

# Transformation sparks financial income for all

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[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;}"]

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2align%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.

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**Improve sales and operations and production planning**

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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%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.