



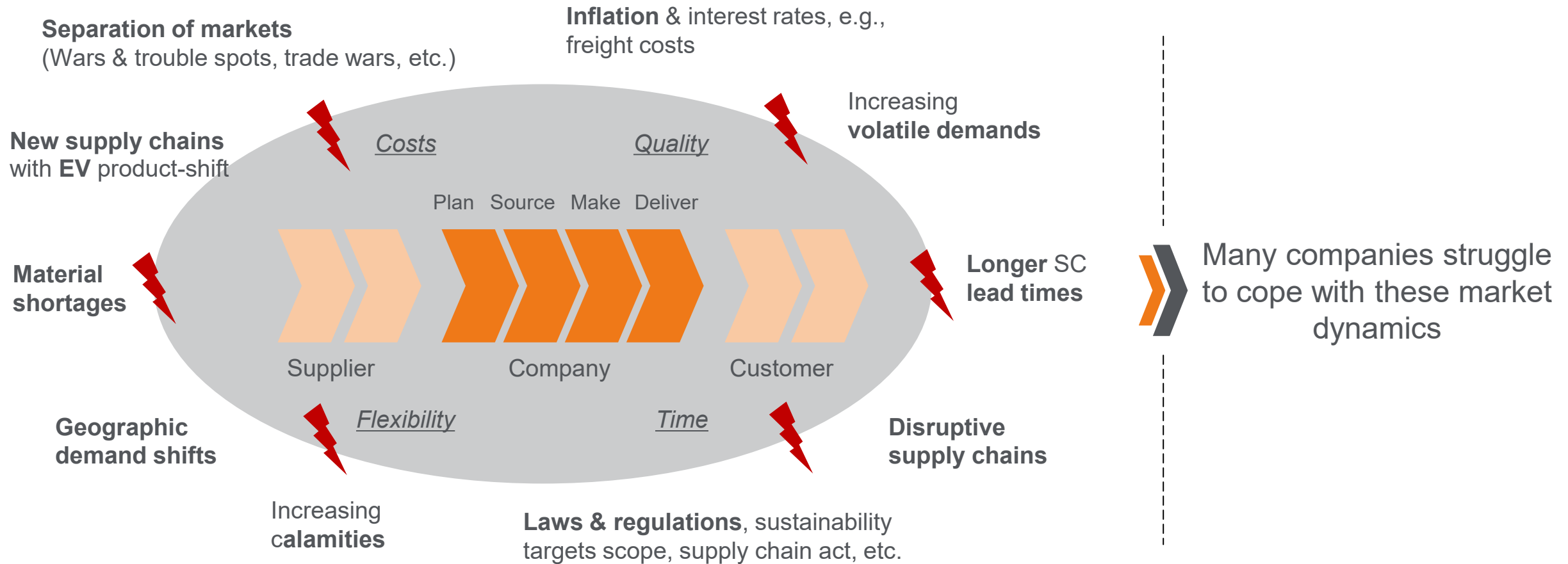
# SUPPLY CHAIN PLANNING & EXECUTION

A data-driven optimization approach

**EFESO**  
MANAGEMENT CONSULTANTS

SUPPLY CHAIN MANAGEMENT  
**INSIGHT**

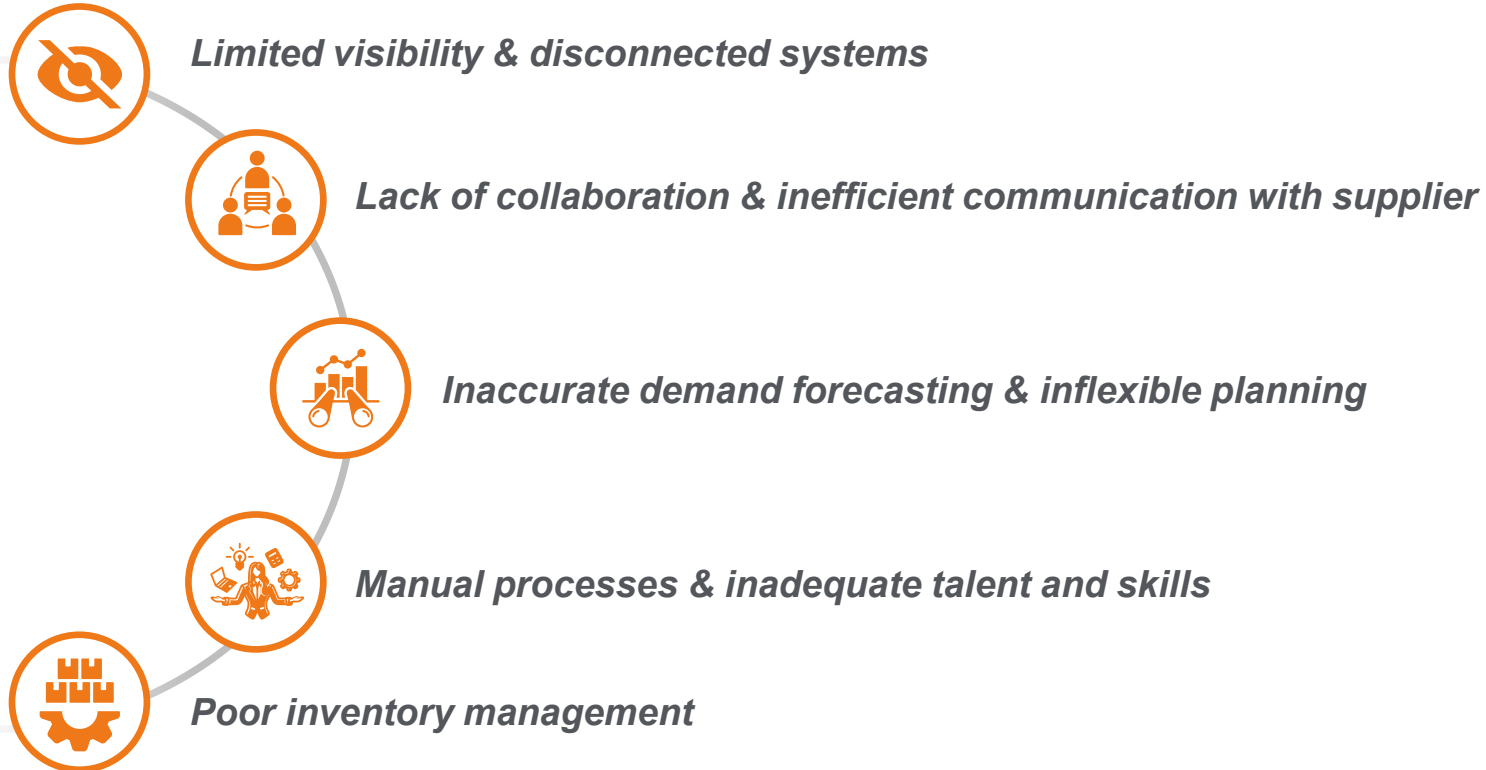
# Supply chain management is becoming an increasingly difficult task due to new market dynamics



Our insight is that the current market challenges reveal structural weaknesses, which lead to a weakened liquidity and competitive position



## Most common weaknesses in SC planning and execution



## Impact

Lower customer demand fulfilment (service level)

Increasing inventories

Higher freight cost

Higher capital cost

Weakens cash & competitive position



To overcome the challenges, **rapid adaptation in SC planning and execution is key.**



# We have identified five core elements as success factors for handling new market dynamics



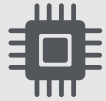
## The solution: integrated SC planning and execution



**Real-time  
visibility**



**Essential for quick issue identification and responsive decision-making**



**Advanced technology  
integration**



**Leverage AI, ML, and predictive analytics for intelligent and adaptive SCM**



**Collaborative  
platforms**



**Seamless communication among SC partners for quicker and more effective adjustments**



**Dynamic planning  
models**



**Implement agile planning models for swift adaptation to changing conditions**



**Integrated data  
architecture**



**Eliminate data silos to enable a holistic view and data-driven decisions**



**Our integrated SC planning and execution solution is based on real-time processing of relevant SC data.**



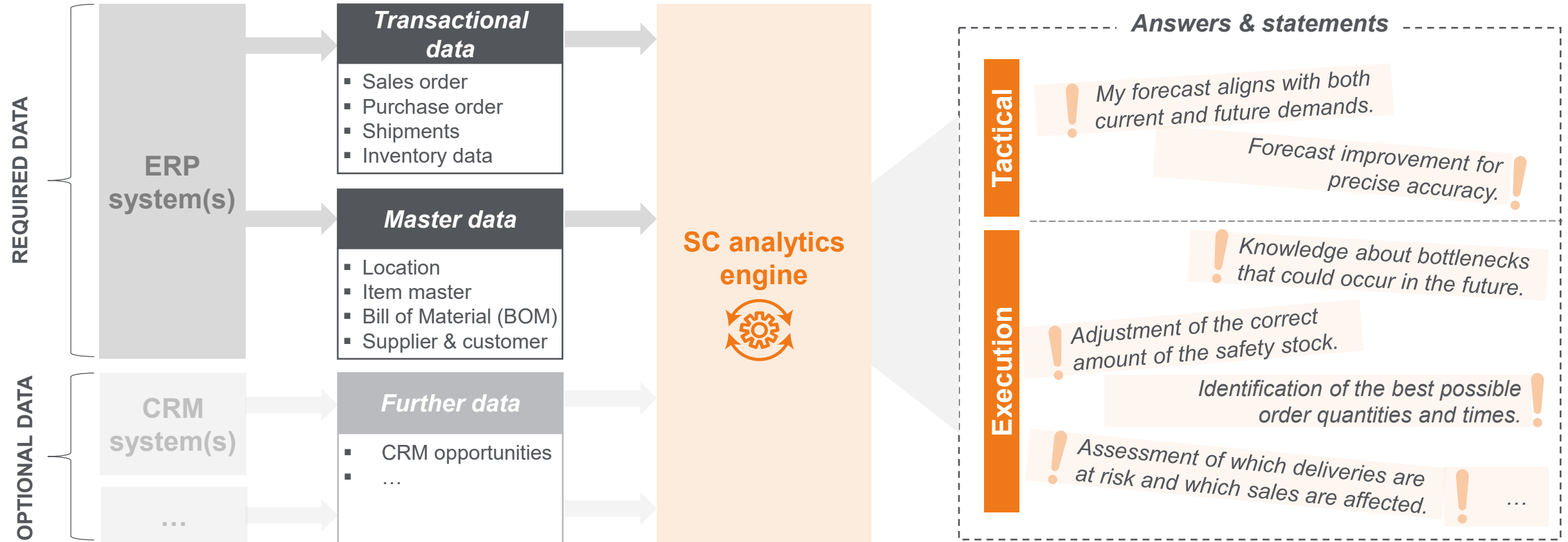
To increase the ability to react to unforeseen events, SC data should be analyzed in real time and processed sensibly to identify areas for action



## Data input



## Supply chain optimization



Professional tools and supply chain specific know-how is required to identify, implement effective, and efficient actions.



# With our SCM software and network of partners, EFESO clients achieve their goals



**EFESO**

- Long-standing experienced management and technology consulting
- Well established track record of delivering some of the most complex programs across sectors
- Leading brand for holistic innovation, operations strategy and performance improvement



**SCM execution software**

- Intelligent supply chain advisor that uses linked ERP data and AI algorithms to make integrated & automated SC decisions
- With improvement suggestions, actions are guided, adjusting the necessary parameters in the ERP system to holistically improve the supply chain KPIs



## **Benefits**



**Improved planning accuracy**



**Bottleneck reduction**



**Inventory reduction**



**Increased transparency on deliveries & KPIs**

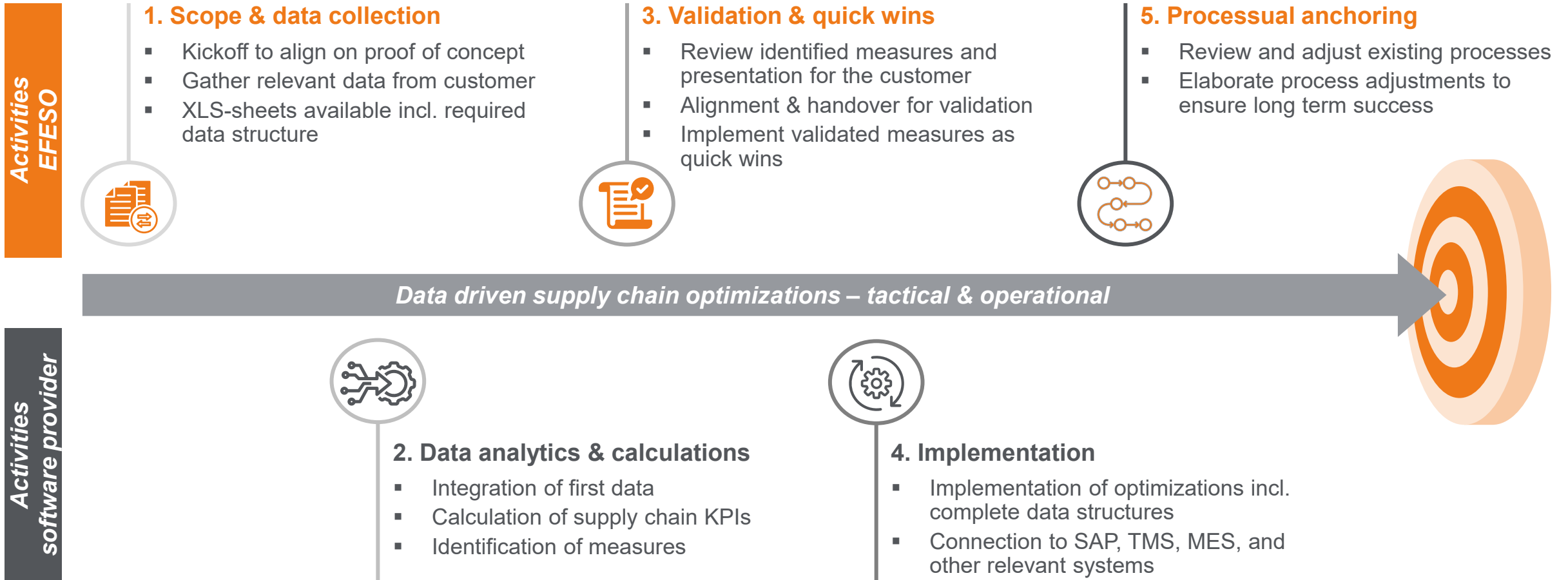


**Integrated operations – from customer to supplier**



**Increased process efficiency**

# EFESO's five-step approach leverages our strengths and software to achieve a potential 40% reduction in loss sales caused by supply chain events



Targets are met using the combination of supply chain subject matter experts and analytic tools.



# Project example: our approach resulted in reduced bottlenecks, optimized inventory, and fewer firefighting activities



## Initial situation

- OEM in **machinery industry**, turnover >1b€
- Firefighting activities caused by SC events
- Bottlenecks impacted by inaccurate planning forecasts, which results in frequent planning changes and supplier issues
- SC issues occur frequently, inventory levels are constantly rising
- ➔ Identify root causes based on available data to increase planning agility, risk mitigation and personal planning effort



## Approach / method

- **Gain transparency about future bottlenecks**
  - Execution of a risk assessment
  - Data analytics for predictive modeling
  - Scenario simulations and lever identification
- **Improve inventory levels**
  - Demand forecasting optimization
  - Supplier collaboration for efficiency
  - ABC/XYZ & Safety stock analysis
- **Reduce firefighting activities**
  - Implementation of data-driven decision-making and technology-based approach

## Customer value added



Over 2.000 improvement ideas identified



Up to 40% reduction of sales losses due to SC events



Planning effort reduction up to 10%



