

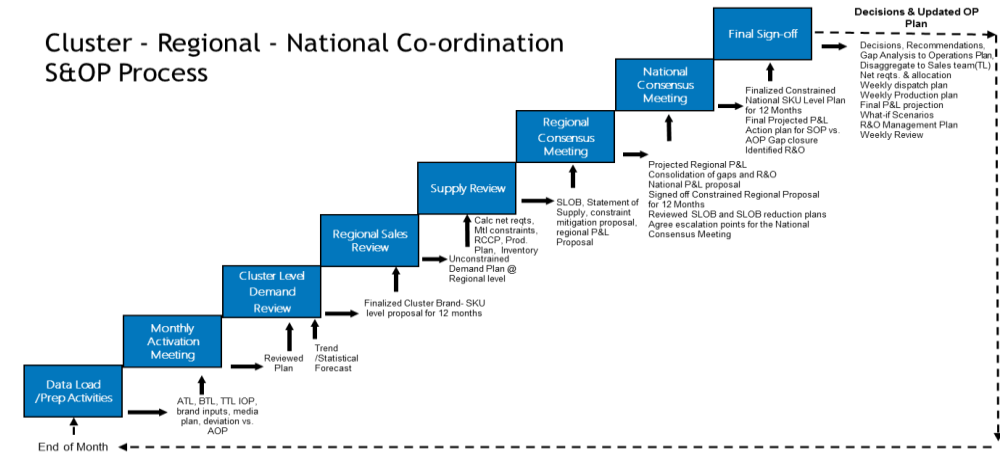
India's leading alcohol and beverages company with an outstanding portfolio of premium brands..

Business Challenges

- Haphazard planning and execution process
- Lack of scenario analysis capabilities impacted decision-making
- Limited control procedures and complex process flows
- High processing times of average 15 days



Cluster - Regional - National Co-ordination S&OP Process



S&OP, Demand, Supply, Inventory, Replenishment Planning

- S&OP process enablement for India operations
- Business plan alignment between the business units
- Gap and root cause analysis between forecast, actuals, AOP and operations plan
- Decision making enablement at Cluster, Regional & Country level
- Operations plan enablement with organization wide consensus
- P&L projection enablement
- Risks & opportunities (R&O) analysis and innovation/ renovation targets



Benefits

- Streamlined planning and execution process across India.
- 6% improvement in cash flow with scenario analysis helped
- Better and more effective control procedures and process flows within the planning environment.
- 73% reduction in lead time (from 15 days to 4 days) as a result of streamlined activities within the group

