



CySa-Pak, Germany

Flexible Packaging

Plan better, estimate more accurately, deliver faster.

Simply closer

Thanks to the C3 ERP industry software from theurer.com, Germany-based CySa-Pak, a company that specializes in flexible packaging, keeps an eye on the big picture throughout all of its process flows.

Not all butter is the same. At least not for the people at CySa-Pak. When the talk turns to dairy products at this medium-sized company, interest in salted, sweet or creamy forms of butter is limited to one aspect: How can butter packages be printed as flawlessly as possible, effectively, and with perfect hygiene? How can CySa-Pak efficiently use capacity on the two eight-color printing machines, boost their output, print the ultra-thin aluminum foil (just 6 micrometers thick) and other mono and composite films and foils the best way and minimize retooling times? And all while meeting strict hygiene standards? After all, this company's specialization in flexible packaging prints will later show up on store shelves as a gold-wrapped bunny, chocolate eggs from a well-known Swiss chocolatier, or as individual chocolates from a confectioner's shop in Germany. "We are simply very close to the product," says Carsten Kirchmeier, the company's procurement manager. That's why CySa-Pak observes the high hygiene standards (ISO 9001:2008 and BRC/IoP) of its main customers – the food industry.

„Since we started using C3 software from theurer.com, not only can we plan outstandingly, but we also know what constitutes good or bad sales. C3 is a wonderful tool for us.“

Carsten Kirchmeier,
Procurement Manager, CySa-Pak



High standards of hygiene and quality

When it comes to streamlined and efficient organization of business processes, CySa-Pak has a new subject: the C3 ERP/MIS software from theurer.com. What the team in Rheinböllen/Germany especially likes about the new planning tool becomes clear from a look at CySa-Pak's typical day-to-day production activities. With packaging printing in particular, the trend toward smaller print runs with greater variety in color and type is growing. As a result, there are stringent requirements with regard to flexibility in production planning. Relatively small, ever-changing batch sizes are the order of the day. At CySa-Pak, a print order is already considered large if it is printed around the clock or during three shifts. The number of print orders is considerable, at between 150 and 200 a month. For printers on the flexo printing machines, that means they need to retool often, as many as four times per shift.

Further jobs should be added soon. CySa-Pak expects revenues to rise this year. The flexible packaging specialists also plan to establish a third mainstay of their business, "other than butter and sweets," as the company refers to printing of butter and confectionery packaging. CySa-Pak has already achieved impressive growth in the past four years. Revenues have doubled – as have the number of employees. CySa-Pak now has a staff of 45 overall.

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Company

CySa-Pak GmbH, based in Rheinböllen/Germany and led by a managing partner since 2007, produces, prints and refines high-end specialty and customized packaging films using state-of-the-art computer-controlled machines and systems. The packages are used primarily in the dairy sector (butter) and the confectionery industry (hollow chocolate figures, filled chocolates, etc.). The company's clientele includes many well-known firms in the dairy and confectionery segments. Specializing in flexible packaging, CySa-Pak currently has 45 employees.

Task

CySa-Pak is a company with dynamic growth. Previously, the specialists in package printing used a standard ERP system, but it did not meet industry-specific requirements, such as calculations or role administration. CySa-Pak made up for the lack with Word and Excel. But the company's further growth showed the weak points in this arrangement in an unmistakable way: no connection to ERP. Instead, there were isolated solutions and vast quantities of lists that could only be combined with great effort – and at great difficulty.

Solution

In 2009, CySa-Pak selected the C3 ERP/MIS software from theurer.com from among seven providers. The main reason was the integration of ERP, shop floor control, work preparation and best practice solutions for industry-specific processes. All areas, from work preparation to time recording, are now covered by C3. Thanks to the industry software, CySa-Pak now also has complex analyses available to it at the click of a mouse. With Excel, this sometimes used to take days.

Benefits

- Standardized image: From order confirmations to logistics documents such as delivery slips and pallet documentation and beyond, including invoices – with C3, customers receive standardized papers from CySa-Pak.
- "Master key": Because the software is an end-to-end solution, CySa-Pak can find everything associated with a specific order right away: materials, sales, item history.
- Scheduling board: All details and work steps are stored with target times, so planners know exactly the latest time when an order should start and what order sequence will reduce set-up times.
- Estimating and actual costing: Now the company that specializes in flexible packaging knows with which customers and orders it does good and/or poor sales.
- Track and trace capability for individual rolls: Every roll is given a barcode with information on the supplier, the roll, the recipient and the production date. Because C3 manages every roll in full, each roll can also be tracked and traced precisely.

Information at the push of a button

Now, CySa-Pak can analyze every order and everything associated with it (materials, sales, item history) at the push of a button. Doing this used to take days when the printing company, like others, managed with Excel and endless lists, copied many times over. Preliminary and follow-up calculation based on real-world operational data demonstrates another big step forward. After all, the company wants to do more than just post high earnings; it also wants to know what constitutes good or bad sales. With the analysis options that CySa-Pak had before C3 was introduced, the company was forced to rely on estimates. Or the amount of work involved in producing accurate calculations was disproportionate. With all this in mind, it's no wonder CySa-Pak is thrilled about C3: "It's a wonderful tool," the procurement manager says.



A discerning clientele

The company is also registering "growth" in a different area– customers' standards of print quality. What this means to CySa-Pak is that it has to calculate even more carefully. And to the management, that means: "Our printing needs to be as streamlined and efficient as possible."

"Streamlined and efficient" also means fast. Thanks to the new software, that's no problem. How many rolls or meters of aluminum foil and paper does CySa-Pak have in stock? How many remainder rolls are there that can be used for smaller print orders? How fast can the printing machines actually run when a production order is placed? And how long are the cleaning and retooling times between orders? C3 has answers to these kinds of questions for the 18 users in administration at CySa-Pak, just like when it comes to the subject of track and trace capability – if something should actually go wrong in terms of hygiene.

A CRM solution

CySa-Pak has now already launched its next software project with theurer.com. C3 also offers a CRM solution for far-reaching customer relationship management. "Previously, CySa-Pak believed they could get by just fine without a CRM system," says Stephan Wohlfahrt, the project manager at theurer.com. But Wohlfahrt did not have to do much work to convince them otherwise. In light of the company's many orders and customers, they quickly realized that having this kind of system was the only way to go.