

# Fast React Systems - Planning Software Solutions

## Snug Company Adopt the Fast React Approach to Planning

### The Company

Founded in 1980 Snug Company has become one of the leading UK manufacturers of duvets, pillows and mattress protectors supplying major high street and out-of-town retailers, supermarkets, wholesalers and mail order houses. They also supply a premium product range under the Dreamland brand.

Snug have constantly invested in research, technology and machinery to ensure that their products remain innovative, high quality and value for money. Their automated state of the art factory in Gateshead utilises some of the most modern and up-to-date equipment available.

### The Challenges

Snug are focused on providing excellent customer service and this means being very flexible and responsive in satisfying customer needs. In today's retail environment, customers are placing more frequent yet smaller orders and are demanding shorter lead times. With little or no forward forecast information from customers, production and material requirements planning can be extremely challenging. As a business, they have to ensure that all available capacity is used efficiently and that they have a steady flow of materials available to meet planned and unexpected order requirements. Production planning has historically been carried out using a series of spreadsheets but as Snug has continued to grow, they have invested in new machinery to enable them to meet demand but lacked visibility in what was actually happening in their factory. More importantly, the ability to forward plan their capacity and material requirements and respond to last minute customer requests was becoming more difficult.

### The Solution

Snug recognised that their existing systems were not going to support their future growth plans. Having invested heavily in new machinery, they needed to employ a solution that was going to give them full visibility of what was happening in their factory and put them back in control of their production planning process by reducing the number of manual systems being used. Fastreact, which has a proven track record for the delivery and successful installation of production planning systems, was the obvious choice as a solution to meet their requirements.

### The Conclusion

Fastreact's easy to read planning board has given Snug immediate visibility of any manufacturing capacity constraints and the materials requirement planning functionality enables them to plan around any material availability constraints. They are also utilising the bulk order processing function allowing them to consolidate multiple orders for the same product thus ensuring optimum capacity utilisation and increased production efficiency.

*"The implementation of Fastreact at Snug comes as a huge relief in supporting our programme of continuous improvement. To have a proven solution that was installed within a matter of days and thus enabled the operational team to take control of the production planning process so quickly has been impressive" says Peter Hancock, Managing Director. "Fastreact has enabled us to be much more confident about meeting future challenges within the business, particularly the reduction in production costs and the ability to react quickly to changing requirements. Fastreact will ensure that we continue to deliver excellent customer service."*



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Peter Hancock, Managing Director



[www.snug-ltd.com](http://www.snug-ltd.com)

To find out more about how Fast React Systems can help your business, contact:

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fastreact

# What Our Customers Say About Fastreact

## Quantum (UK)

"Fastreact provides improved visibility, flexibility and responsiveness, support the decision making process and enable us to generate achievable plans".

Carl Pate, Finance Director

## Fogarty (UK)

"Direct, operational cost savings include an immediate £80K Sterling per annum saving, in addition to significant reductions in stock levels. Assisted by Fastreact the planning team are now able to challenge stock policies and forward requirements. Further reductions are anticipated in the coming months."

Stewart MacDonald, Logistics Director

## Slimma (UK)

"We have been a satisfied user of Fastreact for a number of years. It has enabled us to remain competitive in our very difficult market. The new highly visual system will build on the firm foundation that we have created in our business. It will enable us to work closer with our suppliers and react quickly to our customer requirements".

Chris Heath, Director

## Dewhirst (UK)

"Fastreact has enabled the closer coordination of functions within the business and this has facilitated a better materials planning process. This has directly resulted in the stockholding on materials being reduced by 40-50% (25-30 days stockholding down to an average of 15 days), at the same time as improving the raw material availability to the production floor. Fastreact was surprisingly easy to install, and we have been very impressed with robustness and functionality provided by the software. Given the Fastreact pedigree we expected a good planning system, but the flexibility and control provided by the Fastreact Critical Path system was an unexpected bonus."

Glen Walker, Finance Director

## VT Garment Co. Ltd (Thailand)

"We selected Fastreact as it met all our requirements for a powerful planning tool, providing a garment industry specific solution that addressed and integrated the key planning areas of factory capacity and critical path not covered by our ERP business system. (Fastreact) has enabled us to make real improvements in On Time Delivery and reductions in air freight. I would have no hesitation to recommend Fastreact to other factories. If used correctly they should get a return on investment within 12 months."

Khun Orasri Lotharukpong, Deputy Managing Director

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## LT Karle (India)

"Fast React typically quotes a ROI of under one year. However, considering our monthly wage bill, a 2% improvement of our monthly efficiency (by just improving our planning) can provide a ROI under 3-4 months"

Gokal Chittaranjan, Chief Executive—Manufacturing

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## Integra Apparels and Textiles (India)

"We find that the planning board is the most used feature at our facility since it enables us to quickly and accurately plan and re-plan processes, besides providing a fantastic bird's eye view of all orders simultaneously."

"We expected payback in 18 months time and we are on course to better that."

Krishna Kumar, Chief Executive Officer

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