



Romanian manufacturing process specialist helps its global clients using the power of Microsoft Azure

Bucharest-based GSX Value Chain has discovered a powerful new way to optimize internal production—a smart algorithm that helps global manufacturers with spare parts optimization. This specialist consultancy is now making its solution available to major companies like global tobacco giant British American Tobacco (BAT). For the solution to work on this scale, GSX improved its infrastructure by moving it to Microsoft Azure with the help of Microsoft Partner, Zitec. This move has resulted in huge time savings on a key client process, which now takes 15 minutes instead of four to six hours.



Customer

GSX Value Chain
Website: <https://gsxvaluechain.com/>
Country: Romania
Industry: Manufacturing
Customer size: Small (1 - 49 employees)

Customer profile

GSX Value Chain is a Romania-based company specializing in Spare Parts Materials Management for 'Tier 1' global manufacturing organizations.

Software and services

Microsoft Azure
Microsoft Azure Database for MySQL
Open Source

“The ‘search’ process used to take four to six hours per day. [...] With our new software and the help of Azure, ‘search’ can now be completed in 15 minutes.”

Brian O’Connell,
Director,
GSX Value Chain

Based in Bucharest, Romania, GSX Value Chain is a new specialist consultancy that provides world-class service to international clients. It offers a smart algorithm to help with integrated spare parts optimization. “This helps the client bottom line by reducing the amount of working capital they need, curbs their procurement spending, and lowers the numbers of parts they need to order,” says Brian O’Connell, Director at GSX Value Chain.

Increasing performance, better transparency

A key client process at GSX is an algorithm that provides insight into its current acquisition needs and then delivers a more efficient way to fulfill the order internally. According to O’Connell, “The ‘search’ process used to take four to six hours per day,” which wasn’t sustainable.

GSX then moved the process into Azure, with the help of local Microsoft experts Zitec, which made a radical difference. “With our new software and the help of Azure, search can now be completed in 15 minutes,” confirms O’Connell. The solution is built on top of Azure and takes full advantage of its ability to work with key open-source software, like Linux, nginx, PHP, MySQL, and Redis, and most importantly for GSX, Microsoft Azure Database for MySQL.

The move has led to raised performance and flexibility, along with better transparency as it’s now easier to navigate a reverse lookup in process. “We also like the way the Microsoft cloud platform allows the auto scale, so you can increase or decrease resources depending on load, which delivers reduced operational cost,” O’Connell adds.

Helping clients in practice

One of GSX Value Chain’s first customers is tobacco giant British American Tobacco (BAT), for which GSX helps manage spare parts utilization across BAT’s network of 55 factories and over 600 machines. It provides insights and visualization services for BAT to redeploy existing spare parts held within the network to where they are needed.

“This will enable the reduction of inventory holding with a full potential cash release of up to \$62 million, and has already delivered more than \$12 million back into our P&L,” confirms Corinne Burrows, Global Head of Manufacturing at BAT. “Our partnership with GSX continues to grow stronger, as a combination of its lean operation, enabled by smart technology and people, is delivering sustainable value to our business.”

And GSX plans to help even more clients like this. “We have a five-year plan to increase our business by 700 percent,” confirms O’Connell. “We believe we can reach this goal thanks to our proactive approach to improving our software and processes, which is facilitated by the functionality and speed of response provided by Azure.”

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Partner

Zitec

Website: <https://zitec.com>

Bucharest-headquartered Zitec offers a complete range of IT services from consulting, planning and developing web projects to SEO optimization and performance marketing.

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- Engage customers
- Optimize operations
- Transform products