

Increased sales productivity frees selling time and saves millions



Companies seem to dislike the term 'turnaround consulting' because it represents failure. The truth is that turnaround consulting represents success at realizing the company is going in the wrong direction. The only time the company fails is when it is not possible to do a turnaround anymore. We help companies pivot into more profitable directions where they can expand and grow. It is inevitable that companies will end up making a few mistakes; we help them correct these mistakes.

We help companies turnaround their non-profitable ventures into something that benefits them. Our specialty lies in understanding what makes a company special and what makes it tick.

[g5element_space spacing="21" spacing_md="0"] [g5element_heading title="For one leading pharmaceutical laboratory, success and double-digit sales growth came with a cost: an overburdened supply chain that threatened to reduce market share." tag_html="6" limit_width="545" title_typography="%7B%22font_family%22%3A%22open%20Sans%22%2C%22font_weight%22%3A%22%22%2C%22font_style%22%3A%22%22%2C%22font_size_lg%22%3A%22%22%2C%22font_size_md%22%3A%22%22%2C%22font_size_sm%22%3A%22%22%2C%22font_size_xs%22%3A%22%22%2C%22align%22%3A%22%22%2C%22text_transform%22%3A%22%22%2C%22line_height%22%3A%2226px%22%2C%22letter_spacing%22%3A%220%22%2C%22color%22%3A%22%23000000%22%2C%22hover_color%22%3A%22%22%7D"

css=".vc_custom_1571456600312{margin-bottom: 15px !important;}"]Arguzo employees are now more empowered; Arguzo also has the benefit of generating reports instantaneously whenever needed. They can now make decisions on the fly based on the latest real time data.

The effort vastly improved the company's planning and execution functions, created and implemented a new stock policy that accounted for specific SKUs and key variables, streamlined the order preparation process and reduced distribution transport times.

We help companies turnaround their non-profitable ventures into something that benefits them. Our specialty lies in understanding what makes a company special and what makes it tick.[g5element_space spacing="28" spacing_md="8"]Arguzo employees are now more empowered; Arguzo also has the benefit of generating reports instantaneously whenever needed. They can now make decisions on the fly based on the latest real time data.

The effort vastly improved the company's planning and execution functions, created and implemented a new stock policy that accounted for specific SKUs and key variables, streamlined the order preparation process and reduced distribution transport times.

We help companies turnaround their non-profitable ventures into something that benefits them. Our specialty lies in understanding what makes a company special and what makes it tick.[g5element_space spacing="0"]Companies seem to dislike the term 'turnaround consulting' because it represents failure. The truth is that turnaround consulting represents success at realizing the company is going in the wrong direction. The only time the company fails is when it is not possible to do a turnaround anymore. We help companies pivot into more profitable directions where they can expand and grow. It is inevitable that companies will end up making a few

mistakes; we help them correct these mistakes.

[g5element_list item_typography="%7B%22font_family%22%3A%22Open%20Sans%22%2C%22font_weight%22%3A%22700%22%2C%22font_style%22%3A%22normal%22%2C%22font_size_lg%22%3A%22%22%2C%22font_size_md%22%3A%22%22%2C%22font_size_sm%22%3A%22%22%2C%22font_size_xs%22%3A%22%22%2C%22align%22%3A%22%22%2C%22text_transform%22%3A%22%22%2C%22line_height%22%3A%22%22%2C%22letter_spacing%22%3A%220.025em%22%2C%22color%22%3A%22%23000000%22%2C%22hover_color%22%3A%22%22%7D" values="%5B%7B%22items%22%3A%22Improve%20sales%20and%20operations%20and%20production%20planning%3A%22%7D%5D"]

The teams focused their efforts on a few of the highest-value S&OP levers in order to review the current planning process, identify gaps in the planning infrastructure and analytically understand demand and supply variability.

[g5element_list item_typography="%7B%22font_family%22%3A%22Open%20Sans%22%2C%22font_weight%22%3A%22700%22%2C%22font_style%22%3A%22normal%22%2C%22font_size_lg%22%3A%22%22%2C%22font_size_md%22%3A%22%22%2C%22font_size_sm%22%3A%22%22%2C%22font_size_xs%22%3A%22%22%2C%22align%22%3A%22%22%2C%22text_transform%22%3A%22%22%2C%22line_height%22%3A%22%22%2C%22letter_spacing%22%3A%220.025em%22%2C%22color%22%3A%22%23000000%22%2C%22hover_color%22%3A%22%22%7D" values="%5B%7B%22items%22%3A%22Determine%20the%20right%20inventory%20level%3A%22%7D%5D"]

With hundreds of medications in the market, Pharm Ltd. needed a proper method to predict and manage their inventory. Using a mean absolute percentage analysis (MAPE), the teams defined appropriate levels for raw materials and finished products by mapping actual versus forecasted sales on the most important SKUs.

[g5element_list item_typography="%7B%22font_family%22%3A%22Open%20Sans%22%2C%22font_weight%22%3A%22700%22%2C%22font_style%22%3A%22normal%22%2C%22font_size_lg%22%3A%22%22%2C%22font_size_md%22%3A%22%22%2C%22font_size_sm%22%3A%22%22%2C%22font_size_xs%22%3A%22%22%2C%22align%22%3A%22%22%2C%22text_transform%22%3A%22%22%2C%22line_height%22%3A%22%22%2C%22letter_spacing%22%3A%220.025em%22%2C%22color%22%3A%22%23000000%22%2C%22hover_color%22%3A%22%22%7D" values="%5B%7B%22items%22%3A%22Optimize%20the%20supply%20chain

%20for%20perfect%20order%20planning%3A%22%7D%5D"]The diagnostic determined the stressors that affected sales and service levels. The teams focused on resolving issues related to higher-than-normal back-orders and lead times, which stressed the entire supply chain and led to delays in medications reaching consumers. Companies seem to dislike the term 'turnaround consulting' because it represents failure. The truth is that turnaround consulting represents success at realizing the company is going in the wrong direction. The only time the company fails is when it is not possible to do a turnaround anymore. We help companies pivot into more profitable directions where they can expand and grow. It is inevitable that companies will end up making a few mistakes; we help them correct these mistakes.

[g5element_list item_typography="%7B%22font_family%22%3A%22Open%20Sans%22%2C%22font_weight%22%3A%22700%22%2C%22font_style%22%3A%22normal%22%2C%22font_size_lg%22%3A%22%22%2C%22font_size_md%22%3A%22%22%2C%22font_size_sm%22%3A%22%22%2C%22font_size_xs%22%3A%22%22%2C%22align%22%3A%22%22%2C%22text_transform%22%3A%22%22%2C%22line_height%22%3A%22%22%2C%22letter_spacing%22%3A%220.025em%22%2C%22color%22%3A%22%23000000%22%2C%22hover_color%22%3A%22%22%7D" values="%5B%7B%22items%22%3A%22Improve%20sales%20and%20operations%20and%20production%20planning%3A%22%7D%5D"]The teams focused their efforts on a few of the highest-value S&OP levers in order to review the current planning process, identify gaps in the planning infrastructure and analytically understand demand and supply variability.[g5element_list item_typography="%7B%22font_family%22%3A%22Open%20Sans%22%2C%22font_weight%22%3A%22700%22%2C%22font_style%22%3A%22normal%22%2C%22font_size_lg%22%3A%22%22%2C%22font_size_md%22%3A%22%22%2C%22font_size_sm%22%3A%22%22%2C%22font_size_xs%22%3A%22%22%2C%22align%22%3A%22%22%2C%22text_transform%22%3A%22%22%2C%22line_height%22%3A%22%22%2C%22letter_spacing%22%3A%220.025em%22%2C%22color%22%3A%22%23000000%22%2C%22hover_color%22%3A%22%22%7D" values="%5B%7B%22items%22%3A%22Determine%20the%20right%20inventory%20level%3A%22%7D%5D"]With hundreds of medications in the

market, Pharm Ltd. needed a proper method to predict and manage their inventory. Using a mean absolute percentage analysis (MAPE), the teams defined appropriate levels for raw materials and finished products by mapping actual versus forecasted sales on the most important SKUs.

The diagnostic determined the stressors that affected sales and service levels. The teams focused on resolving issues related to higher-than-normal back-orders and lead times, which stressed the entire supply chain and led to delays in medications reaching consumers. Companies seem to dislike the term 'turnaround consulting' because it represents failure. The truth is that turnaround consulting represents success at realizing the company is going in the wrong direction. The only time the company fails is when it is not possible to do a turnaround anymore. We help companies pivot into more profitable directions where they can expand and grow. It is inevitable that companies will end up making a few mistakes; we help them correct these mistakes.

The teams

focused their efforts on a few of the highest-value S&OP levers in order to review the current planning process, identify gaps in the planning infrastructure and analytically understand demand and supply variability.

[g5element_list item_typography="%7B%22font_family%22%3A%22Open%20Sans%22%2C%22font_weight%22%3A%22700%22%2C%22font_style%22%3A%22normal%22%2C%22font_size_lg%22%3A%22%22%2C%22font_size_md%22%3A%22%22%2C%22font_size_sm%22%3A%22%22%2C%22font_size_xs%22%3A%22%22%2C%22align%22%3A%22%22%2C%22text_transform%22%3A%22%22%2C%22line_height%22%3A%22%22%2C%22letter_spacing%22%3A%220.025em%22%2C%22color%22%3A%22%23000000%22%2C%22hover_color%22%3A%22%22%7D" values="%5B%7B%22items%22%3A%22Determine%20the%20right%20inventory%20level%3A%22%7D%5D"]

With hundreds of medications in the market, Pharm Ltd. needed a proper method to predict and manage their inventory. Using a mean absolute percentage analysis (MAPE), the teams defined appropriate levels for raw materials and finished products by mapping actual versus forecasted sales on the most important SKUs.

[g5element_list item_typography="%7B%22font_family%22%3A%22Open%20Sans%22%2C%22font_weight%22%3A%22700%22%2C%22font_style%22%3A%22normal%22%2C%22font_size_lg%22%3A%22%22%2C%22font_size_md%22%3A%22%22%2C%22font_size_sm%22%3A%22%22%2C%22font_size_xs%22%3A%22%22%2C%22align%22%3A%22%22%2C%22text_transform%22%3A%22%22%2C%22line_height%22%3A%22%22%2C%22letter_spacing%22%3A%220.025em%22%2C%22color%22%3A%22%23000000%22%2C%22hover_color%22%3A%22%22%7D" values="%5B%7B%22items%22%3A%22Optimize%20the%20supply%20chain%20for%20perfect%20order%20planning%3A%22%7D%5D"]

The diagnostic determined the stressors that affected sales and service levels. The teams focused on resolving issues related to higher-than-normal back-orders and lead times, which stressed the entire supply chain and led to delays in medications reaching consumers.

Synthesize your thoughts and draw conclusions from your analysis.



Companies seem to dislike the term 'turnaround consulting' because it represents failure. The truth is that turnaround consulting represents success at realizing the company is going in the wrong direction. The only time the company fails is when it is not possible to do a turnaround anymore. We help companies pivot into more profitable directions where they can expand and grow. It is inevitable that companies will end up making a few mistakes; we help them correct these mistakes.

We help companies turnaround their non-profitable ventures into something that benefits them. Our specialty lies in understanding what makes a company special and what makes it tick.

[g5element_space spacing="21" spacing_md="0"] [g5element_heading title="For one leading pharmaceutical laboratory, success and double-digit sales growth came with a cost: an overburdened supply chain that threatened to reduce market share." tag_html="6" limit_width="545" title_typography="%7B%22font_family%22%3A%22open%20Sans%22%2C%22font_weight%22%3A%22%22%2C%22font_style%22%3A%22%22%2C%22font_size_lg%22%3A%22%22%2C%22font_size_md%22%3A%22%22%2C%22font_size_sm%22%3A%22%22%2C%22font_size_xs%22%3A%22%22%2C%22align%22%3A%22%22%2C%22text_transform%22%3A%22%22%2C%22line_height%22%3A%2226px%22%2C%22letter_spacing%22%3A%220%22%2C%22color%22%3A%22%23000000%22%2C%22hover_color%22%3A%22%22%7D"

css=".vc_custom_1571456600312{margin-bottom: 15px !important;}"]Arguzo employees are now more empowered; Arguzo also has the benefit of generating reports instantaneously whenever needed. They can now make decisions on the fly based on the latest real time data.

The effort vastly improved the company's planning and execution functions, created and implemented a new stock policy that accounted for specific SKUs and key variables, streamlined the order preparation process and reduced distribution transport times.

We help companies turnaround their non-profitable ventures into something that benefits them. Our specialty lies in understanding what makes a company special and what makes it tick.[g5element_space spacing="28" spacing_md="8"]Arguzo employees are now more empowered; Arguzo also has the benefit of generating reports instantaneously whenever needed. They can now make decisions on the fly based on the latest real time data.

The effort vastly improved the company's planning and execution functions, created and implemented a new stock policy that accounted for specific SKUs and key variables, streamlined the order preparation process and reduced distribution transport times.

We help companies turnaround their non-profitable ventures into something that benefits them. Our specialty lies in understanding what makes a company special and what makes it tick.[g5element_space spacing="0"]Companies seem to dislike the term 'turnaround consulting' because it represents failure. The truth is that turnaround consulting represents success at realizing the company is going in the wrong direction. The only time the company fails is when it is not possible to do a turnaround anymore. We help companies pivot into more profitable directions where they can expand and grow. It is inevitable that companies will end up making a few

mistakes; we help them correct these mistakes.

[g5element_list item_typography="%7B%22font_family%22%3A%22Open%20Sans%22%2C%22font_weight%22%3A%22700%22%2C%22font_style%22%3A%22normal%22%2C%22font_size_lg%22%3A%22%22%2C%22font_size_md%22%3A%22%22%2C%22font_size_sm%22%3A%22%22%2C%22font_size_xs%22%3A%22%22%2C%22align%22%3A%22%22%2C%22text_transform%22%3A%22%22%2C%22line_height%22%3A%22%22%2C%22letter_spacing%22%3A%220.025em%22%2C%22color%22%3A%22%23000000%22%2C%22hover_color%22%3A%22%22%7D" values="%5B%7B%22items%22%3A%22Improve%20sales%20and%20operations%20and%20production%20planning%3A%22%7D%5D"]

The teams focused their efforts on a few of the highest-value S&OP levers in order to review the current planning process, identify gaps in the planning infrastructure and analytically understand demand and supply variability.

[g5element_list item_typography="%7B%22font_family%22%3A%22Open%20Sans%22%2C%22font_weight%22%3A%22700%22%2C%22font_style%22%3A%22normal%22%2C%22font_size_lg%22%3A%22%22%2C%22font_size_md%22%3A%22%22%2C%22font_size_sm%22%3A%22%22%2C%22font_size_xs%22%3A%22%22%2C%22align%22%3A%22%22%2C%22text_transform%22%3A%22%22%2C%22line_height%22%3A%22%22%2C%22letter_spacing%22%3A%220.025em%22%2C%22color%22%3A%22%23000000%22%2C%22hover_color%22%3A%22%22%7D" values="%5B%7B%22items%22%3A%22Determine%20the%20right%20inventory%20level%3A%22%7D%5D"]

With hundreds of medications in the market, Pharm Ltd. needed a proper method to predict and manage their inventory. Using a mean absolute percentage analysis (MAPE), the teams defined appropriate levels for raw materials and finished products by mapping actual versus forecasted sales on the most important SKUs.

[g5element_list item_typography="%7B%22font_family%22%3A%22Open%20Sans%22%2C%22font_weight%22%3A%22700%22%2C%22font_style%22%3A%22normal%22%2C%22font_size_lg%22%3A%22%22%2C%22font_size_md%22%3A%22%22%2C%22font_size_sm%22%3A%22%22%2C%22font_size_xs%22%3A%22%22%2C%22align%22%3A%22%22%2C%22text_transform%22%3A%22%22%2C%22line_height%22%3A%22%22%2C%22letter_spacing%22%3A%220.025em%22%2C%22color%22%3A%22%23000000%22%2C%22hover_color%22%3A%22%22%7D" values="%5B%7B%22items%22%3A%22Optimize%20the%20supply%20chain

%20for%20perfect%20order%20planning%3A%22%7D%5D"]The diagnostic determined the stressors that affected sales and service levels. The teams focused on resolving issues related to higher-than-normal back-orders and lead times, which stressed the entire supply chain and led to delays in medications reaching consumers. Companies seem to dislike the term 'turnaround consulting' because it represents failure. The truth is that turnaround consulting represents success at realizing the company is going in the wrong direction. The only time the company fails is when it is not possible to do a turnaround anymore. We help companies pivot into more profitable directions where they can expand and grow. It is inevitable that companies will end up making a few mistakes; we help them correct these mistakes.

[g5element_list item_typography="%7B%22font_family%22%3A%22Open%20Sans%22%2C%22font_weight%22%3A%22700%22%2C%22font_style%22%3A%22normal%22%2C%22font_size_lg%22%3A%22%22%2C%22font_size_md%22%3A%22%22%2C%22font_size_sm%22%3A%22%22%2C%22font_size_xs%22%3A%22%22%2C%22align%22%3A%22%22%2C%22text_transform%22%3A%22%22%2C%22line_height%22%3A%22%22%2C%22letter_spacing%22%3A%220.025em%22%2C%22color%22%3A%22%23000000%22%2C%22hover_color%22%3A%22%22%7D" values="%5B%7B%22items%22%3A%22Improve%20sales%20and%20operations%20and%20production%20planning%3A%22%7D%5D"]The teams focused their efforts on a few of the highest-value S&OP levers in order to review the current planning process, identify gaps in the planning infrastructure and analytically understand demand and supply variability.[g5element_list item_typography="%7B%22font_family%22%3A%22Open%20Sans%22%2C%22font_weight%22%3A%22700%22%2C%22font_style%22%3A%22normal%22%2C%22font_size_lg%22%3A%22%22%2C%22font_size_md%22%3A%22%22%2C%22font_size_sm%22%3A%22%22%2C%22font_size_xs%22%3A%22%22%2C%22align%22%3A%22%22%2C%22text_transform%22%3A%22%22%2C%22line_height%22%3A%22%22%2C%22letter_spacing%22%3A%220.025em%22%2C%22color%22%3A%22%23000000%22%2C%22hover_color%22%3A%22%22%7D" values="%5B%7B%22items%22%3A%22Determine%20the%20right%20inventory%20level%3A%22%7D%5D"]With hundreds of medications in the

market, Pharm Ltd. needed a proper method to predict and manage their inventory. Using a mean absolute percentage analysis (MAPE), the teams defined appropriate levels for raw materials and finished products by mapping actual versus forecasted sales on the most important SKUs.

The diagnostic determined the stressors that affected sales and service levels. The teams focused on resolving issues related to higher-than-normal back-orders and lead times, which stressed the entire supply chain and led to delays in medications reaching consumers. Companies seem to dislike the term 'turnaround consulting' because it represents failure. The truth is that turnaround consulting represents success at realizing the company is going in the wrong direction. The only time the company fails is when it is not possible to do a turnaround anymore. We help companies pivot into more profitable directions where they can expand and grow. It is inevitable that companies will end up making a few mistakes; we help them correct these mistakes.

The teams

focused their efforts on a few of the highest-value S&OP levers in order to review the current planning process, identify gaps in the planning infrastructure and analytically understand demand and supply variability.

[g5element_list item_typography="%7B%22font_family%22%3A%22Open%20Sans%22%2C%22font_weight%22%3A%22700%22%2C%22font_style%22%3A%22normal%22%2C%22font_size_lg%22%3A%22%22%2C%22font_size_md%22%3A%22%22%2C%22font_size_sm%22%3A%22%22%2C%22font_size_xs%22%3A%22%22%2C%22align%22%3A%22%22%2C%22text_transform%22%3A%22%22%2C%22line_height%22%3A%22%22%2C%22letter_spacing%22%3A%220.025em%22%2C%22color%22%3A%22%23000000%22%2C%22hover_color%22%3A%22%22%7D" values="%5B%7B%22items%22%3A%22Determine%20the%20right%20inventory%20level%3A%22%7D%5D"]

With hundreds of medications in the market, Pharm Ltd. needed a proper method to predict and manage their inventory. Using a mean absolute percentage analysis (MAPE), the teams defined appropriate levels for raw materials and finished products by mapping actual versus forecasted sales on the most important SKUs.

[g5element_list item_typography="%7B%22font_family%22%3A%22Open%20Sans%22%2C%22font_weight%22%3A%22700%22%2C%22font_style%22%3A%22normal%22%2C%22font_size_lg%22%3A%22%22%2C%22font_size_md%22%3A%22%22%2C%22font_size_sm%22%3A%22%22%2C%22font_size_xs%22%3A%22%22%2C%22align%22%3A%22%22%2C%22text_transform%22%3A%22%22%2C%22line_height%22%3A%22%22%2C%22letter_spacing%22%3A%220.025em%22%2C%22color%22%3A%22%23000000%22%2C%22hover_color%22%3A%22%22%7D" values="%5B%7B%22items%22%3A%22Optimize%20the%20supply%20chain%20for%20perfect%20order%20planning%3A%22%7D%5D"]

The diagnostic determined the stressors that affected sales and service levels. The teams focused on resolving issues related to higher-than-normal back-orders and lead times, which stressed the entire supply chain and led to delays in medications reaching consumers.