

Fincibec: the automatic request for quotation is possible



Project Start
Date: 2011

ERP: AS400

Users: 5

Industry:
Ceramics

Integrated Suppliers:
more than 600

The downturn pushes companies to optimize the costs, investments and purchases. Fincibec Spa integrates the web platform IUNGO in order to automate the communication with suppliers; the Request for Quotation module is the ace in the hole of the project.

Sassuolo (Modena), where Fincibec operates, is one of the most important Italian ceramic industrial districts. Fincibec was born at the beginning of the 60's and launched into the production of **clear glazed floorings**, a real revolution in the ceramic industry. At the same time the production selection was completed with the introduction of covering decorated tiles on white paste. **Innovation and technology research** are the peculiarity of Fincibec, which actively contributed both to the project evolution and to the worldwide leadership placement of the Sassuolo ceramic district.

Nowadays, after fifty years, Fincibec has **three brands**: Monocibec, Century and Naxos. Three productive plants, almost 500 employees, 8 furnaces, more than 8 millions of sq.m. of annual production, 2000 articles and a turnover of more than 100 millions euros. These are the numbers that characterize today the Fincibec company.

THE IUNGO PROJECT: NOT ONLY PURCHASE ORDERS. THE REQUEST FOR QUOTATION IS THE TURNING POINT

Fincibec looks for a technological solution for the **management of the supply chain** and, among the various solutions in the market, chooses **IUNGO**.

IUNGO is the **Supply Chain Collaboration web platform** offered by IUNGOItalia that allows all the company's partners (from the small to the international company) to communicate in a simple and structured way; this is possible thanks to the innovative and patented use of the email, the "IUNGOmail".

*"The IUNGO project convinced us since the beginning; it is **simple, clear and non invasive for our suppliers**. With this solution, the supplier replies automatically to our orders, every change is stored and all the **communications** between the purchase department and the suppliers is **lean, monitored and standardised**"* begins Stefano Corghi, Purchase Manager of Fincibec Group.

The implementation of IUNGO does not regard only the Purchase orders but it includes also the previous phase: the **Request for Quotations**. "For us, the Request for Quotation is very important. If we consider that we have 3 people working in our purchase office, that purchases material for almost 35 million euro per year, we can immediately understand that the automation of this function is strategic" tells us Corghi.

Before the implementation of IUNGO, the Request for Quotations process was very disorganized: buyers and technical offices use



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to have purchase autonomy: they manually created Excel or Word files based on the requirements generated by the AS400 ERP; they attached the technical specifications and then it was everything sent by email. Once the quotations arrived by email or fax, the data were manually inserted and compared without the opportunity to use multiple levels or to simulate different scenarios; once selected the best quotation the order was created on AS400.

“The implementation of IUNGO in this process has changed the ‘modus operandi’ of the company. First of all, we charged the technical office to define what to buy and the purchase office to negotiate it. We assigned a code to every article, the technical office produces with the codes the procurement specifications and, through the logic of the links which connect the code to the article database in AS400, we transferred everything on IUNGO” tells Corghi.

The new Request for Quotation module in Fincibec allows an **automatic management of the procurement process**. When a requirement is generated on AS400 by the technical office, the purchase office open a Request for Quotation module on IUNGO which can contain more than one products and it can be sent to more than one supplier. Then, supplier receives a standardize module on which he find all the technical specifications (under the “link” label); he can also insert the price, the delivery date and attach all the additional documents qualifying for his supply.

Once the suppliers feedback has been received, IUNGO automatically creates a grid with all the quotations and evidences the best choice; on this basis, the purchase office makes simulations, chooses the supplier, dispatches the order and at the same time it loads on the system the prices list of the excluded suppliers in order to use it in the future.

*“IUNGO allows us a **complete traceability on everything** that happens, even as regards the prices selection. Fincibec buys raw materials that are conditioned by the market trends so that is impossible to define a price before hand. Being able to compare a specific material, i.e. the zirconium silicate whose price is extremely variable, can guarantee a competitive advantage because we can have **a real time comparison and allows us to buy the material at the best condition**”* explains Corghi.

THE ADVANTAGES OF THE IUNGO WORLD

During the implementation of IUNGO, Fincibec suppliers were informed, with an explicative document, about the IUNGO features and procedures. The **feedback** was, since the beginning, **positive and proactive** and Fincibec decided then to activate the delivery notes. *“Actually it was one of our suppliers who already used IUNGO with another client, to suggest us to implement the delivery notes. **Everything is extremely logical and immediate**: if your logistics, meant as a nervous system of interactions and communications engaging the company/supplier, is managed with a unique system you can then optimize the time of the involved operators and gain competitiveness on the market. The IUNGO world allows you to trace everything, from the order to the delivery and to the resolution of the problem. Only in such integrated system is possible to do all that”* concludes Corghi.

