

Global top 10 manufacturer of high-quality automotive and industrial lubricants products in over 100 markets .

Business Challenges

- **Lack of a common view** of Regional Accounts by the Global Users
- **Cash flow impacted** by high inventory build
- **Decision-making impacted** by the inability to model what-if scenarios
- **Cumbersome and manual processes** in Excel



28 countries

30 Marketing offices

5 Regional Offices

10 Blending Plants

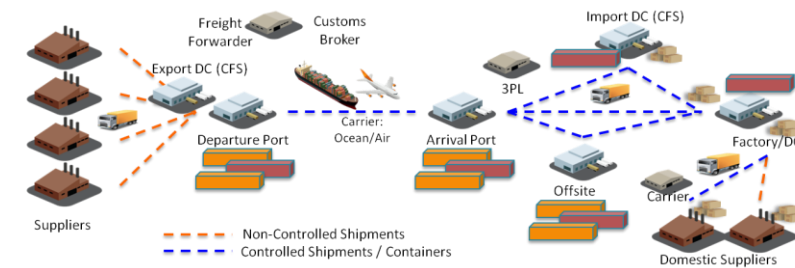
Logistics Network & Distributors

10 Ocean Carriers

14 Overland Carriers

20 Customs Brokers

20 Internal PLI users



Inventory Planning and Optimization solution

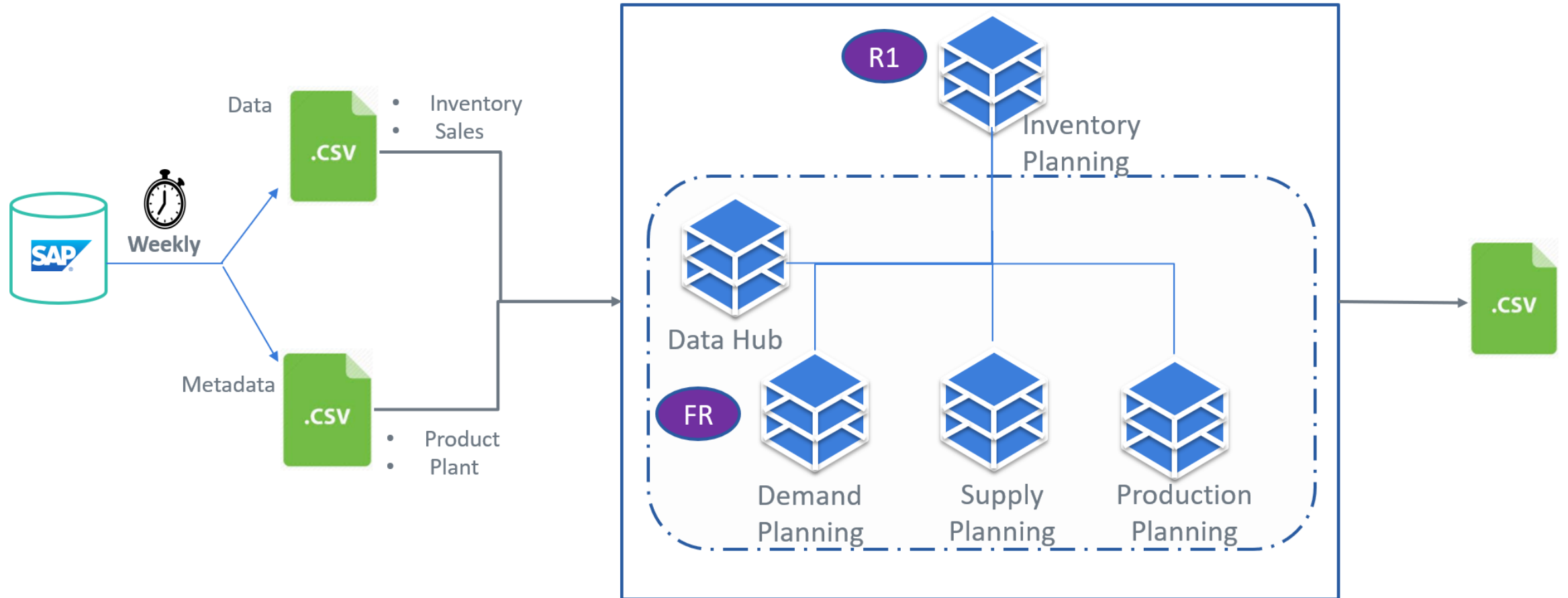
- **Product Ranking** – ABC Classification
- **Demand Variability** – XYZ Threshold
- **Cycle Stock , Safety Stock , Holding Inventory Calculation**
- **Cost Analysis of Inventory**
- **What-If Analysis of Inventory and Cost analytics**
- **Forecasting Inventory**
- **Top Down Planning**
- **Phasing In/Out of SKUs**



Benefits

- **Unified view of accounts** with real time dashboards and reports
- **Data driven decision making**
- **Integrated planning** through simulation of inventory and costs
- **30% reduction in inventory** build projections
- **Predictable shipment planning** and replenishment to DCs





INVENTORY PLANNING IMPLEMENTED FOR PETRONAS

