HOW TO MAXIMIZE BENEFITS FOR SCA

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FOR A MORE FORESEEABLE FUTURE

HOW TO MAXIMIZE BENEFITS FOR SCA

Executive sponsorship of Analytic Initiatives is a must!

- Not having the blessings of senior executive leadership on data analytics projects can be a detriment to success.
    - *Example: Accurate and timely analysis was performed, predictive models were created but the results were not implemented because the impact on the organization was too great.*

Don't ignore middle- and lower-level managers

- Analytics performed in a vacuum, without solid input from the business managers who are closest to the need for analytics, will likely not be as successful as they could be.

HOW TO MAXIMIZE BENEFITS FOR SCA

Know what you are looking for.

- The data isn't always going to show you what you want to see.
  - *Example: Service goal not being met, assume it is a forecast problem. You may find that forecast is good … what else could be causing the issue?*
  - *Constantly question your findings to make sure the data is not just fitting a narrative*

Make the data as easy as possible to analyze.

- Make the data as self-describing as possible so all members of the team understand the meaning of the various bits of data.

HOW TO MAXIMIZE BENEFITS FOR SCA

Tell a complete and accurate story of what the data is trying to say

- If the data you're analyzing is not accurate, up to date, well organized, etc., the value of the analytics can drop drastically.

Maintain SCP

- High quality data "is the key fuel for generating useful insights"
- Good data hygiene also means keeping data as current as possible. The data needs to be fresh
- Data freshness requires having an understanding of the timeliness of your current data acquisition processes.
  - Understand what period is the data representative of
  - Daily Reports (static) vs Momentum Reports (historic)

WHAT KIND OF DATA AND WHERE DOES IT COME FROM?

Information is typically from the item level, but some data tables are captured at a higher level.
Information available includes but is not limited to:

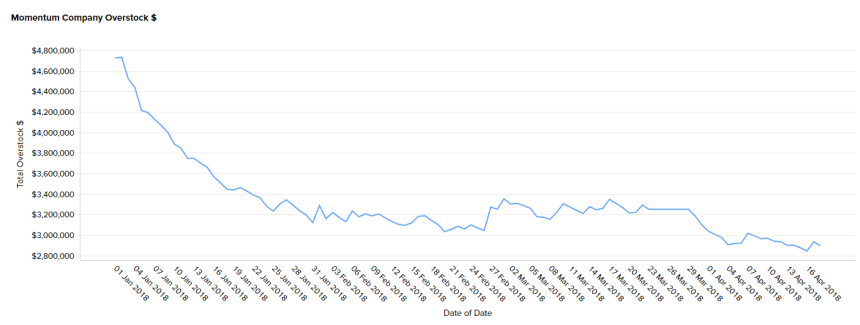
- Item Demand and Forecast
- Forecast Accuracy
- Service Goal and Attained
- In Stock %
- On Order Qty's
- Inventory Levels
- Overstock Levels
- Custom Formula's

Typically we are pulling data from 5 primary data tables coming out of SCP (Supply Chain Planning)

- Report View – Item level information, static (updated daily)
- SOQ Change – Items that have had the SOQ changed, historical
- All Orders – All orders that have been created with time frame (Global Control). Item level, historical
- OpenOrders – Orders that have not been received, vendor level, historical
- Supplier Brackets – Supplier Bracket information, vendor level, static (updated daily)

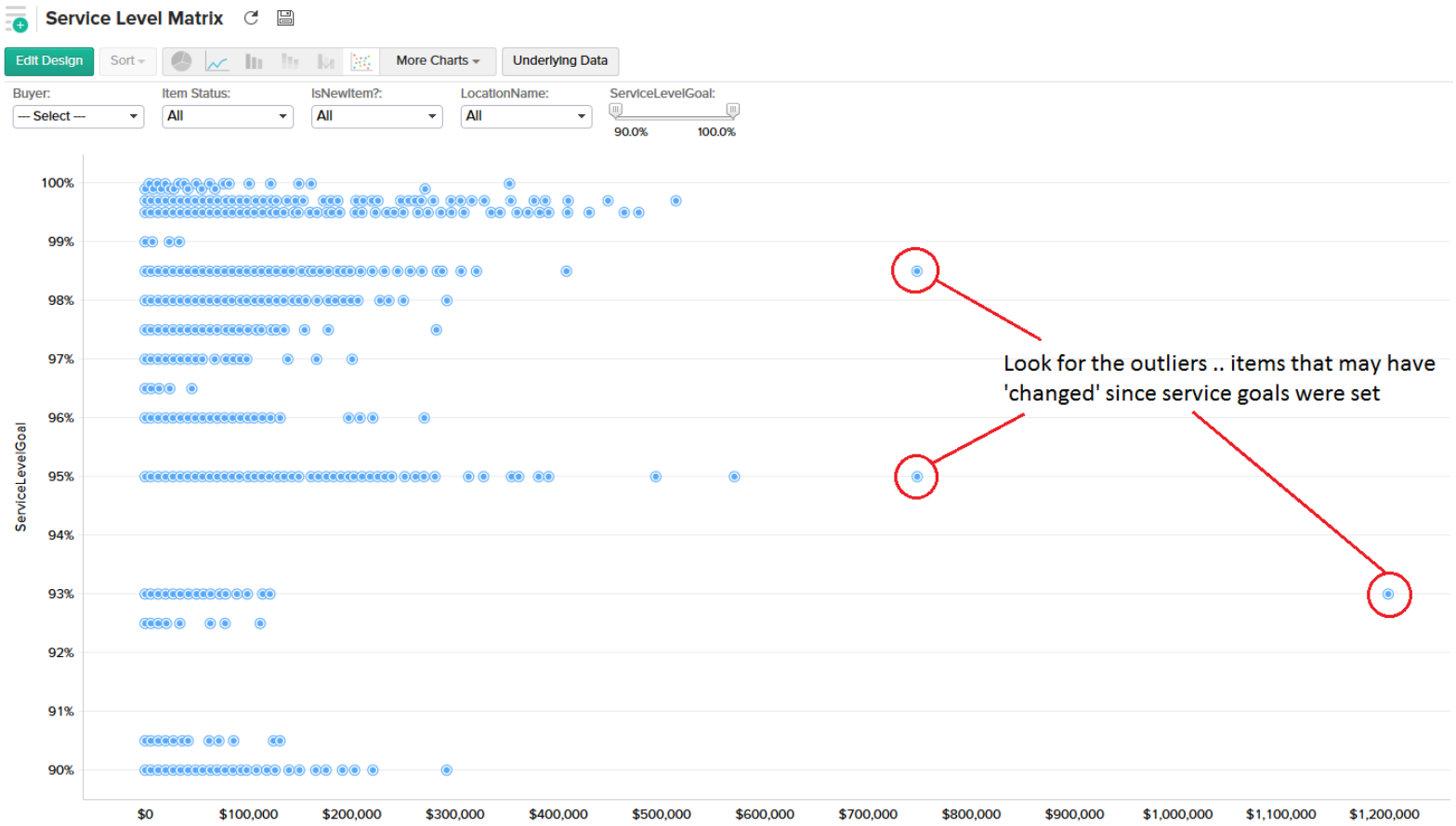
WHAT'S THE DIFFERENCE BETWEEN THE 'MOMENTUM' AND 'REPORT VIEW'

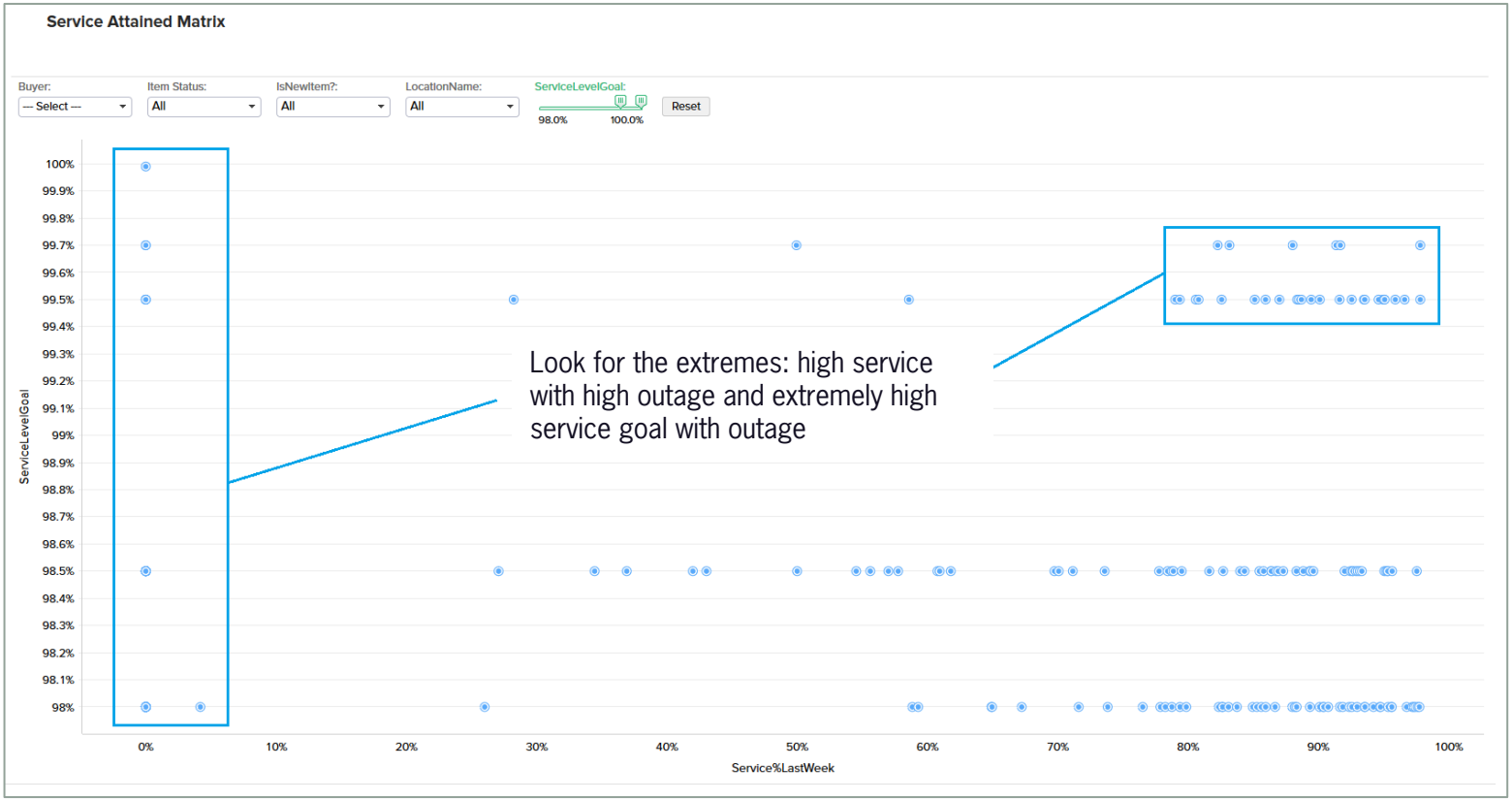
- Momentum Analysis is a historical view developed from typically daily 'snapshots' taken from ReportView.
- Momentum Analysis is typically grouped by buyer or vendor so you have the ability to look at Forecast Accuracy, Demand, On hands, etc. from a historical perspective at the Company Level, Buyer Level or Vendor Level.
- We have just completed the first in Item level momentum reports.
  - Because of the amount of data that builds up quickly, we are continuing to work on creating this new table that will be a rolling historical report, i.e. rolling 6 months of data.
  - Drill down capabilities will be greatly enhanced



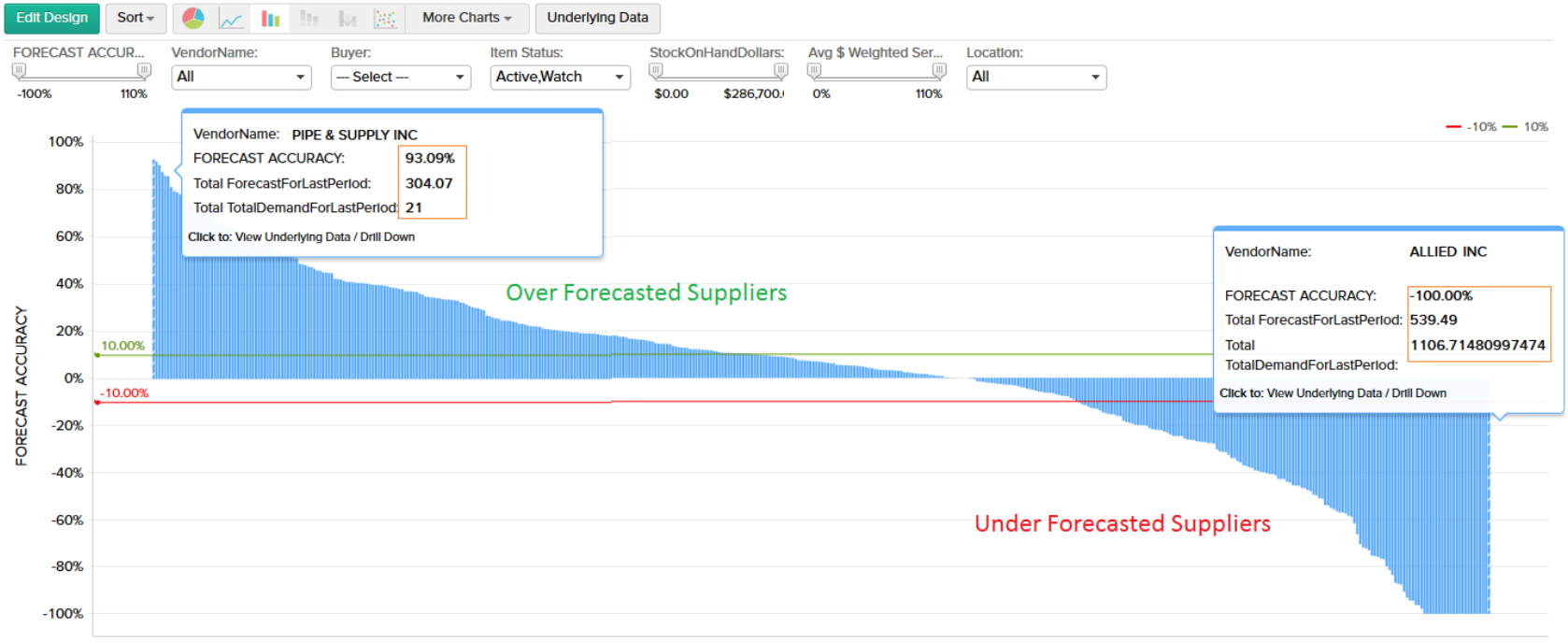
KEY REPORTS TO TAKE ADVANTAGE OF…

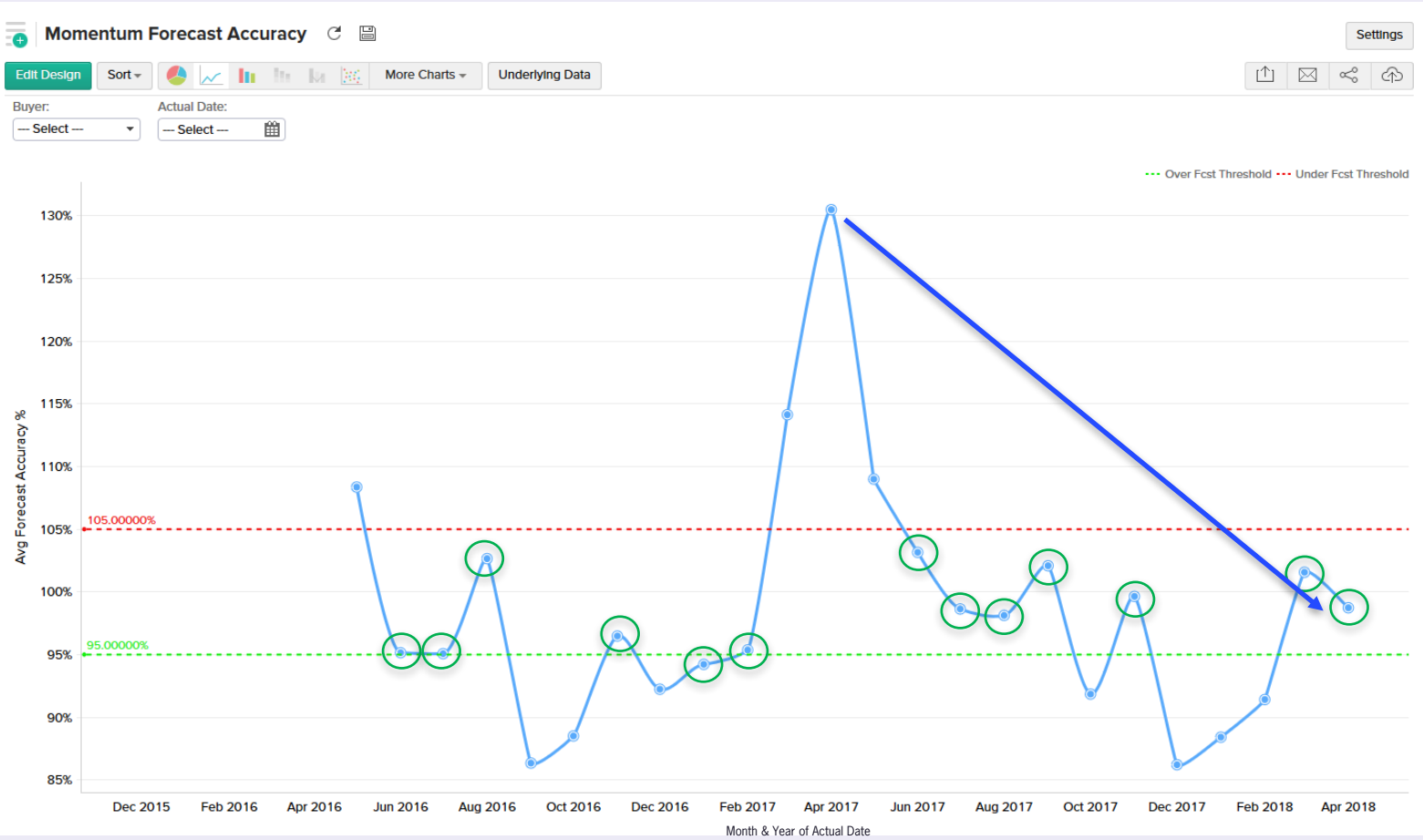
- Service Level Matrix Analysis – chart report comparing service goal to annual demand forecast
- Demand Matrix Analysis – service achieved vs. service goal
- Supplier Extreme Forecast Analysis – quick review
- Buyer Momentum Forecast Analysis – historical view
    - Buyer Review

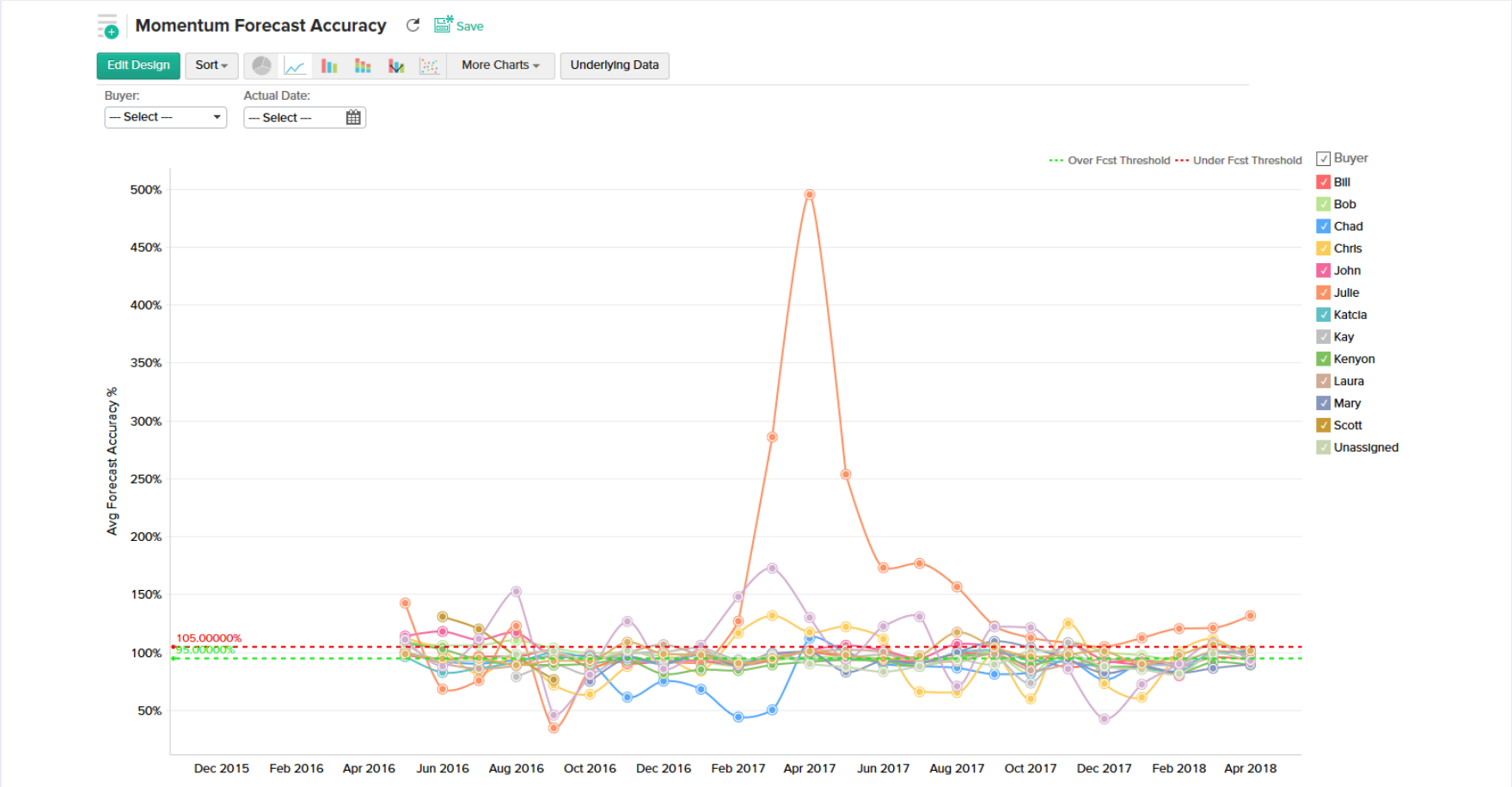

Service Level Matrix
Edit Design
Sort
More Charts
Underlying Data
Buyer:
--- Select ---
Item Status:
All
IsNewItem?:
All
LocationName:
All
ServiceLevelGoal:
90.0%
100.0%
ServiceLevelGoal
100%
99%
98%
97%
96%
95%
94%
93%
92%
91%
90%
$0
$100,000
$200,000
$300,000
$400,000
$500,000
$600,000
$700,000
$800,000
$900,000
$1,000,000
$1,100,000
$1,200,000
Look for the outliers .. items that may have 'changed' since service goals were set

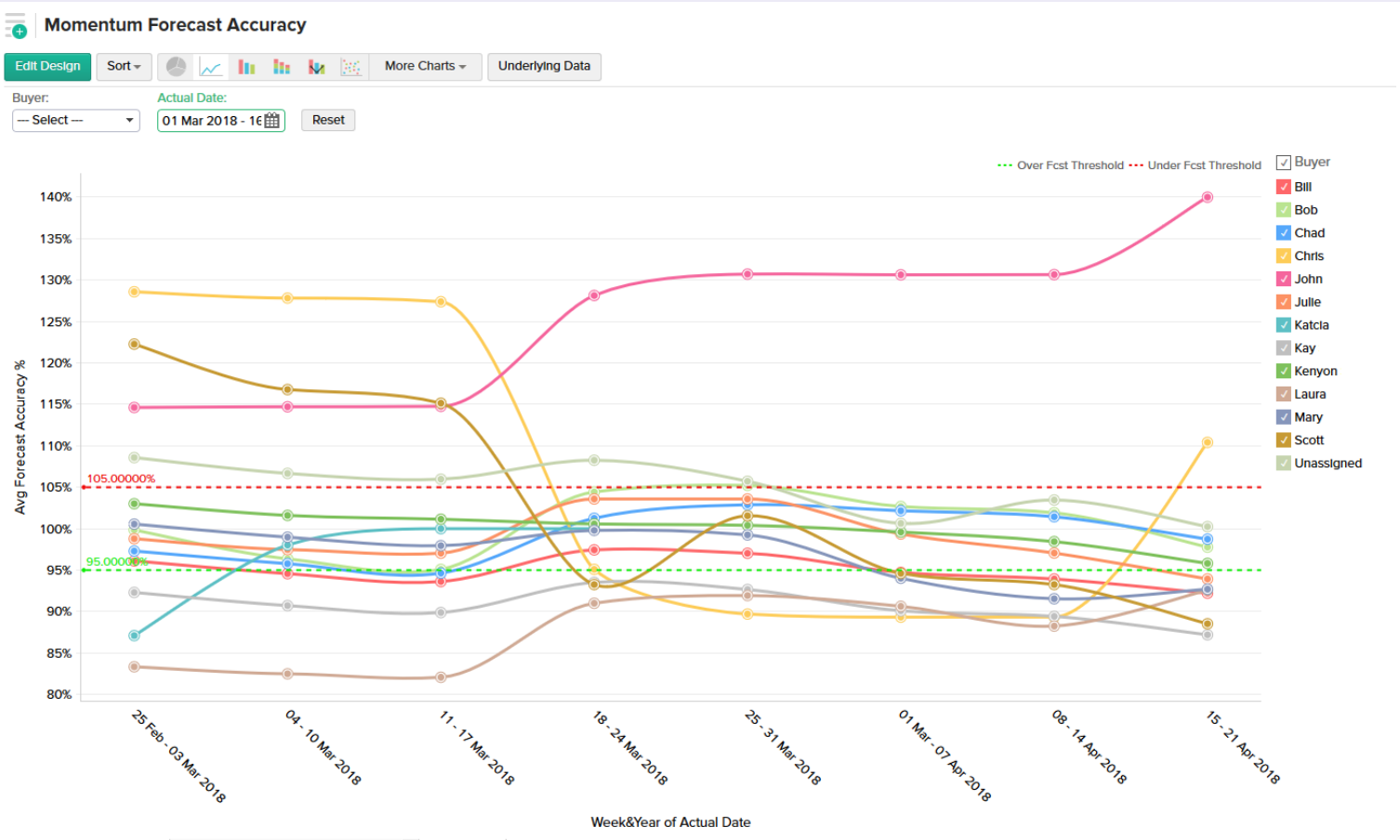

Service Attained Matrix
Buyer:
— Select —
Item Status:
All
IsNewItem?:
All
LocationName:
All
ServiceLevelGoal:
98.0%
100.0%
Reset
100%
99.9%
99.8%
99.7%
99.6%
99.5%
99.4%
99.3%
99.2%
99.1%
99%
98.9%
98.8%
98.7%
98.6%
98.5%
98.4%
98.3%
98.2%
98.1%
98%
ServiceLevelGoal
0%
10%
20%
30%
40%
50%
60%
70%
80%
90%
100%
Service%LastWeek
Look for the extremes: high service with high outage and extremely high service goal with outage

Supplier Extreme Forecast Accuracy




Momentum Forecast Accuracy
Settings
Edit Design
Sort
More Charts
Underlying Data
Buyer:
--- Select ---
Actual Date:
--- Select ---
Over Fcst Threshold
Under Fcst Threshold
130%
125%
120%
115%
110%
105%
100%
95%
90%
85%
Avg Forecast Accuracy %
105.00000%
95.00000%
Dec 2015
Feb 2016
Apr 2016
Jun 2016
Aug 2016
Oct 2016
Dec 2016
Feb 2017
Apr 2017
Jun 2017
Aug 2017
Oct 2017
Dec 2017
Feb 2018
Apr 2018
Month & Year of Actual Date


Momentum Forecast Accuracy
Save
Edit Design
Sort
More Charts
Underlying Data
Buyer:
--- Select ---
Actual Date:
--- Select ---
Over Fcst Threshold
Under Fcst Threshold
Buyer
Bill
Bob
Chad
Chris
John
Julie
Katcla
Kay
Kenyon
Laura
Mary
Scott
Unassigned
Avg Forecast Accuracy %
500%
450%
400%
350%
300%
250%
200%
150%
100%
50%
105.00000%
95.00000%
Dec 2015
Feb 2016
Apr 2016
Jun 2016
Aug 2016
Oct 2016
Dec 2016
Feb 2017
Apr 2017
Jun 2017
Aug 2017
Oct 2017
Dec 2017
Feb 2018
Apr 2018


Momentum Forecast Accuracy
Edit Design
Sort
More Charts
Underlying Data
Buyer:
-- Select --
Actual Date:
01 Mar 2018 - 16
Reset
Over Fcst Threshold
Under Fcst Threshold
Buyer
Bill
Bob
Chad
Chris
John
Julie
Katcia
Kay
Kenyon
Laura
Mary
Scott
Unassigned
140%
135%
130%
125%
120%
115%
110%
105%
100%
95%
90%
85%
80%
105.00000%
95.00000%
Avg Forecast Accuracy %
25 Feb - 03 Mar 2018
04 - 10 Mar 2018
11 - 17 Mar 2018
18 - 24 Mar 2018
25 - 31 Mar 2018
01 Mar - 07 Apr 2018
08 - 14 Apr 2018
15 - 21 Apr 2018
Week&Year of Actual Date

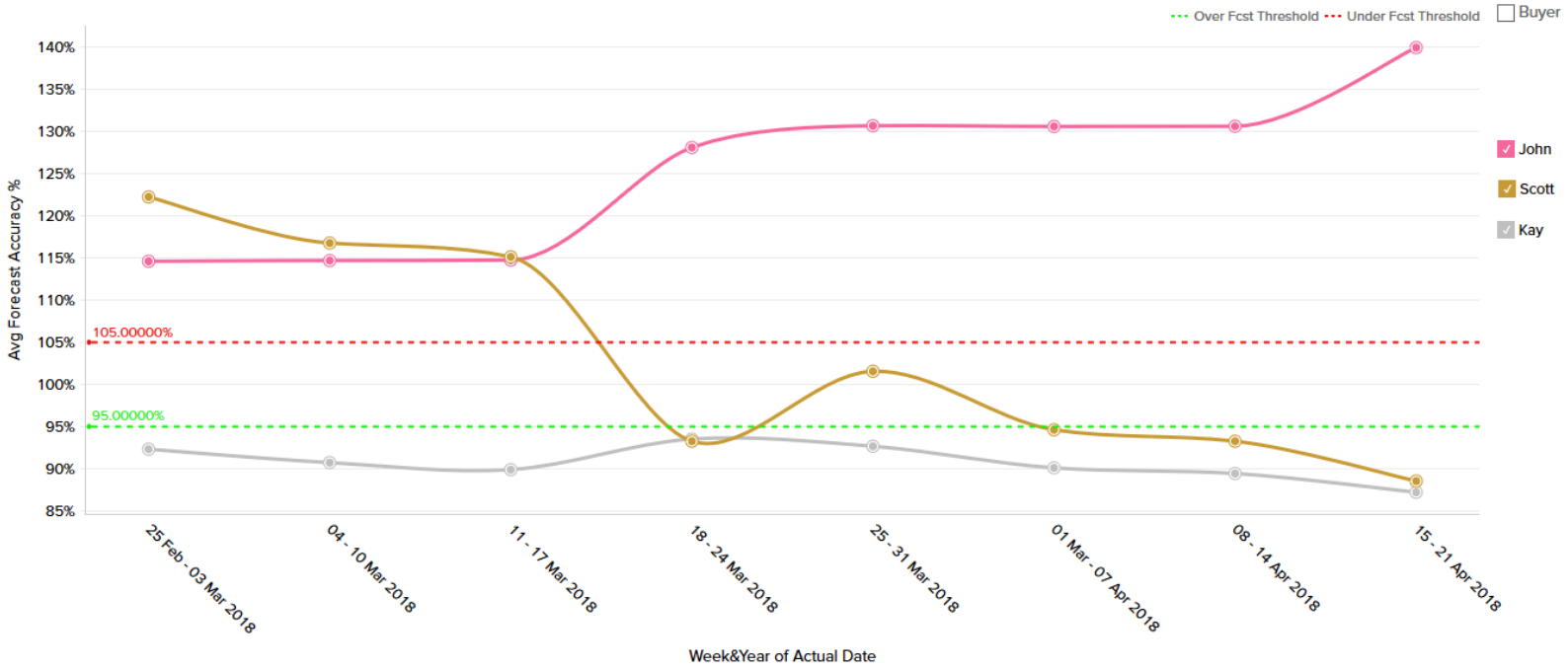
Momentum Forecast Accuracy

Edit Design | Sort | More Charts | Underlying Data

Buyer: — Select —

Actual Date: 01 Mar 2018 - 1€

Reset



CLOSING COMMENTS…

- Lifeline Communications
  - Scheduled Monthly Calls to discuss
    - What is going well, and what isn't going well
    - Identifying areas that would benefit from being looked at or 'corrected'
    - Project Communication
      - Strategy Discussion
      - Report Development
      - Progress Management
    - It's your time…