

DRIVING SALES ENABLEMENT

Client Success Story

XYZ Manufacturing Inc.

Employees:
11,701 (2015)

Annual revenue:
\$4.371 Billion (2016)

Industry:
Manufacturing



Data & AI Is Our Singular Focus

Data Products is a diverse firm with senior and executive data scientists focused on fully developing project solutions that leverage advanced mathematics and data that drive tangible insights that optimize your organization's operations.



The Situation

Background and Business Problem

XYZ Manufacturing Inc., a global manufacturing organization, experienced difficulties in accurately forecasting sales and managing demand planning.



The Challenge

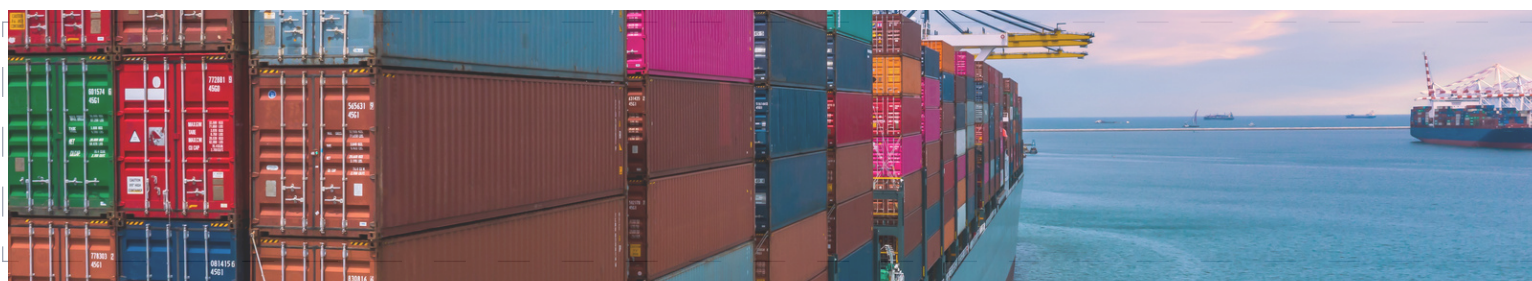
The current business model led to excess inventory, stockouts, and inefficient production planning. The organization recognized the need to leverage advanced analytics to improve their sales forecasting and demand planning capabilities, but lacked the necessary expertise and tools.



The Solution

Data Products partnered with XYZ Manufacturing Inc. to implement an advanced analytics solution focused on Sales Forecasting and Demand Planning:

- 1. Data Integration and Cleansing:** Data Products consolidated data from various sources such as CRM, ERP, and external market data, ensuring data consistency and quality for accurate forecasting.
- 2. Advanced Forecasting Models:** Data Products developed and deployed predictive analytics models using machine learning algorithms to accurately forecast sales and demand across multiple product lines and regions.
- 3. Seasonality and Trend Analysis:** The solution accounted for seasonal patterns, market trends, and external factors, such as economic indicators and competitor activities, to enhance the accuracy of forecasts.
- 4. Real-Time Forecast Updates:** The forecasting models were designed to adapt and update in real-time as new data became available, ensuring that forecasts remained relevant and accurate.
- 5. Performance Dashboards and Reporting:** Data Products developed interactive dashboards and reports that provided real-time insights into sales forecasts, demand trends, and inventory levels, enabling better decision-making and planning.

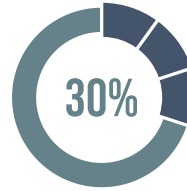




Results



Improvement in forecast accuracy, leading to more effective production planning and inventory management.



Reduction in inventory carrying costs due to more accurate demand forecasts and optimized inventory levels

Testimonials

"Data Products' Sales Forecasting and Demand Planning solution has revolutionized our approach to managing inventory and production planning. With increased forecast accuracy, we can now optimize our inventory levels and avoid stockouts, leading to improved customer satisfaction and sales performance."

Alice Johnson,
Chief Sales Officer at XYZ
Manufacturing Inc.

"The advanced analytics solution provided by Data Products has been instrumental in enhancing our organization's overall efficiency. The improved accuracy in sales forecasting and demand planning has led to significant cost savings and better resource allocation. We are excited to continue our partnership with Data Products as we further optimize our planning processes."

Bob Brown,
CEO of XYZ Manufacturing Inc.



Impact

The Sales Forecasting and Demand Planning solution delivered by Data Products resulted in the following quantifiable impacts: 20% improvement in forecast accuracy. Leading to more effective production planning and inventory management. 30% reduction in inventory carrying costs due to more accurate demand forecasts and optimized inventory levels. And 15% decrease in stockouts, resulting in higher customer satisfaction and increased sales opportunities.