

Global Demand Planning, Analytics and Financial Forecasting for a Large Semiconductor Company



Background

The client, a large US-based consumer device/semiconductor company engaged Trianz for global demand planning, analytics and financial forecasting capability improvement.



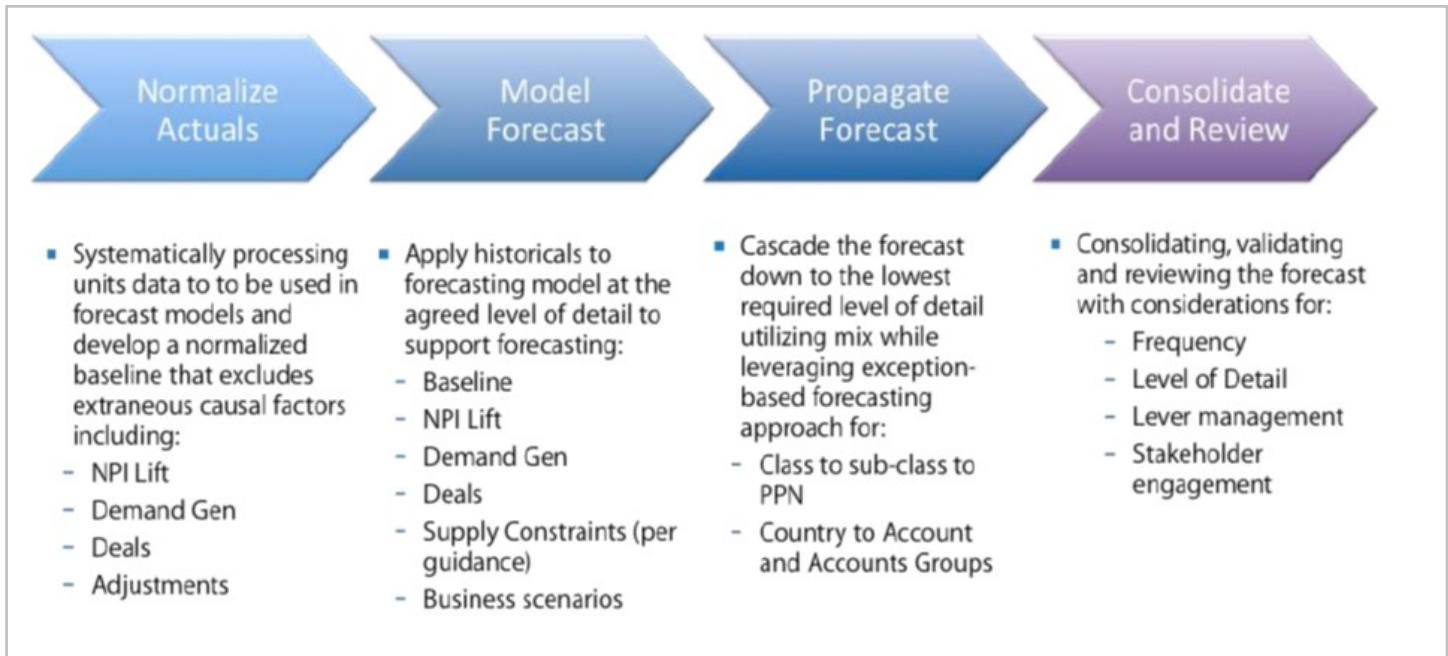
Challenges

- ▶ Manually intensive planning processes that require disproportionate effort applied to non-value added activities
- ▶ Widespread use of local process variations limiting ability to standardize, control and measure
- ▶ Unscalable IT systems that cannot effectively support the current state and anticipated future growth
- ▶ Inconsistencies in data, and lack of a single source of truth for demand and financial forecasts



Business Execution Approach

- ▶ Program collaboration: Partnering with all geographies, business functions and teams within the finance function
- ▶ Process improvement: Business analysis, definition of future state processes and policies, standardization across geographies and channels, process playbook development, change management, governance model
- ▶ System implementation: RFP development, vendor selection, proof of concept design, requirements definition and prioritization, deployment phasing



Successful Business Results

- ▶ Anticipated improvement in ability to support sales and operations planning, supply chain planning, revenue forecasting and supply allocation processes
- ▶ Anticipated improvement in financial scenario development, forecasting, and control of OPEX
- ▶ Shift of business effort from manual, non-value added activities to business collaboration and analytics development
- ▶ Defined metrics, data, and reporting governance model enabling consistent forecasting processes and policies that will be deployed globally across all channels

About Trianz

Trianz is a dynamic and fast growing firm that helps leaders in client organizations formulate and execute operational strategies to achieve business results from a senior management perspective. With a focus on Business Digitization, Analytics, Cloud Enterprise, Mobility and Cloud Infrastructure, we bring the best of consulting and technology experiences, execution models, and IP to deliver consistent success to clients. With offices in Silicon Valley, Washington DC Metro, New York, Bangalore, Chennai, Hyderabad, and the UAE, Trianz serves a wide range of clients from *Fortune* 1000 to emerging companies in high tech, insurance, financial services, retail, life sciences, public sector and logistics industries.