Global materials manufacturer with a wide range of healthcare & life sciences, mobile electronics, industrial & manufacturing, automotive, apparel & textiles, consumer products, aerospace, and environmental protection technologies.

$4.5B Materials & Medical Device Manufacturer
Anaplan Demand Planning Model

Business Challenge

- **Absence of Cohesive Demand Planning Method** – Multiple business groups without a best practice-based demand planning process.

- **Data Disconnect** – Planners navigate between multiple disconnected source systems to make decisions on final demand plan.

- **Demand Planner Knowledge Transfer** – No key product/customer indicators to accurately notify demand planner the products to plan without prior knowledge of a product/customer.

Solutions

- **Systematic Solution** – Replaced an Excel driven demand planning solution with the capacity to generate a baseline forecast, demand planner override ability, and emphasis on high priority products & customers.

- **Interconnected Processes** – Model allows for a consistent methodology and logic, across differing business groups, to generate demand plan.

- **Rolling Statistical Forecast** – Nine statistical calculations automatically run and update while indicating the best possible statistical method based off key indicators, with the capability of customization of statistical forecast methods and quantity outputs.

- **Adjustments at Lower Granularity** - Percent adjustments of demand plan at the highest level automatically allocate down to the most granular level of detail.

Impact

- **Improve Forecast Accuracy** – The visibility and structured workflow built into Anaplan afforded the opportunity to Demand Planners to improve their Forecast accuracy by up to 5% within certain S&OP families over the first two months of usage

- **Drive Efficiency in Demand Plan** – Integrated solution allows for an improved efficiency and performance in demand plan, with varying flexibility throughout the demand planning process.

- **Scenario Modeling** – Solution allows for testing of assumptions and application of trends before a final forecast is concluded.

- **Automated Planning** - Baseline for planning is widely automated for all products at varying levels of granularity, with minimal user interaction necessary.

Peloton
CONSULTING GROUP