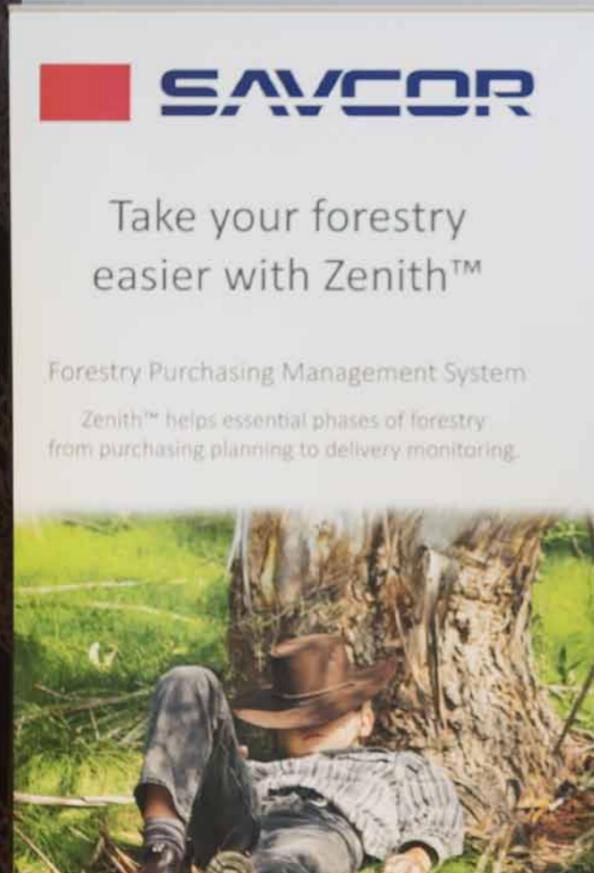


# THE NEXT GENERATION'S RAW MATERIAL ACQUISITION SYSTEM WILL BE DEVELOPED IN A CLOSE CO-OPERATION WITH THE CUSTOMERS



Photos: Tommi Ulmanen

Savcor has started a comprehensive renewal of the forest raw material acquisition module of its wood product industry ERP system. The new system is called Zenith™ and it will replace the old MEKA Wood during 2017. Zenith™ is the next generation's forest raw material acquisition system which offers a totally renewed map, harvesting and transportation functionalities. The renewal work started on 25 March in Mikkeli with a Zenith™ Launch event, where Savcor's experts listened to customers' needs and wishes for the new system.

**MEKA Wood** has served the raw material acquisition needs of Savcor's forest and wood product customers since it was introduced in 1998. During 2017, the system will be replaced by **Zenith™**.

- MEKA Wood has served the needs of our customers well and we have kept it up-to-date with continuous updates. However, now it is time to take the next big step forward and develop a totally new, next generation's raw material acquisition system to serve the future's needs of our customers, says **Mikko Kerkelä**, Head of Business Unit, Forest Systems.

- At the moment, the Enterprise Resource Planning of the forest industry is going through major changes: new standards, integration interfaces and efficiency requirements drive changes in the operational environment of our clients' business. With Zenith™, we want to develop a tool our clients can use to control their raw material acquisitions more effectively than ever before. The planned life cycle of the new system is well over ten years, Kerkelä continues.

## CUSTOMER-ORIENTED DEVELOPMENT WORK

Savcor develops its new system in a close co-operation with the customers. In the Zenith™ Launch Event, the timber and forest industry customers of Savcor presented their wishes and expectations for the new raw material acquisition system.

- Now that we will start developing the new system, we want to offer our customers an opportunity to be closely involved with its specifications and let them influence Zenith™ as much as possible, says Kerkelä.

**Pölkky Oy** is a long term partner for Savcor and together the two companies have already created several solutions to support the efficient timber acquisition. Pölkky Oy's Head of Supplies **Jani Jaakkola** feels it is important that the new solution will be cost-efficient and innovative and that it is based on the profound business know-how.

- In the Zenith™ Launch Event, Savcor offered interesting introductions and views for example on the possibilities of **StanForD 2010** standard. The event showcased the strong business know-how of Savcor, Jaakkola says.

According to the Director of Forestry **Juhani Pääkkönen** from **Kuhmo Oy**, the development of IT systems plays a key role in the future of timber acquisition.

- The development of tree cutting optimization is an important part of the future wood product industry's customer-oriented business. I believe that StanForD 2010 opens up new opportunities for this.

- After having heard the presentations of the seminar day, I am confident that Zenith™ will take the agility and efficiency of the timber acquisition to a new level. Savcor's experts offered a good cross-section of the future visions and tools which will help to fill the needs of our industry, says Pääkkönen.

Savcor strongly believes in the possibilities of the new system.

- We have the best industry know-how and in-depth experience in the timber acquisition of private sawmills in Finland. By listening to our customers' wishes right from the beginning, we can take their needs into account as well as



Ville Kopra, CEO, Versowood Oy



Jani Jaakkola, Head of Supplies, Pölkky Oy



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JUHANI PÄÄKKÖNEN  
Director of Forestry, Kuhmo Oy



possible. This will help us to develop Zenith™ the best raw material acquisition system on the market, concludes Savcor Project Manager **Timo Säynäjoki**.

#### NEXT GENERATION FEATURES

Zenith™ will be implemented by utilizing the latest technologies available. The new system will include the best features of the old MEKA Wood, but for example the user interface and reporting, as well as map, harvesting and transportation features will be thoroughly renewed using the new technology.

According to Säynäjoki, also the communication between Zenith™ and **MEKA ERP** will be significantly improved.

– Traditionally the forest business and the Enterprise Resource Planning of the sawmill industry have been independent application areas. However, today's sawmill industry wants to have a better access to forest information.

– Along with the new Zenith™, the raw material acquisition module and sawmill industry's ERP system will be located in the same database. Thus, the roadside timber stock levels will be updated directly to the ERP system and the log orders and tree cutting optimization can be done based on ERP sales plans.

– As a result, the information considering the raw material costs can be utilized much better, Säynäjoki continues.

#### FRESH EXPERTISE FROM DEVELOPMENT PROJECTS

Savcor closely co-operates with the Finnish forest industry and **Metsähallitus** in various development projects. At the moment, the company is participating in the development work of the new Enterprise Resource Planning system for Metsähallitus called **OHJAS**.

– When developing Zenith™, we use the knowledge acquired from the OHJAS project. This knowledge can be applied especially to the planning of harvesting and transportation. For instance, the new system makes the automated planning of transportation possible. In other words, the system shows the location of a warehouse automatically to the forest contractor based on his geographical location, Säynäjoki describes.

Another significant development project for Zenith™ is the **Advanced Tree Cutting Optimization and Simulation** definition project. The project is managed by **Metsä Group**, Metsähallitus, **Stora Enso** and **UPM** with Savcor acting as a system specification expert. The goal of the project is to create a new information system for the forest business. The new system will make the timber harvesting more efficient. ■

## First Zenith™ order from Koskitukki Oy

**Koskisen's** wood procurement company **Koskitukki Oy** has chosen Zenith™ as the new core information system of its operations.

Before the acquisition decision the company evaluated thoroughly its needs and development requirements for a new system. Further, in pursuance to the company's values Koskitukki looked for a reliable and innovative partner who is capable of adapting the requirements of the changing business environment in the development of a new system. After a long procurement process Koskitukki chose Savcor Zenith™.

– Savcor's thorough industry knowledge and significant references as well as their vision of how raw material procurement will change in the future convinced us. We believe the new system we develop in co-operation with Savcor will improve the efficiency of Koskitukki's raw material procurement remarkably, tells **Jussi Joensuu**, Chief Forester, Koskitukki Oy. ■

# CONTINUOUS WORK IN RESEARCH AND DEVELOPMENT PROJECTS

*Savcor does constant research work within all its divisions by participating in nationally significant research and development projects. At the moment, the company is taking part in the projects aiming at the improved production effectiveness of steel industry and bioenergy production as well as better tree cutting optimization.*

Research and development work has been an important part of Savcor's operation since the company was established.

– Active participation in research project activities has a great significance for our competitiveness as it offers us a vantage point to the development within the divisions our company, says Savcor Vice President **Ilkka Rautiainen**.

#### SIMP – PRODUCTION EFFICIENCY FOR STEEL INDUSTRY

Started in January 2014, **SIMP (Systems Integrated Metal Processes)** is a national research project aiming at improved production efficiency in the steel industry.

Along with Savcor, the other participants are **the Technical Research Centre of Finland Ltd (VTT), University of Oulu, Tampere University of Technology, Outokumpu Tornio** and **SSAB Raahe**. The project is financed by **the Finnish Funding Agency for Technology and Innovation Tekes** and numerous companies and it will extend as far as the end of 2018.

– In the SIMP project our goal is to bring information technology into the processes of steel industry. This means tracking the performance of automation and modeling, says Process Development Manager **Jarkko Vimpari** from SSAB Raahe.