

Comil Applies Intalio|bpms to Supply Chain, Increasing Output and Profits

Intalio|bpms Helps Build a Stronger Company, From the Factory Floor up, with Supply Chain Process Automation



Customer	: Comil Carrocerias e Onibus
Industry	: Transportation/Manufacturing
Product	: Intalio bpms
Application	: Supply Chain Process Automation

Comil Carrocerias e Onibus is a Brazilian bus and coach manufacturing company. Established in 1985, Comil's corporate values include transparency, integrity and the passion to improve the lives of the people who depend on their buses for everyday transportation. Comil has branched out to manufacture agricultural buildings and

equipment, but maintains a deep commitment to the it's core product line. In the late 2000s, Comil had reached a critical juncture in their corporate growth: sales were going up, but the manufacturing facilities were having trouble keeping up with demand.

intalio|bpms

*The Modern Way to
Optimize Business Processes*

The Business Challenge

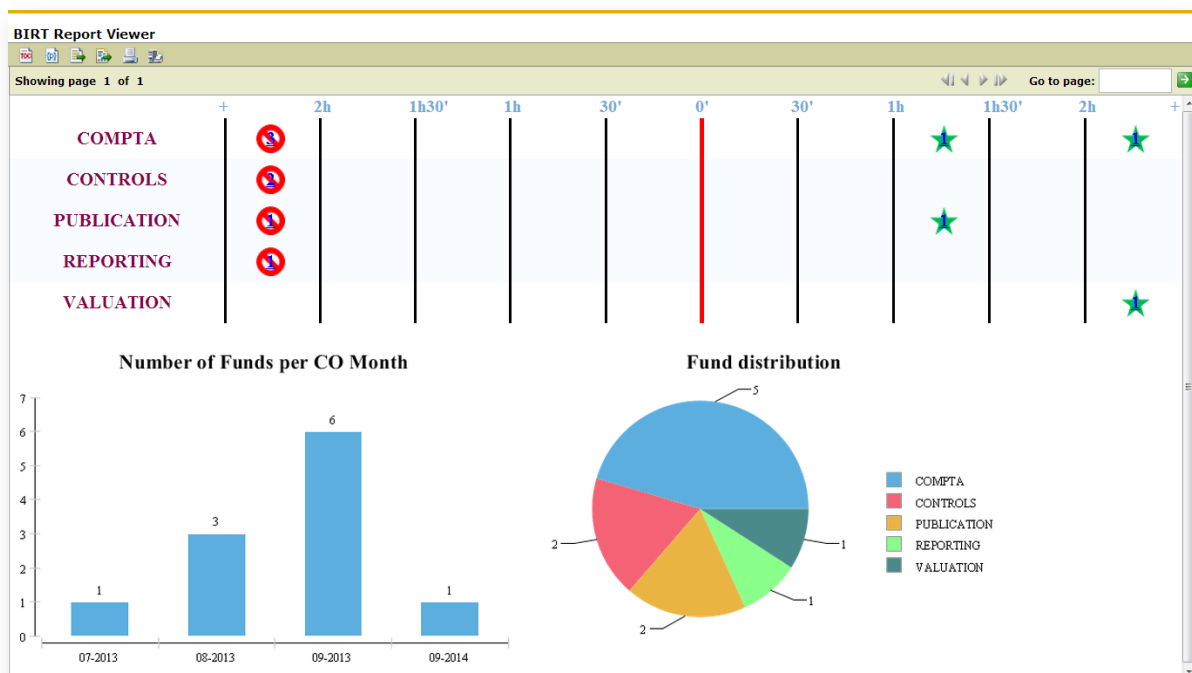
Comil is a forward thinking company: they are always focused on searching out new markets and expanding their reach. Growth in sales in Brazil and Latin America put a strain on production. If they didn't optimize bus production, reduce building time and decrease worker overtime, the company would never realize any benefit from the increased market share -- and might be harmed by it instead.

Comil sought to apply new processes and technologies that would ease the stress on the manufacturing plants while maintaining the quality the company was known for and increasing the financial bottom line. Comil chose Intalio|bpms and Intalio Brazil to help them achieve their goals. Intalio Brazil brought in implementation partner Projeler to assist.

Intalio Solution

Comil worked with Intalio Brazil to develop an Intalio|bpms-based process automation platform that enabled the mapping of their entire supply chain. They then used the information to understand which areas of the chain and what phases

could become more efficient, and applied necessary process improvements as needed. With Intalio Brazil and Intalio|bpms, Comil was able to implement this systemic view rapidly, and thus apply process improvements more quickly than with other options.



Smarter Processes for an Optimized Workforce

In addition to reducing rework and operating costs by addressing supply chain processes, Comil automated numerous processes previously managed by the IT department, freeing up staff to focus on other key tasks -- and ways to further optimize workflow through all areas of the company. The processes Comil chose for automation

were selected judiciously: they chose t processes that would have immediate impact, thus proving to the management and the staff alike that refining and automating business processes would be beneficial to the overall health of the company, both financial and emotional.

Intalio Impact: Factory Floor to Corner Office

The impact of Intalio|bpms was felt throughout the company, including five

production lines on the factory floor:

In 2011, after implementing Intalio|bpms, Comil had sales of \$550 million dollars.

Comil had increased the number of units produced per day from 12 to 19.

Comil reduced the average time each bus took to manufacture from 152 to 34 hours.

On the production lines, employees use iPads to insert notes into the system to track progress and issues. About 600 employees make use of 50 iPads on a daily basis.

Metrics of process instances are collected with SQL connection and available in LED screens throughout the plant to monitor the implementation of real-time tasks. The workers on the floor can see the impact of BPM on their work day.

Comil plans to add new processes to the project throughout 2012 and 2013, including the establishment of a central process and project office.

Comil has a company culture that absorbs and supports changes, a certain advantage when implementing new processes. The agile,

open, and scalable nature of Intalio|bpms fit into the company both from a technological and cultural standpoint.

About Intalio

Intalio – The Modern Way to Build Business Applications. Intalio's suite of products enables businesses, large and small, to rapidly build business applications that are cloud-scalable and mobile-enabled to support an agile response to their market. Our standards-based software can be found powering over 1000 businesses including

some of the largest in the world like Deutsche Bank, General Electric, NTT, Irish Revenue Commission, Singapore Airlines, Facebook and Google. Intalio is headquartered in Palo Alto and has over 100 partners and world class investors. To learn more about building modern applications, visit www.intalio.com.

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