

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. 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. 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%22

2align%22%3A%22%22%2C%22text_transform%22%3A%22%22%2C%22line_h
eight%22%3A%22%22%2C%22letter_spacing%22%3A%220.025em%22%2C%22
color%22%3A%22%23000000%22%2C%22hover_color%22%3A%22%22%7D"
values="%5B%7B%22items%22%3A%22Improve%20sales%20and%20operati
ons%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%2
2font_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%2
2align%22%3A%22%22%2C%22text_transform%22%3A%22%22%2C%22line_h
eight%22%3A%22%22%2C%22letter_spacing%22%3A%220.025em%22%2C%22
color%22%3A%22%23000000%22%2C%22hover_color%22%3A%22%22%7D"
values="%5B%7B%22items%22%3A%22Determine%20the%20right%20inven
tory%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%2
2font_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%2
2align%22%3A%22%22%2C%22text_transform%22%3A%22%22%2C%22line_h
eight%22%3A%22%22%2C%22letter_spacing%22%3A%220.025em%22%2C%22
color%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.[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"]

2font_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%

font_size_lg font_size_md font_size_sm font_size_xs align text_transform line_height letter_spacing 0.025em color 23000000 hover_color 7D values="5B7B items Determine the right inventory level 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.

font_family Open Sans font_weight 700 font_style normal font_size_lg font_size_md font_size_sm font_size_xs align text_transform line_height letter_spacing 0.025em color 23000000 hover_color 7D values="5B7B items Optimize the supply chain for perfect order planning 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. 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. 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%20operati

ons%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.

[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_h

eight%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%22

color%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.