

# CASE STUDY:

## Panam Group - Bangladesh

Best practice planning implementation results in 3% efficiency gain, improved forward loading visibility, enhanced communication and coordination and man hours reduced on manual reporting

### THE CUSTOMER

Metro Knitting & Dyeing Mills Ltd. Unit-1, Metro Knitting & Dyeing Mills Ltd. Unit-2, Beacon Knitwear Ltd. Unit-1 & Beacon Knitwear Ltd. Unit-2, are part of the Panam Group and were established in Dhaka, Bangladesh in 2001.



The Panam Group have around 20,000 employees across five production sites, with 145 sewing lines, which use machines imported from Germany, Japan, Sweden, Taiwan and USA.

### THE CHALLENGE

To increase efficiency to compensate for lower FOB prices being given by customers.

Communication and coordination between Marketing, Production and Planning meant it took several meetings to: -

- be able to quote accurate delivery dates at order confirmation stage
- to understand production status to support lead time reduction requirements from buyers

Limited visibility of forward loading and open capacity.

### THE SOLUTION

Panam Group use FastReactPlan's high level capacity and detailed line level sewing planning boards to manage production capacities, which in turn links to FastReactPlan's operation management module. Using the pull system principle, FastReactPlan automatically creates detailed schedules from yarn dyeing to finished goods packing considering style and colour variations and generates accurate T&A target dates based on the production plan.

The planners now have clear visibility of the load vs capacity for each machine group / production process well in advance so they can ensure that sewing demand is achievable and any potential problems can be reviewed during weekly production meetings to ensure staff are proactive rather than reactive.

Since 2001, the Panam Group have grown into a successful vertical, world class knit garment manufacturer covering yarn dyeing, knitting, fabric dyeing and finishing, sewing and garments dyeing. Main customers include H&M, GU and Next Sourcing.



### KEY FACTS

#### CUSTOMER

Panam Group

#### LOCATION

Dhaka, Bangladesh

#### CHALLENGE

- Communication and coordination between departments was unwieldy and time consuming
- Difficult to identify accurate delivery dates or problems in pre-production activities
- Current production status lacks clarity

#### BENEFITS

- Forward plan visibility increased from 3 to 12 months
- 3% efficiency gained
- Improved communication and coordination
- Reduction in man hours spent manual reporting



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David Lush, Coats Digital's Director of Professional Services, explains;

*"The Panam Group team were very active and dedicated. The team accepted FastReactPlan from project kick off and actively explored what more could be achieved to replace their previous process.*

*FastReactPlan was quickly introduced to weekly production meetings and KPI reviews were held with Panam Group Senior Management team".*

### THE RESULTS



*Using FastReactPlan's high level capacity planning board we were able to plan all projection and confirmed orders to the relevant units based on customer, product type and material availability.*

*We can now forecast more accurately for the next 6 – 12 months whereas earlier on Excel, we were able to manage a maximum 3 month's loading. FastReactPlan's detailed sewing line level planning board gave us the visibility of continuing planning similar product types which drastically improved efficiency.*



**Rubel Kanta Deb**  
Senior Manager, Central Planning,  
Panam Group



*It has become much easier to understand buyer trends, factory loading, plan vs. actual and overall production status.*

*We have managed to increase our capacity utilisation by as much as 50% and improve efficiency by 3% as FastReactPlan is giving us the required visibility.*

*This means we have reduced our order confirmation process too by being able to consider open capacity much quicker.*



**Balaram Roy Chowdhury**  
Executive Director, Panam Group

### THE CONCLUSIONS



*FastReactPlan is user friendly and very easy to install when compared to other software.*

*Our planning department picked it up very quickly and were soon communicating better with our Marketing and Production departments.*

*Regular visits by Coats Digital staff helped us get the most out of the implementation process.*



**Balaram Roy Chowdhury**  
Executive Director, Panam Group



*FastReactPlan has played a vital role in allowing us to manage different areas of the business from a single source and immediately react to the problems highlighted. This has helped make internal meetings between different departments more productive.*

*For example, we are now able to see the material flow from supporting production departments and re-plan accordingly to prevent any non-productive time that wouldn't be obvious pre FastReactPlan.*



**Amit Kumar Biswas, DGM IE,**  
Planning & Co-Ordination,  
Panam Group

### BENEFITS



**3**

MONTHS



**12**

MONTHS

**FORWARD PLAN VISIBILITY INCREASED**



**3%**

**EFFICIENCY GAINED**