



Consumer Electronics

Algo Brings Supply Chain Planning Innovation to Global Technology Company



Challenges

- Move away from spreadsheet-based planning
- Consolidate disparate data sets
- Connect cross-functional teams

Solutions

- Demand Planning
- Inventory Planning
- Managed Services
- Augmented Business Intelligence (ABI)

Results

- Increased forecast accuracy by 20%
- Better understanding of inventory positions
- Improved cross-functional collaboration
- Greater visibility on key metrics across teams
- More leadership visibility into overall business results
- Increased forecast accuracy
- Accelerated adoption of leading edge planning tools



Planning Solutions That Can Keep Pace With Tech Innovation

Even some of the most prominent tech companies can be held back by outdated, spreadsheet-based supply chain planning solutions. Spreadsheet systems tend to be siloed and don't easily allow data sharing across the organization. They inhibit collaboration among teams since people are not looking at the same data and don't share the same understandings of what the data means. Spreadsheets also are slow to update and usually lag well behind reality. And it is difficult to impossible to apply leading-edge Artificial Intelligence (AI) and Machine Learning (ML) to the data.

This consumer electronics innovator wanted to move beyond spreadsheets and embrace AI-based demand and inventory planning that would give it more accurate forecasts and help break down data silos across its teams.



Accurate Demand Planning In A Turbulent Industry

The Algo Demand Planner provides the customer with both unconstrained and constrained Sell-In (SI) and Sell-Through (ST) forecasts. In addition, Algo-generated machine-learning (ML) forecasts provide even greater accuracy by applying our proprietary algorithms and heuristics to deliver actionable data and interpretations.

Scenario planning is a core capability of the Algo Demand Planner. It provides a view of overall Unconstrained and Constrained SI/ST, with visuals and tables to easily identify differences so that users know where action is needed.



Up-To-Date Inventory Planning Facilitates Customer Conversations

The Algo Inventory Planner allows users to view and update their inventory plans, looking at inventory to ship to customers. Users can see the unconstrained ST forecasts and adjust if needed. Given lead time, target Weeks-of-Sales (WOS) and On-Hand (OH) inventory, users can update their inventory shipping plan or ST forecasts for future weeks.

The planner then calculates projected inventory and WOS to facilitate real-time Collaborate Planning Forecasting and Replenishment (CPFR) planning with the company's customers. Through Algo's CPFR process, we were able to identify SKUs where there were issues on the account side, which could be anything from pricing to SKU setups. By capturing these items, the customer was able to get it corrected and enable sell thru again.



Managed Services Speed Implementation

Algo Managed Services provided data services and customer support to accelerate implementation of the solutions. The customer also assigned power users for testing and validating data and features.



Robust Built-In Reporting Spurs Adoption

Both the Demand Planning and Inventory Planning solutions feature direct user access and interaction. In addition, Algo Augmented Business Intelligence (ABI) provides graphs and interactive visuals that clearly convey information and enable users to drill down into specific segment/supply chain details.

These user-friendly features helped speed adoption of the advanced solutions across the customer's teams, always a sticking point for innovation. Usage reporting shows higher and increasing adoption of the forecasting tools across the company.



Pushing Innovation Forward Together

In just over a year since implementation, Algo has helped the customer achieve its goals of improving cross-functional collaboration, providing greater visibility across teams on key forecasting metrics and more actionable visibility for management, and increasing forecast accuracy by 20%.

Although the customer was initially looking for forecasting and analysis capabilities, it appreciates working with a digital transformation company that is as innovative as it is and can grow and adjust its solutions as the company changes.