



Case: **Nordkalk Oy**



Optimising company profitability in rapidly changing market conditions using a new SOP (Sales and Operations Planning) tool.

In the fast paced market conditions of today, Nordkalk Corporation needed a tool for analyzing and optimizing companywide profitability. A tool that would take into account sales, supply chain, logistics and production, be easy to use and tailored according to Nordkalk specifications.

The SOP tool developed by SW-Development fulfilled the above mentioned requirements perfectly. The system takes into account variables such as energy costs, emissions, logistics, fuels, delivery performance, production costs (direct and indirect) and more. In addition to the costs the sales price and budgeted orders are imported from the ERP system.

With this data in hand the system answers the question of what to do to optimize the profitability of different sections of the company. According to the vice president, Process Technology, at Nordkalk: "The system really helps the management make the right and reliable decisions in these challenging times."

For more information:
Sivert Westergård
SW-Development Oy
sivert.westergard@sw-development.com

Nordkalk Oy

Nordkalk is the leading producer of high quality limestone-based products in Northern Europe. The products are used mainly in the paper, steel and building materials industries as well as in environmental care and agriculture. The product brand is Nordkalk.

u8232 Nordkalk net sales totalled EUR 334.4 million in year 2007 and it employs about 1350 people. Nordkalk has operations at more than 30 locations in 8 countries. Nordkalk has mines and quarries in five countries.