

Global frozen and canned food company – Implementation of forecasting software and demand planning process in Canada and USA

Situation: Need to identify the right forecasting software solution for the company and to provide support in its implementation and training. Validate and adjust current S&OP process to support company's growth in the region.



Demand Management

- Validated the configuration of demand planning team and their needs
- Validated and adjusted forecasting process to include regional sales and supply chain

Approach

- Developed the matrix for forecasting software selection that fits the need, budget and is scalable to support rapid growth in North America
- Validated the EU demand planning process and software and worked with vendor on its implementation and adjustments

Results

- Achieved complete software implementation in North America market within 3 months
- Designed forecast monitoring and reporting tools utilizing software's data warehouse
- Provided S&OP road map for year 1-2 and assisted with its updates during year 3 post implementation