

ALLEN K. PRATT

Sales, Marketing & Business Development for
Start-Up, Turnaround & High Growth Environments

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SALES AND OPERATIONS PLANNING REDUCES EXCESS FINISHED GOODS INVENTORY

Business Challenge:

- Business strategy and cost saving efforts drove the effort to enhance robust Sales & Operations Planning (S&OP) process for greater visibility
- Operational data was scattered in different places making a comprehensive business view more difficult
- Operational decision making was contingent on data that was incomplete or not validated

Consultant Role:

- Expert in S&OP and operational reporting designed process and tools necessary to bring visibility to the issue
- Designed and led an internal review process to measure excess finished goods and drive the profitable disposition of excess inventory
- Developed (KPI) key performance indicators to drive sales efforts and inventory control discipline.
- Provided stakeholder feedback through S&OP process

Quantifiable Results:

- Identified significant* value excess finished goods inventory (*confidential results)
- Created a single-focus plan to make better operational decisions with periodic feedback systems
- Company sold excess finished good inventory at a profit to existing and new customers rather than for scrap



Sales and Operations Planning Process creates collaboration using a single-focus as a key metric. This has a huge impact on finished goods inventory.

Effective planning can help CPG companies handle demand fluctuations more proactively through better point-of-sale related collaboration with retailers.

Consulting expert met tight deadlines and gained financial results including 25%+ inventory turns improvement.

High performance CPG companies know how best to balance supply with dynamic demand.

“Allen developed and communicated the vision for the Production and Inventory control group and the Leadership that resulted in successful execution to significantly improves production lead times, inventory reduction and customer satisfaction.”

David Seaborn, Sr Project Engineer
Bell Sports Inc.

HAWKEYE
CONSULTING ADVISORS, LTD.

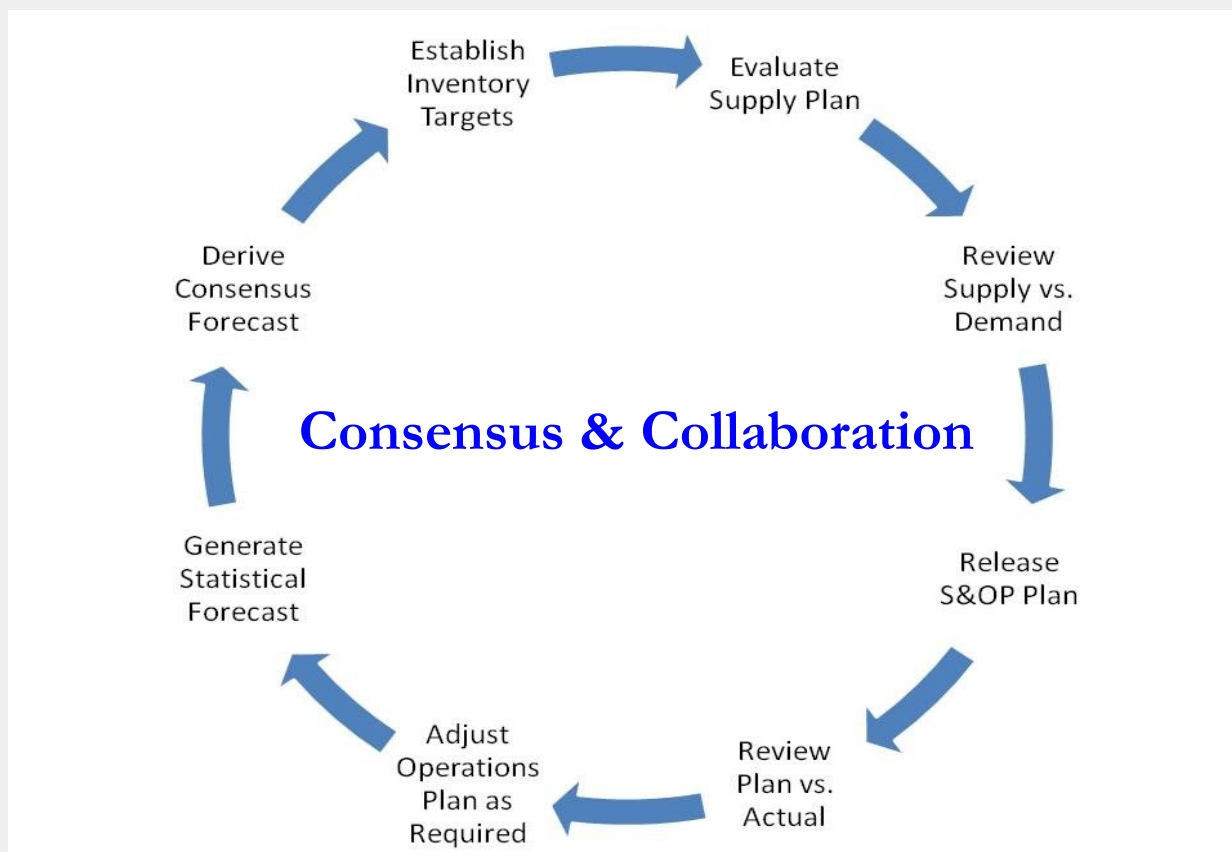
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Sales & Operations Planning—The Model

Champion Change:

- An effective S&OP process allows manufacturing and planning organizations to explore trade-off scenarios for leveraging available capacity while maximizing the beneficial financial results.
- An important value of S&OP is creating a consensus process that drives collaboration among sales, supply chain and operations disciplines with accountabilities toward customer satisfaction and the financial community.



Drive for Results:

- Manage product shortages and allocations
- Handle excess inventories and constrained capacity
- Optimize new product introductions

Call today to discuss your needs at (630) 390-9293 or go online at www.AllenPratt.com. Find out how your organization can benefit from an effective Sales & Operations Planning process.