

## APAC FAST FOOD COMPANY

SITUATION: RAPID GROWTH GLOBALLY REQUIRED STRONG SALES AND OPERATIONS PLANNING PROCESS. JAGUAR-APS WAS SELECTED TO DELIVER ROAD MAP AND TRAINING THAT WOULD SUPPORT GLOBAL IMPLEMENTATION.



### Demand Planning Vision

Develop globally feasible solution for quick and sustainable implementation of S&OP process that fits the business model the company operates in

Reduce supply chain costs

Improve customer service

Develop and deliver S&OP training materials for top and middle management globally

Propose best fit demand planning process



### Critical Success Factors

Aligned goals and measures across all functional groups globally

On-going training for all employees

Secure buy-in from all heads of individual markets



### Results

Analyzed the business environment in APAC, EU and North America

Developed and delivered training to all GMs and senior management members

Developed and delivered extensive training to demand and supply planners from all markets

Worked closely with the global finance process stakeholders to ensure their understanding of S&OP process deliverables and their support of local teams globally