



Valtitude



CONSULTING SOLUTIONS TRAINING CERTIFICATION

Our Services:

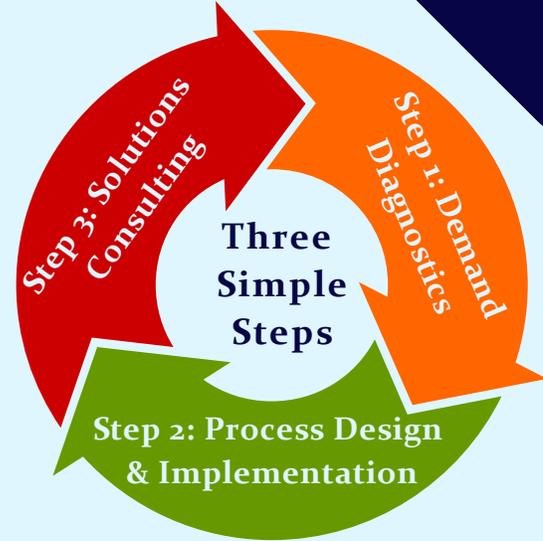
Demand Forecasting
S&OP
Business Analytics
Software Tuning
Inventory Management
Supply Chain Optimization



Value Through Planning

Valtitude / Demand Planning LLC, headquartered in Boston with offices in the UK and Southeast Asia, offers strategy and process consultancy and provides software solutions focused on Sales Forecasting, Demand Planning, Inventory optimization, and Sales and Operations Planning.

We have helped a variety of businesses across industry verticals to improve their planning process and create value through SCM analytics and diagnostics, process re-design, solutions implementation, and customized on-site training. Industry sectors served include -Pharmaceuticals, CPG, High- Tech, Food and Beverage, Quick Service Restaurants, Utilities, Oil and Gas, Aerospace, Chemicals, Industrial Manufacturing, Automotive, Financial Services, Publishing, etc.



Step 1: Demand Diagnostics

We study and analyze your demand planning process and best-in-class practices to develop recommendations and implementation steps:

Measure – Measure the current accuracy of the forecasts using robust demand metrics.

Map – Identify process pain points with stakeholder interviews and data analysis.

Compare – Highlight major areas of opportunity and value-enhancing process solutions.

Value – Quantify the benefits of an improved process and provide recommendations.

Demonstrate – Develop a prototype of a best-in-class process for a pilot set.

“Ernest Jackson, part of the Mondelez group and manufacturer of Bassetts Vitamins, partnered with Valtitude to improve our Demand Forecasting process and develop a holistic Demand Consensus process and an approach to our Sales and Operations Planning (S&OP).”

The project started with a diagnostic evaluation of our existing business and process model and concluded with the detailed findings which included a gap analysis and opportunities to fine-tune our process.

Valtitude conducted diagnostic interviews to understand our sales forecasting process to define our forecast objectives and studied our S&OP monthly cycle to evaluate our metrics and KPIs. The team worked extensively to analyze our data models and templates to identify the gaps that are causing our current pain points;”

Vice President, Mondelez

We can help you...

- ▶ Analyze your existing business process to discover areas of opportunity.
- ▶ Design, set up, and implement a planning process that optimizes your inventories.
- ▶ Leverage the power of quantitative methodologies and technology solutions to improve your demand forecast accuracy.
- ▶ Use customer collaboration and retail demand information to create better supply chain forecasts.
- ▶ Create a holistic planning forum where Sales, Marketing, and Operations work off the same plan.
- ▶ Manage the entire planning process through exceptions.
- ▶ Develop and roll out solutions-specific training.



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Valtitude started the project with a diagnostic assessment of the replenishment process, building an inventory planning template, followed by the implementation of the PlanVida Cloud - Demand & Replenishment solution.

One of our pain points was the lack of inventory visibility and excess inventory – post implementation of the PlanVida Cloud – we have 100% inventory visibility on a real-time basis and we have also been able to reduce our inventory exposure due to precision in replenishment planning.

We are extremely pleased with Valtitude and would happily recommend them for any supply chain projects or SCM implementations.

Director, Mars Petcare

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Step 2: Process Design and Implementation

Our approach to process design is consensus and customer-driven. The best practice process starts with the customer in mind, namely the supply chain. The demand planning process should be designed to deliver an accurate forecast-right product, right time, and right location! The demand plan should have consensus from all organizational functions on the demand side.

Our guiding objective is to design a best-in-class process to deliver an accurate, one-number plan to the supply chain!

Step 3: Solutions Consulting

Valtitude has helped customers fast-track implementations of demand management and supply chain planning software solutions. Besides the nuts-and-bolts process of configuration and implementation, our consultants have helped clients to leverage the modeling engine and optimize important features of the software solution, and improve usability in the planning process. Our recent customer experience has included solutions consulting in SAP IBP, Oracle Demantra, JDA, Kinaxis, and other mid-market solutions for SCM including PlanVida and ForecastPro TRAC.

We can help you re-energize your implementation to

- Take advantage of automated modeling strategies

- Use causal modeling
- Set alert thresholds so modeling is done by exception
- Create a more streamlined process and organization

Maximize the Value of your Supply Chain



Demand Planning



Supply Planning



Inventory Optimization



S&OP

Our Partner Solutions



Mark Chockalingam Ph.D.

President and Founder

Mark Chockalingam is the President and Founder of Demand Planning Net, which became Valtitude in September 2019. In an operational capacity, Mark serves as Chief Executive Officer of Valtitude and is responsible for strategy and general management.

Mark has over twenty years of consulting and corporate experience in the areas of Predictive Analytics, Sales Forecasting, Supply Chain Optimization, and Integrated Business Planning.

Mark has worked with some marquee Fortune 500 names such as Pfizer, Molson-Coors, FMC, Labatt USA, Pepsi Foods, Schlumberger, Tropicana, Honeywell, Facebook (now Meta), Qualcomm, Abbott, Mars Petcare, Regalware, Prestige Healthcare, Conair, and others

Mark has a Ph. D. in Finance from Arizona State University, an MBA from the University of Toledo, and is a member of the Institute of Chartered Accountants of India.

Customized Training

Valtitude / Demand Planning LLC understands the value of training your team in the various supply chain disciplines so they can effectively address the specific challenges of your business. We offer custom-designed, on-site training seminars which bring our expertise and knowledge directly to your training room, and include examples and case studies from your data.

We can train your staff in...

- Demand Planning and Forecasting
- Metrics and Score-carding
- S&OP (Sales and Operations Planning)
- Retail and POS Forecasting
- Solution-specific training in SAP IBP, Kinaxis, Oracle Demantra, and other solutions

Customized training can help your team...

- Formulate accurate baseline models
- Set up a consensus demand planning process
- Leverage customer intelligence to increase accuracy
- Reduce inventory costs and improve service levels
- Simplify and improve your promotional planning process
- Address company-specific challenges in planning
- Understand how to segment your SKU universe to plan by exception



USA | INDIA | SOUTH EAST ASIA



www.valuechainplanning.com

Valtitude / Demand Planning LLC

26 Henshaw Street
Woburn MA 01801



valtitude@valuechainplanning.com



+1(781)995-0685