

# Increased sales productivity frees selling time and saves millions

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**Synthesize your thoughts and draw conclusions from your**

# analysis.

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## **Transformation sparks financial income for all**

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**Improve sales and operations and production planning**

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## Healthcare giant overcomes merger in 2019

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2%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.

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# Demand as transportation services as commerce

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## Constructing the best-in-class global assets

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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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[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"]

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.