CANADA - CPG/FMCG FOOD COMPANY – ON-DEMAND SOLUTIONS

SITUATION: VERY POOR FORECAST ACCURACY, SILO PLANNING APPROACH, DATED INVENTORY WASTAGE, POOR CUSTOMER SERVICE, LOW CREDIBILITY OF FORECASTS, POOR PLANT UTILIZATION DUE TO POOR FORECASTS, LOW KNOWLEDGE LEVEL OF DEMAND PLANNING 'BEST PRACTICES', NO S&OP, INEFFECTIVE SYSTEMS AND TOOLS.

Opportunity

- Upgrade skills and recruit new staff
- Significantly improve forecast accuracy in short term
- Implement new Advanced Planning System > 12 months (weekly format)
- Implement S&OP process

Approach and Actions

- Client sends Jaguar–APS historical data in secured environment
- Jaguar professional analyses clients historical data in expert forecasting tool
- Jaguar-APS develops and tunes forecast models
- Jaguar adds judgmental adjustments to forecasts
- Jaguar-APS sends client total forecasts with supporting analysis and exception reporting to client and supports S&OP Process

Results

- Significant improvement in forecast accuracy achieved within 2 cycles
- Client receives reliable results cycle after cycle, allowing them to focus on high priority improvements
- Staff receives 'best in class' training and recommendations from Jaguar-APS professionals