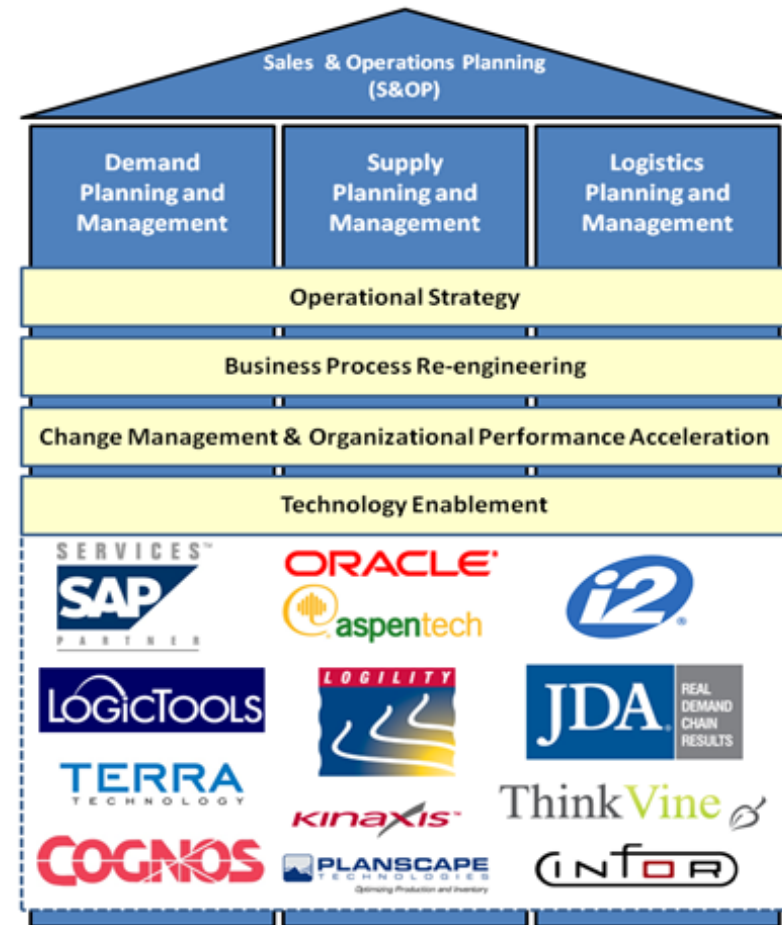


Supply Chain Planning Consulting Firm Specializing in:

- ❖ Managing and planning for **demand in a heavily promoted category or market**
- ❖ Gaining insight into **demand using syndicated data, POS, history, and customer collaboration**
- ❖ **Synchronizing demand with supply to improve customer service levels, increase velocity, and lower inventories**
- ❖ **Incorporating date sensitivity into the planning process** to reduce distressed raw material and finished good inventories
- ❖ **Streamlining distribution networks to optimize the total cost to serve customers**
- ❖ **Supporting** a combination of DC/warehouse and Direct Store Delivery (**DSD**) models
- ❖ Optimizing inventory and safety stock policies to balance customer service demands and working capital needs
- ❖ Obtaining **global visibility across operations** to increase **customer service responsiveness** and **support recall and tracking capabilities**
- ❖ **Benchmarking and scorecarding within the industry** and among customers and suppliers in food and beverage
- ❖ Designing, deploying a **sustainable sales and operations planning process** that drives to **one-number planning**

Core Markets

- ❖ **Fast Moving Consumer Goods**
- ❖ **Durable Consumer Goods**








Plan4Demand is a client advocate and is in no way sponsored by any software vendor.







Why Plan4Demand?

- ❖ **40% of top Fortune 100 food and beverage companies** based in the U.S.
- ❖ **100% referenceable in consumer packaged goods client base**
- ❖ **Deep expertise with highly promoted product with skill complexity**
- ❖ **Accelerated time to value through** proprietary toolkits and industry templates
- ❖ **Organizational performance acceleration programs** that drive process standards; **measurable baseline competency** models/programs
- ❖ Experienced, **process-centric industry specialists** who can also **configure** and implement technology
- ❖ Depth in industry-leading solutions
- ❖ Food and beverage industry benchmarking in the supply chain
- ❖ Flexible business solutions

Consumer Goods Market Snapshot

Experience with Market Leaders (Sampling)

Client	Project(s) Description
	<ul style="list-style-type: none"> ✓ Optimized demand planning processes across 3 global regions ✓ Evaluated upgrade requirements of JDA ✓ Designed & conducted customized JDA end user training several times
	<ul style="list-style-type: none"> ✓ Supply chain assessments ✓ Implemented and rolled out JDA (Demand, Supply, and Transportation) globally ✓ Created training and education programs
	<ul style="list-style-type: none"> ✓ Package Selection for Production Planning/ Scheduling ✓ Implemented JDA Transportation Management and Freight Pay ✓ Implemented Logility Demand and Replenishment Planning ✓ Optimized and supported RedPrairie WMS
	<ul style="list-style-type: none"> ✓ Designed and rolled out the supply chain template globally ✓ Implemented JDA demand, supply collaborate & market manager in North & South America ✓ Created global supply chain best practices program and then ported it in an on-demand environment ✓ Facilitated multiple workshops for the global supply chain management team to help set SCP priorities ✓ Analyzed requirements for product lifecycle management
	<ul style="list-style-type: none"> ✓ Developed a Package Selection road map/ assessment that included S&OP ✓ Completed a JDA assessment in Demand Planning ✓ Helped Foodservice optimize their Demand Planning process ✓ Created end-user training programs

Client	Project(s) Description
	<ul style="list-style-type: none"> ✓ Conducted a S&OP assessment that included best practices and a defined road map for improvement ✓ Built a distributor education "on-boarding" program and process using the JDA system ✓ Created a training and education certification program ✓ Re-engineered standard DP and SP processes across wine, beer, and spirits
	<ul style="list-style-type: none"> ✓ Evaluated SAP APO vs JDA solution set ✓ Optimized demand planning & supply/fulfillment processes ✓ Led the JDA technology upgrade ✓ Designed and rolled out end-user training
	<ul style="list-style-type: none"> ✓ Developed a S&OP business process for rollout in Canada and the US ✓ Created a S&OP database and associated reports to support the S&OP business process
	<ul style="list-style-type: none"> ✓ Performed a global demand project ✓ Provided a view of the overall market potential ✓ Developed strategic requirements for the Commercial Leadership team
	<ul style="list-style-type: none"> ✓ Assessed and developed business case metrics supporting an S&OP process project ✓ Implemented JDA demand and supply in the U.S., Mexico, China, and Canada ✓ Supported JDA optimization work in the U.K. ✓ Designed and rolled-out several training and education programs ✓ Program managed the JDA/QAD integration projects at the plan level ✓ Evaluated transportation management opportunities
	<ul style="list-style-type: none"> ✓ Evaluated APS packages to automate demand, supply and production planning process ✓ Analyzed and created business case metrics to support an APS purchase process ✓ Provided detailed recommendations on technology choices weighing opportunities and risks

For more information, please call Plan4Demand at 412-733-5000 or visit us at www.plan4demand.com.