



**PART**  
SOLUTIONS

# THE STRATEGIC PARTS MANAGEMENT AT STARLINGER GMBH

CASE STUDY



# LONG TERM COST SAVINGS WITH THE STRATEGIC PARTS MANAGEMENT PARTSOLUTIONS AT THE STARLINGER GMBH

## INTERESTING FIGURES ABOUT STARLINGER AT A GLANCE:

- ➔ 550 employees generate an annual turnover of 150 Mio. Euros
- ➔ 45 workstations are equipped with the Strategic Parts Management PARTSolutions
- ➔ 45,000 looms have been installed worldwide so far
- ➔ Founded in 1835, Starlinger has more than 175 years of experience
- ➔ More than 900 customers in 136 countries rely on concepts of Starlinger
- ➔ Number one in technology and world market leader for more than three decades



### High reuse rate of parts in product development due to PARTSolutions

Starlinger & Co. GmbH is the world market leader in the field of machinery and process technology for woven plastic sack production. The company, with its headquarters in Vienna and production in Lower Austria, has been operating on the global market for 45 years, has 550 employees and serves customers in 136 countries. The Starlinger product range covers all types of machinery for the production of modern woven polypropylene sacks. The company has a wide spectrum of production processes. Since 2011 Starlinger has been relying on CADENAS' Strategic Parts Management PARTSolutions.

The software solution PARTSolutions is used to quickly and easily find CAD components in the company, manage them, but also reduce their amount and thus save costs in the long term. Moreover PARTSolutions is optimized to promote a closer cooperation between procurement and engineering. For this purpose the solution offers both departments access to all technical and economic parts information. This strategy pursued by CADENAS is called PURCHINEERING, which combines the words "purchase" and "engineering".



Conversion line - multiKON 55

### Initial situation at Starlinger

Before PARTsolutions was introduced, parts were determined with a solely text-based search in the ERP and PDM system. Through the organisational separation in different product areas, Starlinger needed a parts management system that allows logistical control at an early stage of the development process and thus makes the best use of economies of scale and learning curves.

### The decision for PARTsolutions

The decisive factor for choosing CADENAS' PARTsolutions is in particular the holistic approach of the Strategic Parts Management:

"We were looking for an all-encompassing solution that's not only a 'slingshot for geometries' or a 'search tool'. Specially the combination of these features together with the possibility to classify and label parts is a decisive benefit when developing new products", says Raimund Horvath. "Originally it was planned to optimize the quality of the master data and avoid duplicate copies. But in the course of the process it turned out that the biggest benefit is the possibility to logistically control the development."

PARTsolutions is primarily used in the research and development field as well as in the logistic sector at Starlinger. It is also planned to soon use it in the customer service center.

» Starlinger's main target was to force the product standardization in the field of B and C parts and thus continue to offer customers products with high customizing at an favorable price.«



RAIMUND HORVATH,  
RESPONSIBLE FOR ORGANISATION DEVELOPMENT  
AND PROCESS OPTIMIZATION AT STARLINGER

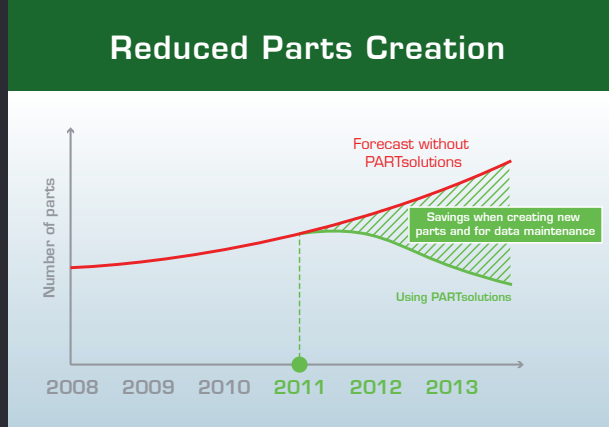
### PARTsolutions integration into the Starlinger system environment

At Starlinger nearly 45 work stations have access to PARTsolutions.

"In the course of introducing PARTsolutions three challenges were perfectly mastered: First of all, it was necessary to connect the parts management to the different internally used software systems and create interfaces between the CAD and PDM areas and the PARTdataManager. Afterwards the system had to be filled with the existing data. Besides the technical implementation, a training of the Starlinger employees ensured that the new possibilities of the parts management are actually used in the daily work", says Horvath. "Special mention should be made of the very fast implementation and the great support by CADENAS Austria."

## More efficiency through PARTsolutions!

### CADENAS GEOsearch



### Support by PARTsolutions

Significant changes have been noticed since the introduction of PARTsolutions – Karl Rippel, managing director of CADENAS Austria explains:

“Starlinger is using the search possibilities of PARTsolutions extensively and consequently, especially the Geometric Similarity Search. GEOsearch shows the possible parts and assembly groups within seconds and offers the meta data from the ERP and PLM system which necessary for selection, at a glance. The engineer is thus spared the tedious search in different systems. Moreover, since the introduction of PARTsolutions at Starlinger, no more unnecessary parts are created. Also the reuse of parts has massively increased. The time needed for the geometric search is between three and ten seconds, depending on the search area. The acceptance of the solution in the design was decisive for the project success. This in turn was mainly due to high quality search result and very low search effort.”

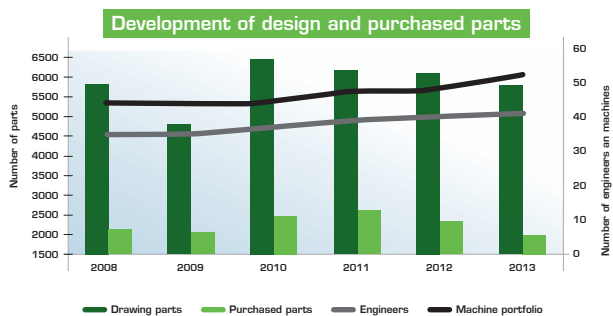
On average, every engineer saves at least 15 minutes of working time daily due to better search possibilities and 3D catalogs. At an hourly rate of 50 Euros this results in labor cost savings of 112,000 Euros per year.

### PARTsolutions in the quotation costing

Prior to the actual calculation of a new machine, PARTsolutions is used for a rough calculation with the prices of similar parts. This way Starlinger can estimate prior to the preliminary costing (design, drawing department etc.) whether the effort for new installation will pay off and can react at a very early stage.

### PARTsolutions in procurement and controlling

Like in many other manufacturing companies, Starlinger mainly buys in design parts. Innovation critical and know-how intensive parts are basically produced at Starlinger. Since the beginning of 2013, PARTsolutions has been used intensively in the procurement and logistic sector.





Conversion line - ad\*starKON SX

### Replacing design parts by catalog parts

By using the numerous Electronic Product Catalogs of CADENAS and including the Geometric Similarity Search GEOsearch, design parts could be replaced by catalog parts. In the mechanical engineering catalog, parts are on average ten times cheaper than design parts.

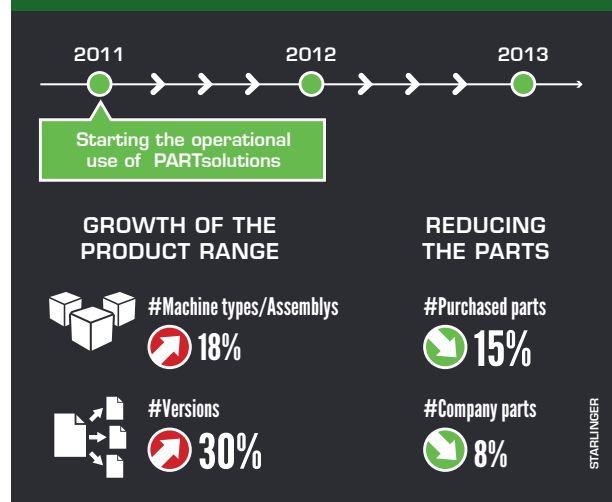
### Savings altogether:

The complete savings that result from reduced parts diversity can only be estimated roughly, since the growth of creating new parts without PARTsolutions can only be extrapolated due to the historical development. In absolute numbers the new creation of A and Z parts was reduced by approx. 1100 parts during the measurement period. With estimated process costs of approx. 700 Euros and annual maintenance costs of approx. 100 Euros, the absolute savings due to reducing the new creation of parts and increased reuse of parts amounts to about one million Euros compared to the forecast curve.

### Planned mutual projects

A further upgrade to the new version of PARTsolutions is already scheduled at Starlinger. Especially the function range of the Strategic Parts Management should be extended further. For instance, price comparisons should be made easier and faster. Also Starlinger will increasingly place their focus on the PURCHINEERING area in the future to further maintain their great advantage over the international competition.

## Cost savings through PARTsolutions



### Conclusion: increasing efficiency and cost savings through the Strategic Parts Management PARTsolutions

Related to the complete project, Horvath draws the following conclusion:

“Creating new design parts was reduced by more than ten percent since the introduction of PARTsolutions. Despite a significantly increased amount of engineers and development projects, the amount of newly created design parts was kept constant and even decreased somewhat. Our internal processes have significantly improved through PARTsolutions, especially in the field of article creation and parts search. Especially the considerably enhanced quality of master data, the increased reuse of standard parts, the decrease to a few selected suppliers and the better use of preferred rows needs to be emphasized.”



# COMPANY DESCRIPTIONS

## Starlinger & Co. GmbH

As quality and technology leader - from the raw material to woven, printed sacks to regranulate - and the only worldwide A-Z turnkey provider - Starlinger develops innovative, high-quality products and new technologies. In its service and advisory role, Starlinger offers the complete portfolio from project engineering to financial solutions, intensive after sales service, ongoing production optimization, training and consulting up to the development of end products for its customers.

Starlinger resulted from a company founded in 1835 under the name Franz Laubek. It produced stationary steam engines and drive elements for the young and booming industry. As global player in the plastics machinery industry and as world market leader for tape extrusion lines and circular weaving technology, the Starlinger Recycling Division was founded in 2000 with the goal of developing recycling technology for a wide range of plastic materials and applications.

[www.starlinger.com](http://www.starlinger.com)



## CADENAS GmbH

CADENAS is a leading software developer in the areas of Strategic Parts Management and parts reduction (PARTsolutions), as well as Electronic Product Catalogs (eCATALOGsolutions). Included are also the numerous innovative search functions, like the Geometric Similarity Search GEOsearch, which is offered as alternative or supplement to the traditionally classified parts master under the term of intelligent finding. With its customized software solutions, the company acts as a link between the component manufacturers with their products and the purchasers. In doing so, the company serves more than 10,000 customers in 40 countries.

With its 300 employees at 15 international subsidiaries, the name CADENAS (Hispanic: process chains) has been standing for success, creativity, support and process optimization since 1992.

For further information about the company, please visit our website:

[www.cadenas.de](http://www.cadenas.de)

