Transformation sparks financial income for all



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item_typography="%7B%22font_family%22%3A%220pen%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% 2align%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%22%2C%22letter_spacing%22%3A%220.025em%22%2C%22 color%22%3A%22%22%2C%22letter_spacing%22%3A%220.025em%22%2C%22 color%22%3A%22%22%2C%22letter_spacing%22%3A%220.025em%22%2C%22 color%22%3A%22%22%2C%22letter_spacing%22%3A%220.025em%22%2C%22 color%22%3A%22%22%2C%22letter_spacing%22%3A%220.025em%22%2C%22 color%22%3A%22%22%2C%22letter_spacing%22%3A%220.025em%22%2C%22 color%22%3A%22%200000%22%2C%22hover_color%22%3A%22%20%20perati 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%220pen%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%220pen%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%220ptimize%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.