



MSA Safety: Reacting Quickly in Response to COVID-Related Market Disruptions

MSA Safety is the global leader in the development, manufacture and supply of safety products that protect people and facility infrastructures. Their comprehensive product line is used around the world in a broad range of industries including oil, gas and petrochemical, construction, the fire service, general industry and the military. Core product lines include self-contained breathing apparatus, fixed gas and flame detection systems, portable gas detection instruments, industrial head protection products, fire and rescue helmets, and fall protection devices.

Learn how MSA Safety gained greater visibility into their global supply chains, which allowed them to quickly react to COVID-19's market disruptions.



Scaling for Future Growth with SAP® IBP for Supply Chain

Before: Challenges and Opportunities

- Existing S&OP tools didn't offer the full visibility or connectivity to aggregate global customer demand
- Planning tools were not connected directly, therefore planning was executed manually before being loaded into SAP
- The planning horizon being limited to near-term focus created an opportunity for improved mid/long-term planning capacity

Why SAP?

- SAP Integrated Business Planning solutions provide visibility into demand, sales, inventory, and production capacity allowing for a formalized and integrated S&OP process
- This cloud-based solution is collaborative, provides real-time visibility, can scale with the company's growth, and allows for an expanded planning scope
- SAP Gold Partner Argano's hybrid Waterfall and Agile approach fit well with MSA's resources and aligned with their needs to come in on-time and within budget

After: Value-Driven Results

- The visibility into global demand has allowed MSA to validate IBP's value and keep them moving forward in the digital transformation of their supply chain
- The singular, cloud-based instance has enabled collaboration and improved MSA's global end-to-end supply chain planning, supporting organizational growth
- With valid data across multiple functions, MSA can run "what-if" scenarios and drive their organization on fact-based outcomes on a foundation ready for expanded scope



"When COVID-19 struck, we knew business continuity would be paramount given the essential nature of MSA's mission and our customers' need for safety equipment. SAP IBP's global view of shifting demand and the ability to scenario plan for possible supply chain disruptions became a critical tool used by our COVID-19 Task Force."

—Rob Bilger, Director, Global Strategic Sourcing & Supply Chain, MSA Safety

8%

reduction in order redating at MSA's air-purifying-respirator (APR) production facility, 2020 vs 2019, all while servicing pandemic demand surge

30%

decrease in Forecast Bias year-over-year, 2021 H1 vs 2020 FY