

**eyeon**

**YEARS AHEAD**



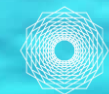
# No touch planning

A practical first step with the data you have



Bram Bongaerts

May 16<sup>th</sup>



**eyeon**  
YEARS AHEAD



**Narrow data**  
**Wide insights**

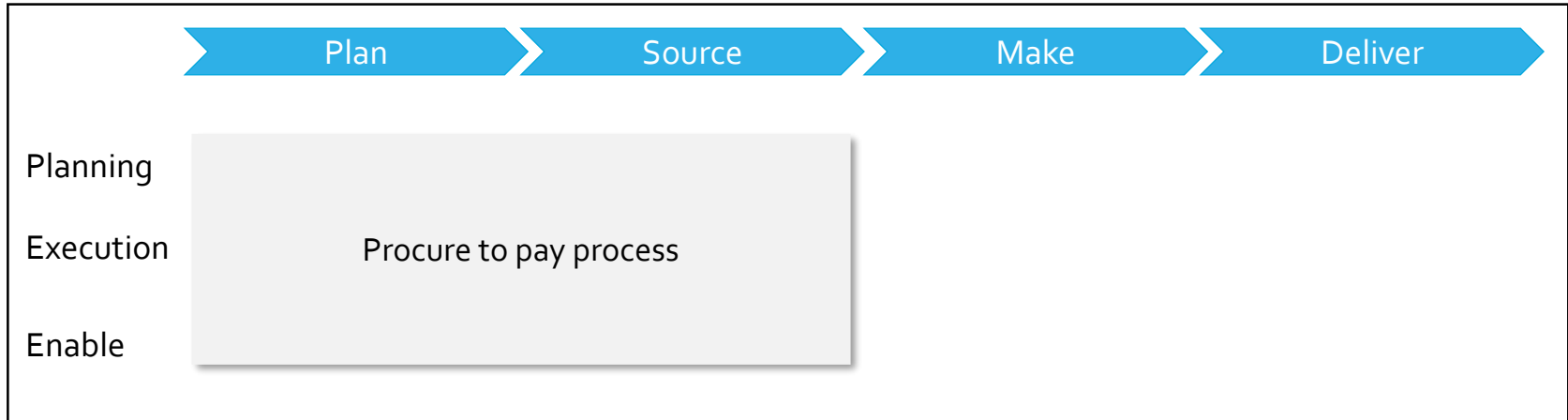


**Focus**

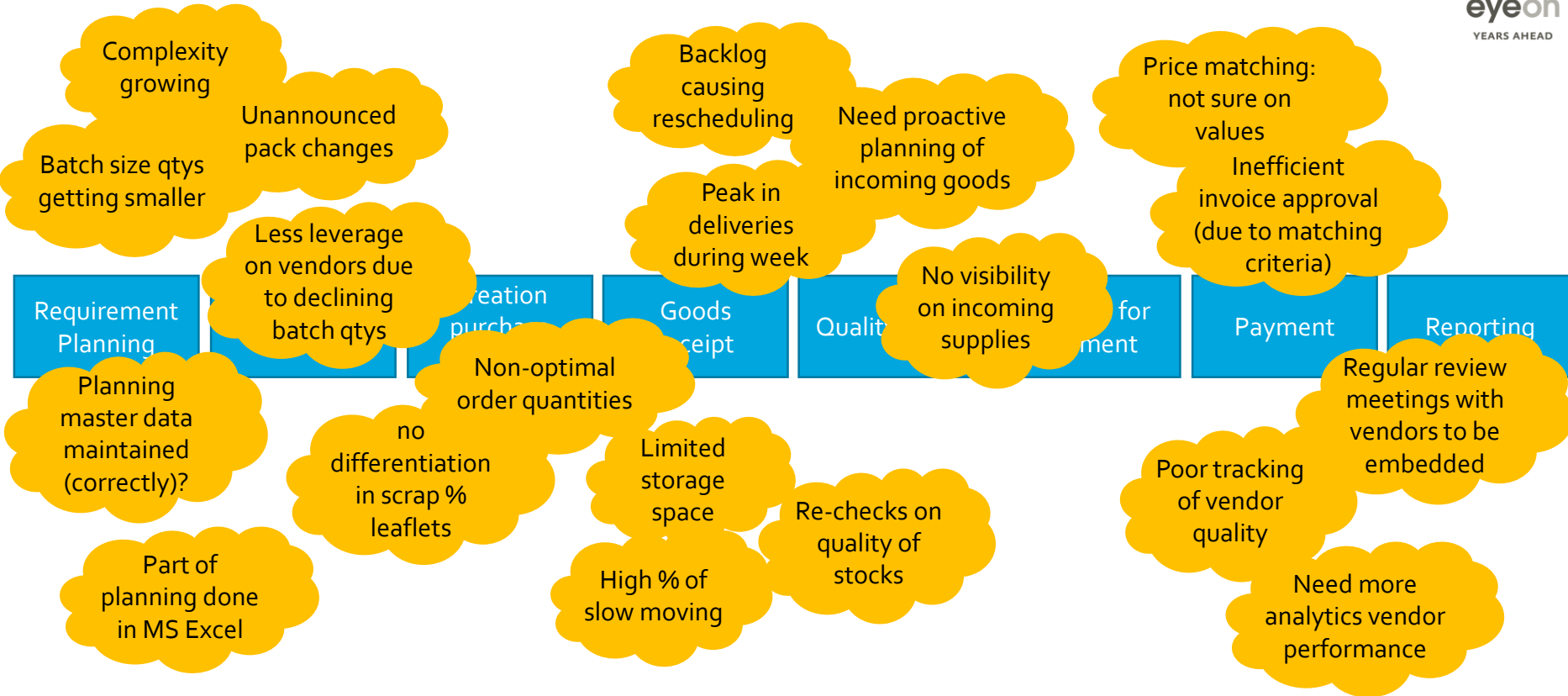
## Positioning the case



### SCOR level 2 processes



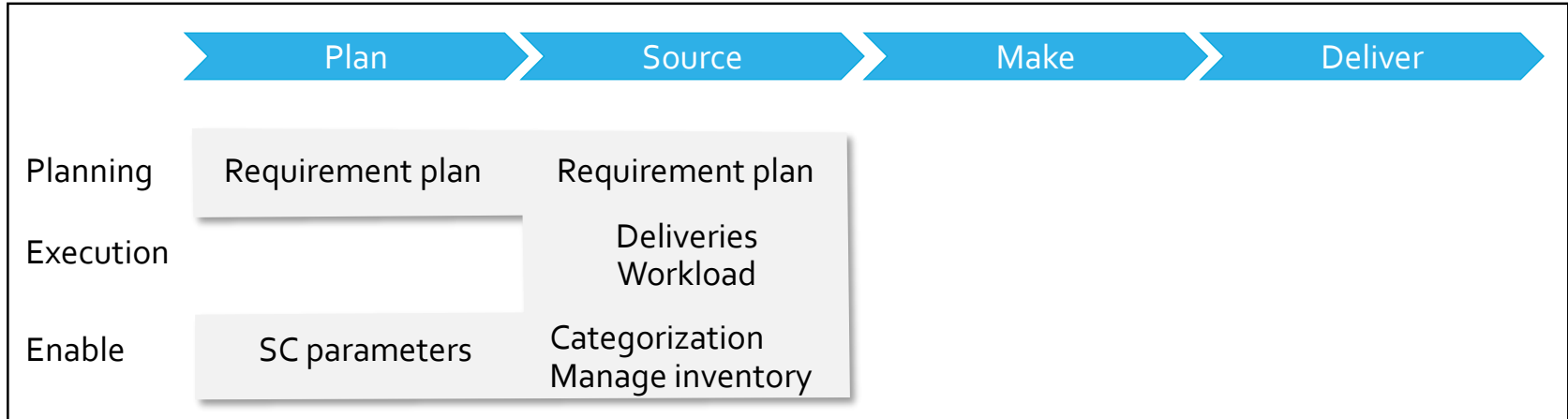
## P2P process maturity – bottlenecks & gaps



## Positioning the case

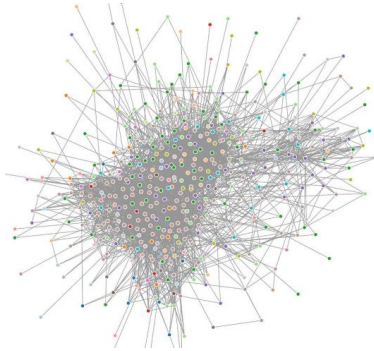


### SCOR level 2 processes



## Data Driven Approach

SAP movement data  
*Only for procured products*



Requirements



Lead times

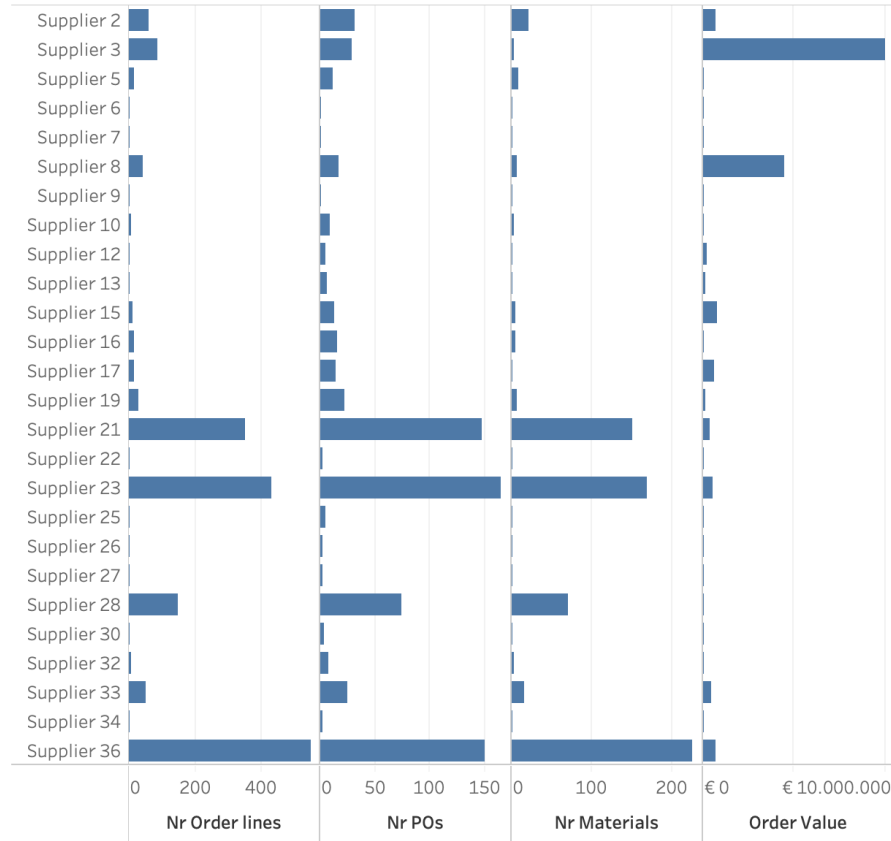


Volumes



Parameters

# Supplier profiles give first indication of value of segmentation



Overview

1

Performance

2

Workload

3

What to focus on

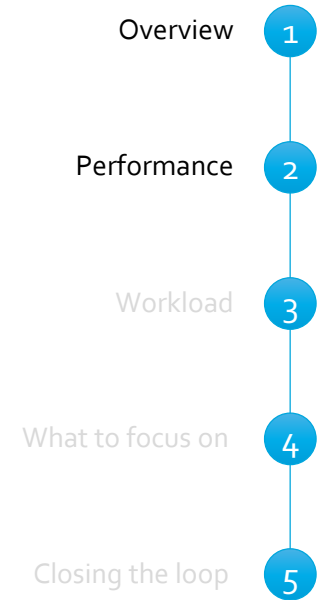
4

Closing the loop

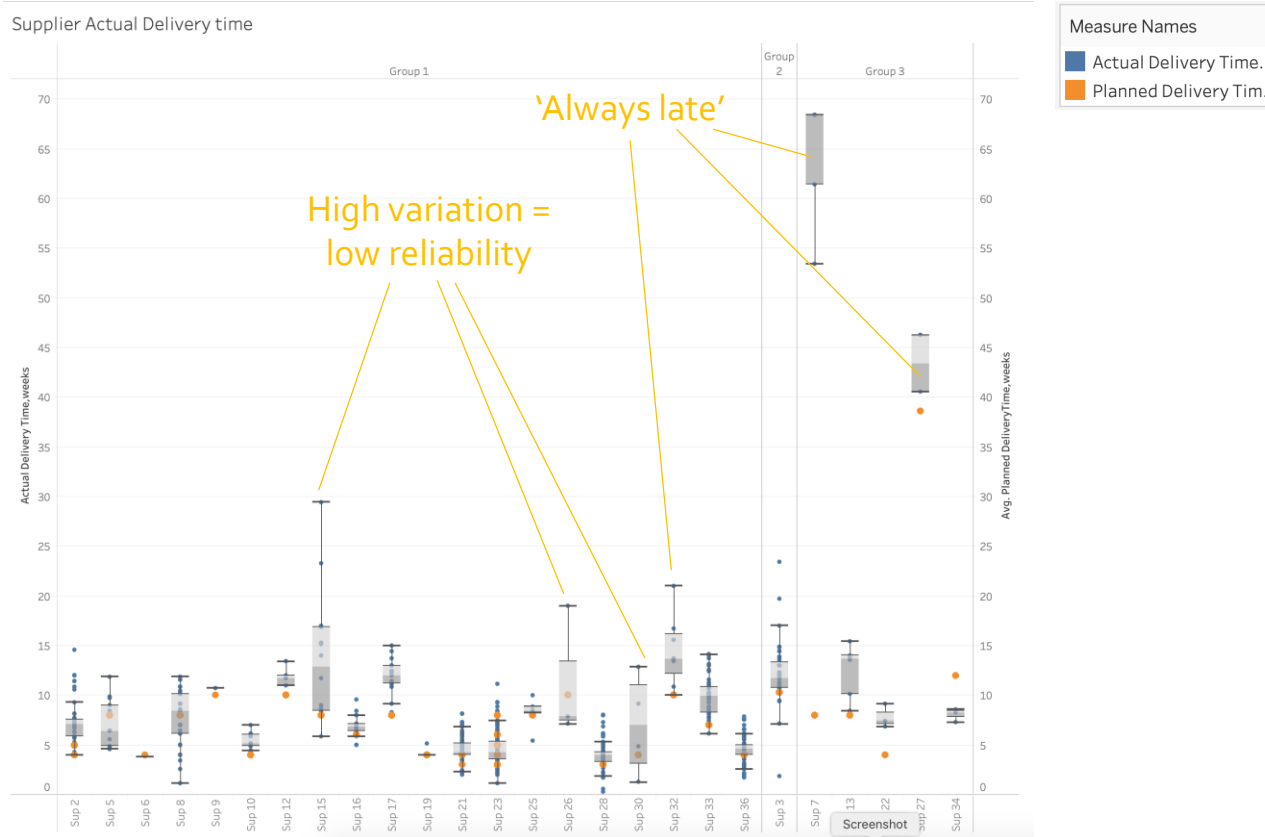
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## Supplier profiles give first indication of value of segmentation



# Delivery time box plot – a first indication of focus suppliers and clear need to update lead time parameters



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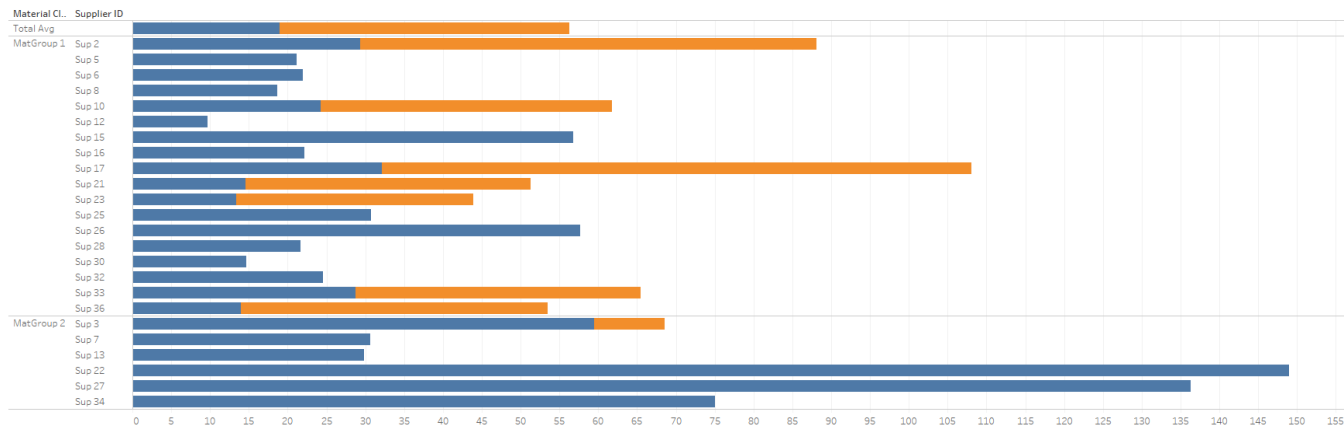
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Closing the loop

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# Delivery time box plot – a first indication of focus suppliers and clear need to update lead time parameters

Average number of days between transactions



- Quality lead time (goods receipt → inspection end date)
- Released material on stock (inspection end date → consumption)

Overview

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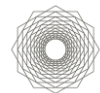
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What to focus on

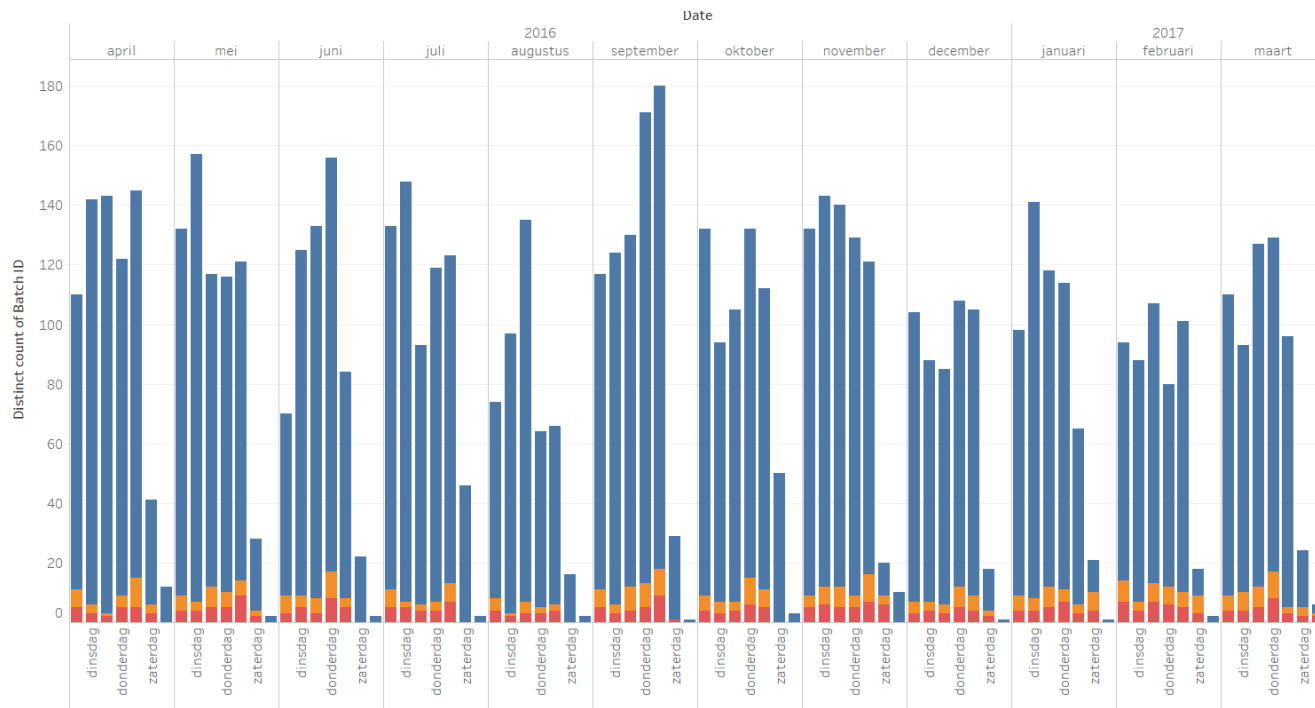
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Closing the loop

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## There is no clearly identifiable peak day in the week



Overview

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## What to focus on 1: summary of performance. Large number of lines in 'expedition' may explain workload.

		Delivered Quantity			Total
		Less	Exact	More	
Delivery time	Early	17 (0.7%)	156 (3.7%)	190 (7.2%)	363 (11.6%)
	Exact	9 (0.2%)	65 (2.4%)	94 (3.7%)	168 (6.2%)
	Late	68 (4.6%)	547 (47%)	672 (30.6%)	1287 (82.2%)
		94 (5.5%)	768 (53%)	956 (41.5%)	1818* (100%)

**RE-ORDERING /  
RESCHEDULING /  
EXPEDITING**

**INVENTORY  
INCREASE**

- 5.5% of the cases the quantity delivered is lower than scheduled
- 82% of the cases the delivery was later than planned

Overview	1
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Workload	3
What to focus on	4
Closing the loop	5

## What to focus on 2: summary of actual requirements. Most demand is very stable - how much time and effort goes into the 20%?

Categorization Nr Materials

ABC	NPI	X	Y	Z	EOL	Total
A		15	18	6		39
B		5	55	107		167
C		7	28	320		355
EOL					169	169
NPI	142					142

Categorization % Demand Value

(please use filter o

ABC

A

B

C

EOL

NPI

### Categorization % Demand Value

(please use filter on Material class)

ABC	NPI	X	Y	Z	EOL	Total
A		80,6%	7,4%	1,2%		89,2%
B		0,2%	2,5%	3,5%		6,2%
C		1,3%	0,2%	1,9%		3,4%
EOL					0,6%	0,6%
NPI	0,6%					0,6%
Total	0,6%	82,0%	10,2%	6,6%	0,6%	100,0%

Overview

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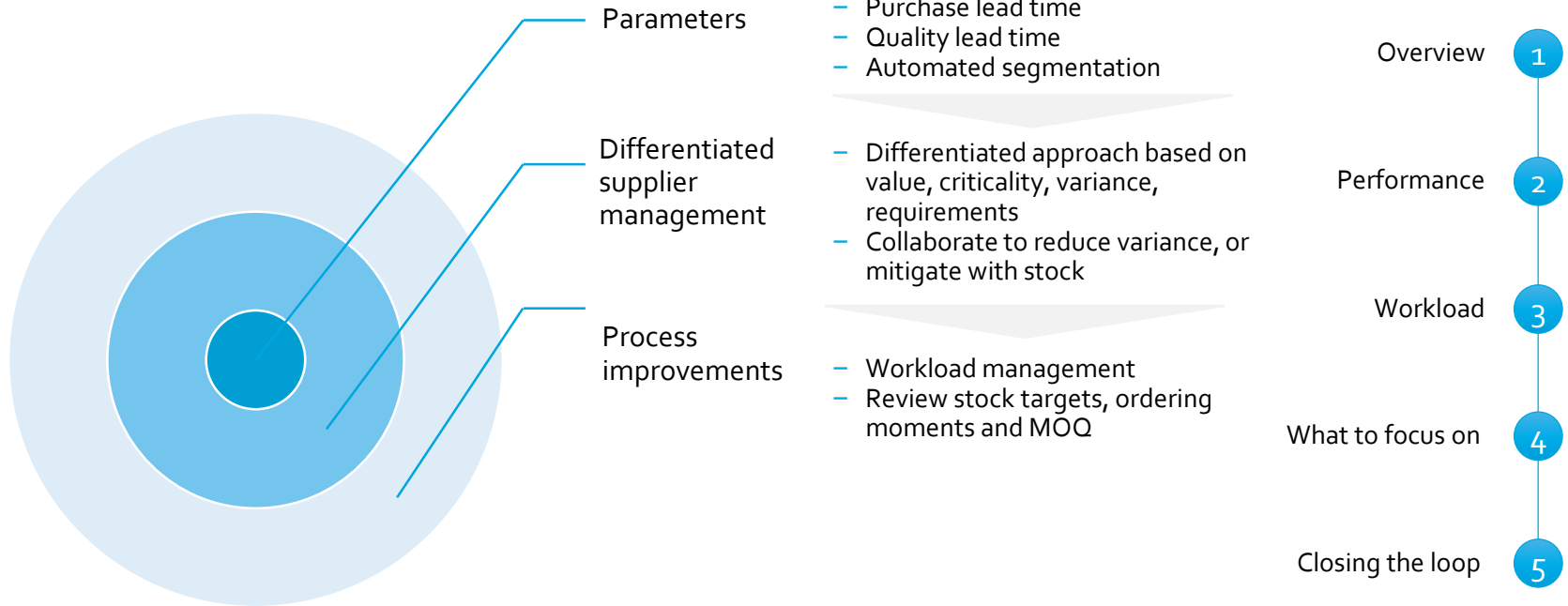
What to focus on

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# Staged intervention



# The journey towards no-touch planning



## Data

SAP movements of procured products only

## Basics insights

Parameter accuracy, supplier variance, requirements variance

## Close the loop

Automated parameters, exceptions on variance and trend break, automated segmentation for focus





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eyeon

- In order to be successful, large companies continuously have to combat increasing internal complexity. EyeOn helps its clients to control this complexity by designing, implementing and executing **excellent forecasting & planning processes** as a discriminating factor for **success**.
- EyeOn bundles, develops and shares **top level knowledge** about planning and forecasting, resulting in continuous efficiency for its clients.
- EyeOn is active in the **FMCG, Process, Life Science** and **High Tech** industry and has a **global customer** footprint:

● Office locations:

Aarle-Rixtel (NL, HQ)  
Amsterdam (NL)  
Antwerp (NL)  
Geneva (CH)



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## Consultancy & Implementation

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Develop & implement tailored  
planning processes that really work  
Improve processes, tools & capabilities  
Advance forecasting & planning  
specialists in their career



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## Data Science & Solutions

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Turn data into insights  
and business value add  
Develop & implement analytical  
models for decision support  
Implement fast, innovative  
and scalable planning solutions



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## Forecast Services

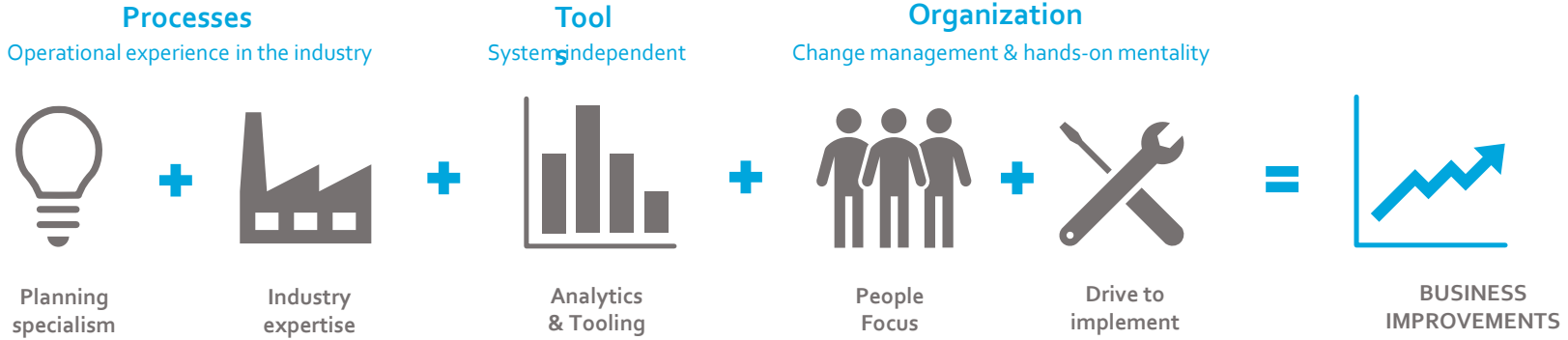
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Deliver forecast,  
inventory optimization  
and analytics services  
with state of the art models



## A partnership with EyeOn

Full service offering to drive planning & business improvements



# Experience in designing and implementing forecasting and planning processes

*In different industries*

## High Tech



## FMCG



## Process



## Life Science



## Marine & Offshore



## Other



## Standard EyeOn Masterclasses



EyeOn offers several masterclasses:

- Effective Customer Driven S&OP
- Forecasting & Demand Management
- Robust Supply Planning
- Inventory Management
- Planning & Forecasting with analytics

Available as in-house masterclass or combined with other participants from EyeOn' s network

## Contact



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