



MTS Systems Corporation



The Client

MTS Systems is a global supplier of highly complex mechanical testing and simulation systems. Their test systems simulate repeated or harsh conditions to determine mechanical behavior of materials, products, & structures.

Pain Points & Challenges

- Inability to proactively respond to order volume / mix changes due to limited Sales & Operations Planning (S&OP) capabilities
- Poor on-time performance due to inadequate planning and scheduling capabilities
- Excessive order fulfillment cycle time due to non-integrated Order-to-Cash process

Pragmatek Solutions

- Executed Quick Hit Solutions to synchronize supply with demand for incremental On-Time Delivery improvement
- Developed processes and tools to facilitate monthly S&OP leadership reviews to improve forecast accuracy
- Implemented Project & Portfolio Scheduling capabilities to synchronize schedules for on-time delivery
- Improved and streamlined SAP Order-to-Cash process based on “Clean Order” approach to improve process cycle time

The Payoffs

Strong EBIT Contribution enabled by Class A MRP Program

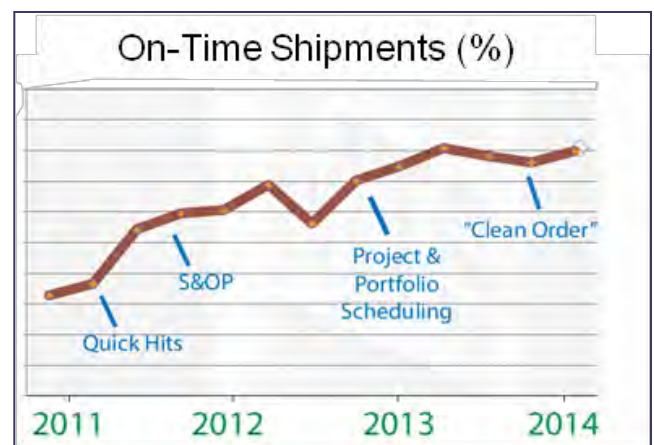
Sharp Increase in Productivity

Production Cycle-Time

Cut by a Third across the entire Portfolio

Long-term, continuous improvement in

On-Time Delivery



From the Client



“As our strategic partner, Pragmatek brought in highly skilled Supply Chain and SAP consultants to help execute the Class A MRP Program. They provided the rhythm and rigor to assist with executing the program which enabled significant business transformation and benefits. We now have the foundation to achieve our growth plans.”

-Rod Christensen, VP Operations