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## Industrial Goods

Plan smartly by statistical modelling as well as collaborative power of the planning system to achieve dependable service levels. Long lead times make the cost of failure high with locked-in working capital and loss of market share. A right planning tool with collaborative power can mitigate this risk.

## **KEY CHALLENGES**

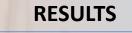
- Low volume high value sales
- Longer sales cycles

Max

Forecast

Accuracy

- High dependency on field staff
- High lead times
  - Spares stock management
  - Distributed network



Max

Service

Level



## **GLOBAL CUSTOMERS**

- Armstrong
- Bosch
- Cooper Power

- Ace Micromatic
- Stanley Black & Decker
- Eaton

## **PLANNING SOLUTIONS & SERVICES**

