

DEMAND AND SUPPLY PLANNING READINESS ASSESSMENT



Challenges

In today's environment characterized by demand volatility, inaccurate forecasts and uncertainties around regulations, companies are typically faced with the following challenges:

- Low forecast quality and lack of confidence in forecasts
- Demand volatility
- The impact of promotions and special offers on the demand plan
- Forecasting demand for new products
- Long lead times for make-to-order items
- Whether to reorder or transship
- The impact of expiration dates on the supply plan
- Right sizing inventory to match target fill rates
- Inefficient and non-scalable planning process



Demand and Supply Planning Solution

CT Global Solutions offers a demand and supply planning solution to address these challenges. Powered by SAS, the solution is an integrated and modular suite of products that enable S&OP and integrated business planning (IBP). It includes advanced analytics for both demand and supply forecasting, demand-supply consensus planning, new product forecasting, supply (inventory) optimization, and advanced dashboards and reporting including SAS's Visual Analytics. Many features of the SAS solution are patented and benefit from machine learning (ML) and Artificial Intelligence (AI). The solution includes SAS' award winning access engines and data quality to manage high volumes of source data to ensure dependable results.



The Demand and Supply Planning Readiness Assessment

The Readiness Assessment is an independent review of the current demand and supply planning processes and analytical maturity. It recommends changes to the planning process to address current challenges and help meet important business goals. While the road map is unique to each company, it typically includes improving the demand forecast and automating data feeds. If needed, it also includes consensus planning to connect demand and supply processes and successfully put the solution to work. Advanced forecasting techniques such as new product forecasting, and optimization of price, promotions, packaging, production scheduling, inventory replenishment etc. are included as needed. The assessment focuses on the following areas:

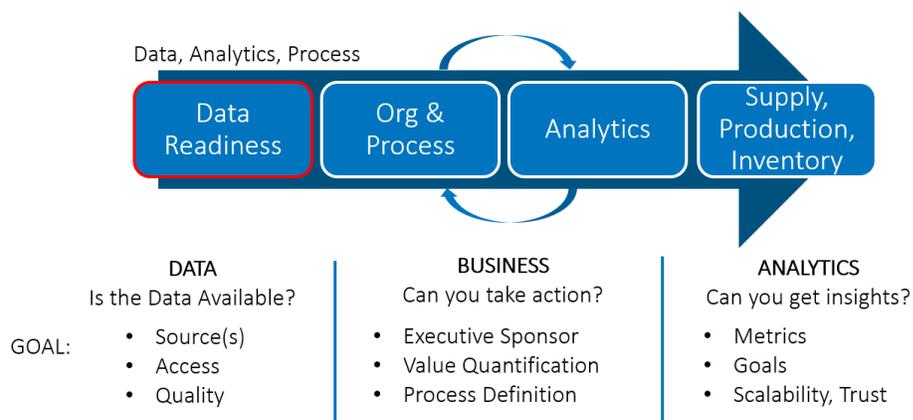
- S&OP process, including demand
- and supply planning meetings
- Forecasting methods
- Event Modeling
- What-if scenario planning
- Communication
- Reporting
- Technical and data environment
- Data Quality
- Organizational maturity

The assessment identifies opportunities and industry best practices that improve the demand planning process. It also quantifies the business and financial benefits associated with implementing these approaches. Upon completion of the assessment the customer receives a custom report describing the potential business value, strategy, architecture, high-level solution roadmap and estimated costs.



How the Readiness Assessment Works

The assessment determines the customer’s current forecasting, demand planning and supply planning processes and compares it to industry best practices. The industry and demand planning team of specialists spends a day on-site interviewing and gathering detailed customer information. The current business processes and technical architecture are reviewed, documented and brainstormed. Corporate strategy and goals are also reviewed. The assessment focuses on readiness around Data, Business Processes and Analytics, as depicted below.



Post-assessment, the team spends time off-site assessing the customer’s business and technical environment relative to functional integration, forecasting approach, systems integration and performance measurement, all relative to the forecasting and demand planning best practice evolution. The team develops a document describing the current environment and making recommendations for future processes, technical architecture and organization. Included in the document are a value statement, high-level technology roadmap and a rough estimate of costs required to implement the recommendations. Prior to presenting the final deliverable, the team meets meet again with the customer to preview the results and make any necessary adjustments. The final deliverable is an executive document and presentation.



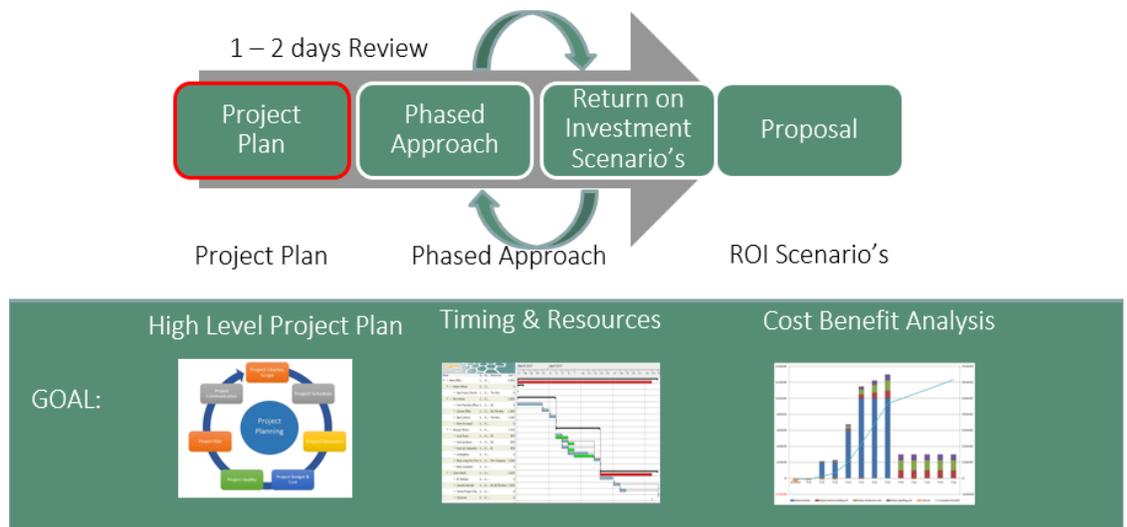
Key Benefits

The assessment clarifies areas of opportunity within a customer’s demand and supply planning process, quantifies potential value and defines a roadmap to achieve that value.



Deliverables

The primary deliverable is a report and executive presentation showcasing the results of the assessment. This report includes the state of the current process, and a recommended approach to improving, scaling and sustaining the demand and supply planning processes, technology infrastructure and organization. Also highlighted is the positive impact on business strategy and goals, including a feasible, high level business case with calculation of the expected return on investment.



Estimated Duration

The assessment is typically of 1 to 2 weeks duration with 1-2 days of on-site meetings/ interviews with the customer. Also included are remoted follow up meetings to review the findings prior to creating the final deliverable.

Power of the Partner

CT Global Solutions

CT Global Solutions is a strategic SAS partner that helps turn your data into profits. CT Global amplifies the value of SAS using its expertise in profit analytics, financial management, demand planning and decision optimization.

CT Global puts SAS to work to MAKE EVERY DECISION COUNT.



SAS Institute

SAS is the global leader in analytics. Through innovative software and services, SAS empowers and inspires customers around the world to transform data into intelligence.

SAS gives you THE POWER TO KNOW®.



To schedule your **Readiness Assessment**, contact CT Global at:
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