

CANADA - MID SIZED APPAREL COMPANY

SITUATION: INDEPENDENT FORECAST APPROACH WITH LACK OF ORGANIZATIONAL SUPPORT, LACK OF FORECAST CREDIBILITY LEADING TO OBSOLETE INVENTORY IN EXCESS OF 30% OF YEARLY REVENUE.

Demand Planning Design	Actions	Managing Expectations	Results
<p>Recommended Forecast Manager position</p> <p>Switch from Independent to Consensus Forecast Approach</p> <p>Implement statistical forecasting software</p> <p>Product Segmentation</p>	<p>Analyzed product structure and defined proper level for stat. forecasting</p> <p>Analyzed External Data and developed process for integration of Demographics in the Annual Business Plan</p> <p>Sourced and implemented fcst. software</p>	<p>Projected Stepped ROI Starting 2 Years Out</p> <p>2 Year Transformation Process</p> <p>Costs Incurred by Additional Headcount</p> <p>Cost of forecasting software <\$25K</p> <p>Change Management</p>	<p>Forecast error targets set (not measured before)</p> <p>Consensus Forecast driven plans</p> <p>Customer Service Up to 95% from 79%</p> <p>Inventory Carrying Cost Savings \$95,000 Annually</p>

