

Global clean fuel solutions manufacturer transforms sales & operations planning with IFS Success plan



Following an IFS Digital Business Value Assessment and migration, Hexagon Agility implements sales and operations planning with IFS across all manufacturing plants within six months, eliminating manual spreadsheet inaccuracies and delays.

Hexagon Agility, a business of Hexagon Composites, is a leading global provider of clean fuel solutions for medium- and heavy-duty commercial vehicles and gas transportation solutions. The company's innovation enables the safe use of both compressed natural (renewable) gas and propane as transportation fuels, significantly reducing greenhouse gas emissions and cutting fleet operating costs.

Reducing emissions

Matthias Jezek, Hexagon Agility's Business Solutions Architect explains that "We believe that clean air is a right, not a privilege. The use of our carbon-negative gas solutions enables our customers to reduce emissions while saving operating costs." Hexagon Agility provides a wide range of fuel system applications for short- and long-haul, drayage, refuse, transit, and package delivery vehicles including gas transportation by use of its Mobile Pipeline modules. Today, more than 70,000 vehicles on the road are equipped with Hexagon Agility's world-class technology and growing.

Clean fuels are making a major positive impact on the environment. Compared to diesel and gasoline, natural gas vehicles are 90% cleaner than the EPA's current NOx standard and emit up to 30% fewer greenhouse gas emissions. When fuelling with renewable natural gas, GHG emissions can be reduced up to 200%.

Accessing Level 1 support

In November 2019, the company successfully completed the upgrade to IFS Apps 10 with five locations across the US, Canada and Norway. By early 2021, further company acquisitions and growth created the need to rapidly scale up the group's access to IT resources. "Our own IT department is very small," says Jezek. "In the US alone, Hexagon Agility has just under 530 licensed IFS users. Whilst we have good Level 1 support from our Partner channel, we increasingly also need Level 2 support to deal with day-to-day user requests for new processes and features."

About Hexagon Agility

Hexagon delivers safe and innovative solutions for a cleaner energy future. Hexagon's solutions enable storage, transportation, and conversion to clean energy in a wide range of mobility, industrial and consumer applications. Cylinder manufacturing occurs in Lincoln, Nebraska, with system assembly occurring in Salisbury, North Carolina and Fontana, California. Hexagon Agility employs ~900 staff across 12 locations worldwide, including the most advanced manufacturing plants in the world of composite Type 4 cylinders and on-board storage systems.





Jezek began discussions with IFS to explore a Customer Success Engagement. Hexagon Agility had already embarked on an IFS Digital Business Value Assessment (DBVA) to identify and quantify the most critical strategic areas for change. By revisiting this fully defined and evidenced business case, it was relatively easy to map out a Customer Success engagement plan to provide the necessary Level 2 resourcing and support. The Success contract commenced in October 2021.

“I have to say we were all extremely impressed with the analysis the final DBVA report provided,” observes Jezek. “It’s a fantastic strategic tool. It triggered conversations, discovery and insights between our different companies that simply didn’t happen before. We had the groundwork to establish where we needed to make changes, why, and the level of any potential business gain.”

Initial Success plan project

The first two committed projects within Hexagon Agility’s three-year Success plan are currently sales and operations planning (S&OP) and consolidation of several external HR databases into the IFS HR module.

The company was using several excel sheets to communicate S&OP between the two main manufacturing facilities, resulting in inaccurate, delayed, or incomplete manual reporting. “We needed to synchronize activities between our two main manufacturing facilities, Lincoln (for cylinders) and Salisbury (for system components),” explains Jezek. “With 15 different cylinder sizes, planning demand, scheduling and synchronizing output from these two facilities is critical. Cylinders are also exported to Hexagon Agility in Norway, requiring special consideration of shipping and logistics.”

Benefits seen using IFS Success

- Immediate IFS expertise on demand
- Scalable Level 2 support
- Sales & operations planning (S&OP) implemented
- HR data unified
- Active strategic business focus
- Fixed monthly engagement budget

With the help of the IFS Success team, the company devised a plan to implement S&OP within IFS for all manufacturing Plants. “The Master Schedule was complete within 3 months, providing immediate visibility of demand,” says Jezek. “Six months in we also now have the ability to project supply chain component shortages months ahead. We started with two product lines, and adding each further line takes about 3-4 weeks. Next we will add capacity requirements planning (CRP) and automation resource planning (ARP) to help us address worldwide supply shortages.”

The Success Plan has also been used to extract and consolidate data from multiple external HR applications into Realtime Reports and Lobbies within the IFS HR Module. The company now has access to automatically imported data, whilst keeping the “source of truth” external within the various locally managed HR applications.

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Matthias Jezek, Business Solutions Architect,
Hexagon Agility

Looking ahead to world-class manufacturing

ISO 14001 certified since 2018, the company's goal moving into 2023 is to implement World-Class Manufacturing to IATF 16949:2016, the International Standard for Automotive Quality Management Systems alongside ISO 9001:2015. Explains Jezek, “Our system comprises three main components: cylinders or storage for natural gas or hydrogen; a fuel management module providing control electronics; and ancillary hardware such as hoses, piping, mounts and accessories.

“Our cylinders are already manufactured to established military grade standards. But the rest of the components, and the installation process itself, also need to be carefully controlled and regulated. Implementing IATF 16949:2016 across our business will give us World-Class manufacturing operations and quality framework. Based on the excellent level of support and expertise we've experienced with the Success Plan team to date; I have no doubt we will be using their resources and skills to achieve this too.”

Find out more

Further information, e-mail info@ifs.com, contact your local IFS office or visit our web site, ifs.com

