

**CANADA - GLOBAL CONSUMER ELECTRONICS COMPANY**

SITUATION: POOR FORECAST ACCURACY, VERY LOW CUSTOMER SERVICE, LOW CREDIBILITY OF FORECASTS, POOR ALLOCATION FROM PARENT COMPANY OR PLANTS, UNREASONABLE FINANCIAL PLANS. 12-14 MONTHS PRODUCT LIFECYCLE.

Opportunity	Actions	Managing Expectations	Results
<p>Change process to improve forecast approach from independent to consensus</p> <p>Gain organizational commitment to change</p> <p>Develop process that can be quickly deployed to other divisions locally</p>	<p>Introduced Forecast Manager position</p> <p>Implemented Consensus driven forecast approach</p> <p>Introduced and trained staff on new statistically driven forecasting software with lifecycle modeling capability</p>	<p>Phased implementation</p> <p>Projected benefits realized after year 1</p> <p>Ongoing management commitment to change required</p>	<p>Significant improvement in forecast accuracy</p> <p>Significant improvement in customer service</p> <p>Reduction in sell-off at discount at the end of product lifecycle</p> <p>Inventory Carrying Cost Savings &gt;\$1,000,000 Annually</p>

# BUSINESS VALUATION

