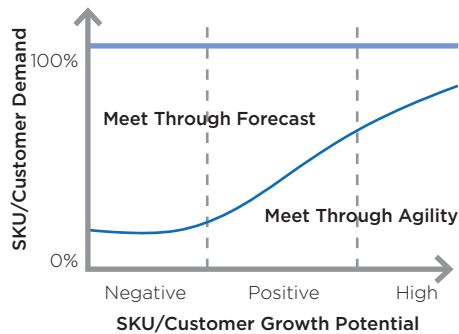


Companies are investing too much time trying to predict demand shifts.

Companies rarely achieve forecast accuracy greater than 80% across product families. To stop unprofitably filling that additional 20% of demand, companies need to respond to rapid demand shifts.

Profitable Growth Requires Agility



- Most companies continue to push for greater visibility into demand.
- But leaders recognize natural limits in the ability of customers and commercial partners to forecast needs.
- The best companies make flexible use of existing networks and assets to create a more responsive supply chain, limiting inventories while capturing revenue.

Source: Operations Leadership Exchange research.

› Answers to Your Questions TODAY

“Of the customer demand that we *can* reasonably forecast, how do we improve the forecast quality?”

Forecast Assumptions Tracking—Apply OLEx best practices to rely less on customer information and instead improve the forecast accuracy of internal commercial partners and demand planners.

“How do we prioritize which customers to serve within current capacity constraints?”

Segmentation Strategies—Use OLEx’s total delivered cost analysis and segmentation frameworks to evaluate customers on more strategic factors beyond simply revenue.

“Where are our biggest improvement opportunities across the planning process?”

Plan 360 Diagnostic—Understand planning staff and business partner perspectives and prioritization across 37 key competencies.

FUTURE Offerings

The True Drivers of Agility

Use our quantitative assessment to define drivers of an agile supply chain and evaluate your own performance.

Agility Across the Value Chain

Apply proven practices and emerging innovations in responsiveness and agility across the supply chain, from sourcing to delivery.

Executive Networking

Learn directly from senior supply chain executives what has and has not worked for them, during our 2011 executive retreat and conference series.

Contact the Member Support Center for Assistance

P: 571-303-3348 | E: olex@executiveboard.com

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