



Elevating the production planning of a growing family-owned business

Koja Ltd. delivers high-quality and energy-efficient air handling solutions for ships and buildings, as well as fan solutions for industrial processes. This Finnish family-owned company, operating internationally, efficiently and securely develops smart and innovative technology to assist customers in reaching their energy efficiency and environmental objectives. In-house design, product development, production, and comprehensive lifecycle services ensure a reliable partnership throughout the product's lifespan. Koja manufactures its products in two locations, Tampere and Jalasjärvi. With increasing production volumes in the company, a decision was made to invest in a new ERP system. The company recognized the need for a separate modern system for production planning, with the goal of acquiring the best possible tools on the market.

A modern and comprehensive solution for production planning

Traditional ERP systems do not always meet the current needs of production planning. Their functionalities are often generic and limited, lacking the features that manufacturing companies require. In many companies production planning is still carried out using spreadsheet software. However, these are person-specific isolated systems and do not provide the collaboration that organizations need.

"When we invested in a new ERP system, it was clear to us that we needed a separate production planning tool alongside it. Previously, production planning was done in Excel, and now we had the opportunity to acquire a modern solution that would serve us better. We unanimously decided that Delfoi Planner is the best production planning



system for our needs, and Delfoi is the best company to help us with the challenges of production planning,” says **Antti Raikonen**, the system manager of **Koja Ltd.** and continues:

Smooth implementation and integration

The renewal of Koja Ltd.’s systems was carried out at the company’s two production facilities in Jalasjärvi and Tampere. The project started with a brief specification phase, but soon, the implementation phase was initiated in close collaboration with Delfoi.

“The implementation project went very well overall. The project team’s collaboration was flexible, and communication was open throughout the project. Delfoi’s project manager was a highly competent professional,

Key benefits included streamlined planning and data-driven management

The production planning software has become an invaluable tool for companies that want to streamline their operations, optimize resource allocation, and respond effectively to customer demands. By automating and centralizing the production planning process, this software increases efficiency, improves collaboration, and enables data-driven decision-making.

“Delfoi Planner has brought a lot of clarity and simplicity to our production planning process. Through the visual user interface, we can now monitor and guide production planning comprehensively in real-time. While planning used to happen in spreadsheets and in a decentralized manner, we now have a centralized hub and a visual overview of all essential information. Data-driven decision-making has been a guiding theme for us and the

Further development in good cooperation

Delfoi Planner offers numerous features, not all of which have been implemented in Koja Ltd.’s production planning yet. Further development is done in collaboration with Delfoi.

*“Delfoi Planner’s development plans are in progress. We hold regular meetings monthly, and the development pipeline includes both short-term and long-term improvements. It is meaningful to do development work in the context of a good partnership,” summarizes **Antti Raikonen**, the system manager at **Koja Ltd.**.*

“Delfoi is not just a software company but a genuine expert in production and production planning development, understanding manufacturing processes. That’s the kind of partner we wanted, and that’s the one we got. We reviewed their numerous references and were convinced of their expertise.”

*and we were satisfied with the contribution of the entire Delfoi team,” says **Antti Raikonen**, the system manager at Koja Ltd., and continues:*

“The integration into the new ERP system went seamlessly using the integration platform we employed. We were able to carry out the integration entirely independently and easily, with Delfoi’s role being consultative whenever we needed assistance.



*cornerstone of all development in this system project. With Delfoi Planner, we have taken a significant step forward in that regard,” says **Antti Raikonen**.*

