World Class Performer in Metals

FiveAttributesIndicatingTopPlayers
Success is home-made
Top performers overcome external threats

Increased energy costs, volatile market demand, global competition. Just a few challenges of today. Leading metal producers are able to cope with these challenges. They don't accept external threats and are acting proactively.

An important reason for their performance is an adaptive supply chain development. Full supply chain transparency from Sales Planning to Shop Floor Control allows proactive management.

For a world class producer for metals an integrated production management solution is the key to success. It combines business know-how, process experience and the power of modern IT with the competence of its experts.

Being successful requires strong partners
Be inspired by software from PSI

---

Keys to Success
• Supply Chain Transparency
• Flexibility and Reactivity in Production
• Trust through Quality

---

KPI Achievements
- Planning Time: 12h → 1.5h
- Hot Charging Savings in €: 10 Mio.
- Material Assignment: 80% → 40%

---

Top Performers Using PSI
- AMAG
- GERDAU
- HYDRE
- Ternium
- thyssenkrupp
- ArcelorMittal
- Tenaris
- MA STEEL
- GRANGES
“Having participated in multiple benchmarks during the last years, we see a clear economic advantage. We estimate that our IT landscape offers IT cost savings of 25 to 30 percent against comparable solutions. And the high degree of abstraction and virtualization in the solution means that we can easily benefit from ongoing technology refreshes to improve the performance of our systems, without requiring any changes to the logical architecture.”

ThyssenKrupp Electrical Steel
Metal is produced by people
Leading players count on expertise

Total integrated production facilities are the key to success. Nevertheless human beings are the ones who turn the key. Continuous development of employees leads to experts is essential for top performers - an important way of differentiation.

A production management system is only as good as its user. Training programs and know-how exchange within a user community even beyond company borders allow producers to get the maximum out of its tool landscape.

Even in times of the Industrial Internet the focus needs to be kept on the people. Working together with a partner who provides domain expertise and is able to talk “metals language” makes life easy.

Sharing 40 years of experience
Feel the difference with PSI

Usability as Enabler
- Adapt system handling to user requirements
- Provide information at the right place on time
- Be ready for the interfaces of tomorrow

Indicators of Expertise
- 350 Experts
- >45 Years in Business
- >400 Projects

PSI Qualification Program
- PSImetals Academy
- PSImetals Usergroup
“Thanks to their way of thinking, their strong attention for the customer and its issues, their ability to express a problem using ‘canonical and high level concepts’ and their high skills in operational research and computer science, PSI has developed adaptive solution for the MES and APS in the steel industry. Additionally, it is always a pleasure to work with PSI consultants, who are all very interesting, efficient and friendly persons.”

ArcelorMittal Florange
One-stop-shop
Again and again and ...

Along the supply chain not everything is provided in-house. Hence the collaboration with internal and external supplier is vital. How to find reliable partners?

A proven offering backed up by a broad reference base is a first indicator. A complete portfolio reducing the amount of different suppliers is a second one. Finally meeting each other with respect leads to a win-win scenario - a business relationship you can rely on and you are willing to continue.

After several years of collaboration sun is not always shining. But overcoming dark clouds leads to an even stronger relationship. This is the real miracle behind successful business.

Become part of the family
Get convinced by PSI
“The main reason for choosing PSI was its experience in metals and hence their understanding of our industry and processes. One benefit of the new system is that we have now a flexible and close integration with SAP. Another one is that PSI’s software can be adjusted or modified easily if we have new requirements.”

Krakatau Steel, Indonesia
Think Global - Act Local
The Age of Glocalization

Services all around the clock, global supply chain networks, different custom regions - this is not describing textile industry. Metal production of the 21st century is a global business. Top performing metals companies work with highly integrated supply chains.

Deep understanding of new markets is the base for success. Different cultures, rules and laws must be addressed by local know-how.

This development leads to a new level of production management. Using a cloud approach or rolling out a global template - the presence of local experts is mandatory for such strategies.

Experts at metal hot spots worldwide
Be supported by PSI
“The Master Agreement with PSI aims to harmonise the production management processes for the different business areas and plants and their related applications... In a mid-term horizon this should lead to an ever-increasing PSImetals implementation in the different plants, in which ArcelorMittal can take over more and more the customisation, commissioning and maintenance of the solutions in order to realise harmonisation and cost reductions.”

ArcelorMittal Group
Evolution is the Survival of the Fittest
Strength means more than just survival

In a tough business climate only the strong actors are ready to fight against the headwind. They show resistance and turn the headwind into a tailwind. Strong performers are leaders, take risks and show ways out of the storm.

Top performers have a strong business fundament with a clear strategy and a balanced portfolio including investigation in new technologies and processes even in difficult times. It's not by chance that they are the leading innovators.

Being innovative needs partners that are able to join risky paths. Backed up by a strong product PSI commits itself to the innovativeness of its customers.

**Top players of tomorrow take risks today**
**Shape the future with PSI**
“There are long term many positive experiences in the Vallourec Group with PSI and its expertise in production management systems for Metals. PSI has a very high reactivity and potential to integrate necessary resources when any problems occur. PSI’s solution for VSB was based on their standard solutions for steel making and pipe mills, which have been developed based on the experiences from many projects and which have demonstrated added values in many companies. We are convinced that the project with PSI decreased the risk level to a minimum.”

Vallourec Sumitomo do Brazil