

Demantra Implementation for a hi-tech company

Client:

Our client is one of the leading networking equipment supplier and end-to-end solution provider with business presence all over the globe. Our client is headquartered in the silicon valley and serves a wide range of industries and customers in over 150 countries.

Background:

Client was using i2, which was implemented several years ago, for carrying out their demand planning process. Existing system was obsolete and very rigid to satisfy the current demand planning process. Client decided to implement Demantra for planning their demand. They brought in Neocortex to implement Demantra and integrate Demantra with Oracle ASCP.

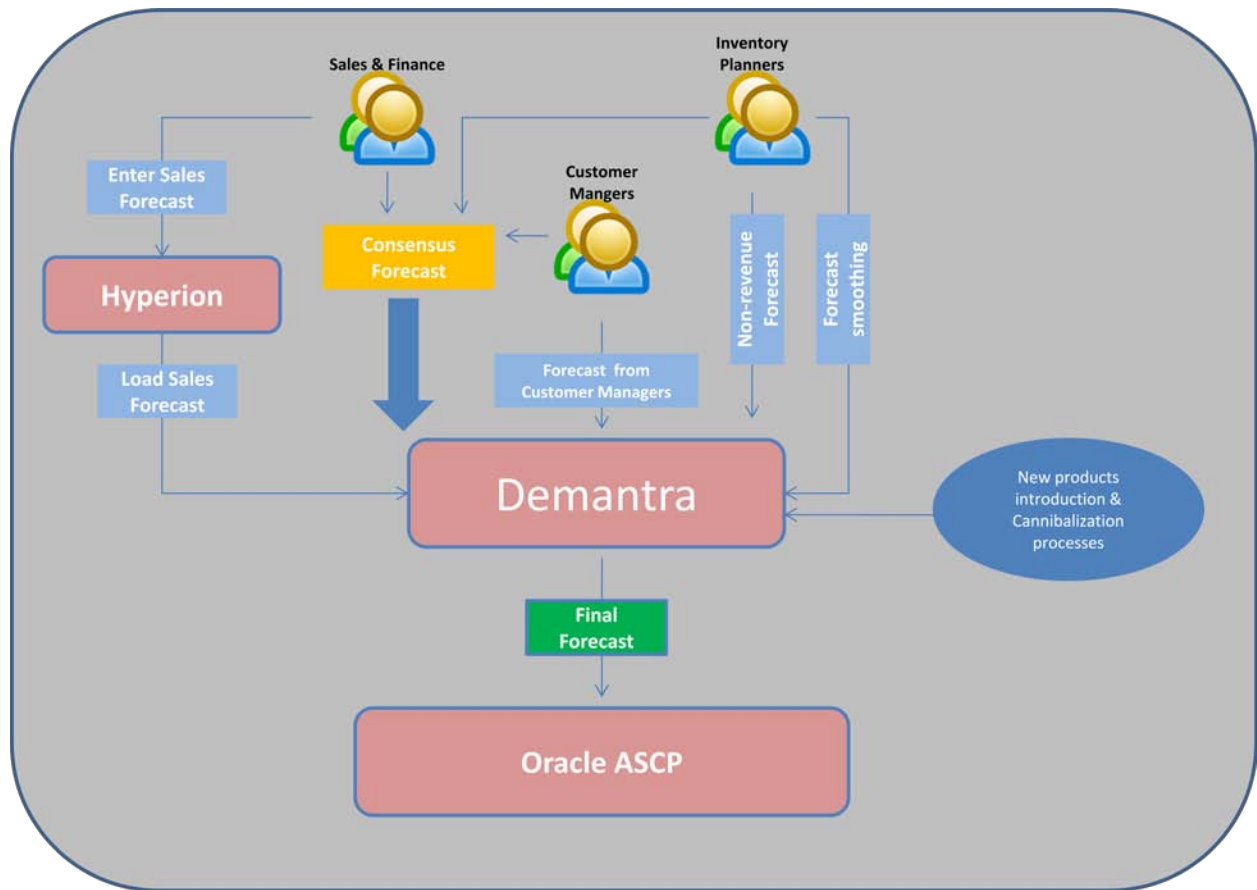
Business Problem:

Client's bi-weekly demand planning process in i2 to produce Demand and Inventory plans had lots of manual operations. In addition to being painful, the processes were prone to errors.

The whole process of collecting the finance team's sales forecast, loading them into i2, entering forecast at product family level and segregating them to SKU level was a very time consuming process. In addition to lot of manual activities during the segregation process, a series of batch processes needed to be run successfully before coming up with the Demand and Inventory plans. There were several other issues such as demand getting generated for obsolete parts, lack of distribution of demand based on historical demand, issues related to new products introduction, unable to work on the demand plan on a user friendly UI like spread sheet, extremely difficult error correction mechanisms. The reporting capabilities were poor as well.

Solution:

Neocortex studied the as-is processes, understood the pain points, included the new/additional requirements and came up with the to-be processes, operational process flows, Demantra configurations and required integrations with other systems. Number of Product and Location levels were optimized to enhance manageability of Demand Planning process.



As a part of the project, Neocortex developed integration with Hyperion to load sales forecast at the appropriate Item/Location level. Neocortex developed new utilities for consolidating fractional demand and for rolling over the balance demand to the next quarter. These utilities were invoked using Demantra's built-in Right Click/Method capability. Historical demand plans, Inventory Plans and MPS were retained in new series for comparison and reporting purposes. Out-of-box integration with Oracle ASCP was used to publish forecast to ASCP. A user friendly UI and processes were developed for new products introduction and cannibalization.

Benefits:

Time spent on planning processes was reduced by 75%.

Forecast accuracy was improved considerably.