



Mid-Market CPG in North America

Digital Transformation for End-to-End Planning and Collaboration



\$250M
Revenue



7,000+
Active SKUs



60,000+ Active
Service Locations



75
Vendors

Results

- ▶ End-to-end planning and visibility on a single digital platform
- ▶ Improved OTIF levels
- ▶ Master and transaction data of high quality and internal consistency
- ▶ Ability to archive corporate memory for tracking, measuring and reporting KPIs

Journey with Solvoyo



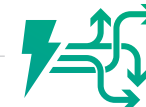
Digital

- ▶ A web-based integrated platform with consistent master data
- ▶ Digital integration/collaboration with suppliers and logistics providers
- ▶ Real time alerts and exceptions for KPIs
- ▶ Slice-and-dice and drill-down capabilities with access to transaction level data



Intelligent

- ▶ End-to-end process design to synchronize demand and supply
- ▶ Analytics for predictive alerts, exceptions and proactive actions
- ▶ Executable production plans subject to capacity constraints
- ▶ Segmentation for optimal inventory investment targets



Autonomous

- ▶ Automated data extraction
- ▶ Automated planning of production and purchases based on supply constraints
- ▶ Automated routine reports
- ▶ Dynamic adjustments to safety stock and re-order levels
- ▶ Concurrent planning of demand, inventory, production and supply

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Digital Transformation for End-to-End Planning and Collaboration








Goal

- ▶ Create a digital platform with end-to-end planning and analytics capabilities in order to increase its on-time in-full (OTIF) levels while supporting dramatic growth

Issues

- ▶ Low OTIF levels than the target
- ▶ Difficulties in managing stock-outs and excess stock
- ▶ Inconsistencies in master and transactional data
- ▶ Dependence on error-prone Excel-based analysis for demand, inventory, kit production and component supply
- ▶ Lack of corporate memory for diagnostics

Transformation Scope

 <p>Master Data Management</p>	 <p>Demand Forecasting</p>	 <p>Inventory Management</p>	 <p>PO Management</p>	 <p>DDMRP</p>	 <p>Vendor Collaboration</p>	 <p>Kit Production Planning</p>
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