the fact that Ball already used Qlik for other applications meant that data from other sources could be quickly integrated with the new planning application. Measures such as stock, production, sales figures and thumbnail images of the products are now immediately available alongside the customer forecasts.

Summary of benefits

Presently, six regions can load through Qlik to produce one dashboard allowing each region and area management team one view of the customer forecast data along with stock, production, and sales history. Pictorial Images of the products enable the regional planners to quickly identify specific designs, to satisfy customer demand and track forecast accuracy. Future plants will be brought online seamlessly, as their spreadsheet formats can just be dropped into the existing ETL process.

Steve Thomason, the business analyst who commissioned the implementation, said: "The availability of accurate data for planning provided by our Qlik dashboard has resulted in a 3% improvement in production up-time, it also ensures that sufficient stock is always on hand to meet our customers' demands".

The solution provided with Qlik software by Quick Intelligence has enabled Ball Corporation to reduce the risk that inaccurate and untimely planning data posed to their business at a fraction of the cost and time that would have been possible with other vendors.

An additional benefit of this solution: for those customers not providing forecast figures for their purchasing, Ball can now use the sales histories at their fingertips to project their business and anticipate more accurately the needs of their customers.



About Quick Intelligence

At Quick Intelligence we are passionate about delivering the right information to the right people at the right time.

We are skilled at processing the masses of data that businesses accumulate in the modern age and distilling from these the information that can lead to informed decisions.

We find the facts and figures and we know how to present them in a way that helps to influence those who need to act on them.

To deliver on these goals, we firmly believe in the Qlik Platform as being the best toolset available, and have focussed on nothing else since our inception in 2009.

This has gained us recognition along the way, not least in the Qlik Luminary and Qlik Community MVP status awarded to our Director and Senior Consultant, Steve Dark.

