

DEMAND FORECAST AND RESOURCE PLANNING – S&OP PROCESS

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Dynamic and unstable environments along with lack of reliable historical data make the forecasting exercise a real challenge. It sometimes appears that the partners or distributors forecast lack accuracy or the right process. All that has costly consequences, being stock-outs, inventory increase, obsolete products seating in stock and ultimately unsatisfied customers leading to loss of sales.

In the end, no one knows what or when the products should be reordered, amplifying the problems at a later stage.



Anticipate and plan

We propose to review your forecasting method and process with a holistic approach of suppliers and distributors inclusion. We would also rebuild your forecasting process to create a strong but agile process, embed it into the S&OP process to be able to plan and communicate all orders according to the inventory strategy, allowing to have a better understanding and control of costs and revenue.

Ideal for all companies involved in Supply Chain in:

- *Manufacturing sector*
- *Industrial products sector*
- *FMCG & Distribution sector*
- *Pharmaceutical distribution sector*

What we propose

- Analyze previous historic and sales seasonality of categories of products to use the right forecasting method
- Create a forecasting process with a continuous improvement vision
- Standardize forecasting efforts with distributors
- Encourage supplier's management into collaborative forecasting
- Embed the forecasting process into the S&OP process
- Link it to the inventory management and products reorder process

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