

Supply Chain Planning

Agricultural Chemicals

Client is a major agricultural chemicals producer and distributor in all global markets. They provide herbicides, pesticides, and fungicides to wholesalers and retailers in the North America, Central America, South America, Europe / Middle East, and Asia Regions.

The Challenge

The client wanted to revitalize their Supply Chain Planning Processes and enable them with technology. They wanted more rigorous planning and control of their business worldwide. Inventory was at an all-time high driven by Regions making decisions and acting locally for the good of the Region versus globally for the good of the client. Key challenges in this effort included:

- Strong Regional Business Units that want to conduct business their way
- Disparate technology for managing business decisions by Region
- Excessive Finished Goods and WIP inventories from a global perspective

The Solution

Our methodology consisted of:

- Developing one common, centralized planning system that was fed from each of the Regions
- Simultaneously implementing common Supply Chain Planning Processes in all Regions based on maturity
- Developing an Inventory Management Strategy and Process that would stop the growth of inventory and work to reduce total inventory over time while increasing Customer Service Levels
- Developing and implementation Performance Management System
- Facilitating the S&OP process and meetings

The Value

As a result of our project, we reduced inventory from \$190M to \$150M in one year through better business decision making, supply chain planning, and coordination of resources.



REVERSE LOGISTICS

