

VANGUARD PREDICTIVE PLANNING PROVIDES SUPPLY CHAIN SOLUTIONS FOR:

# AUROBINDO PHARMA USA

Aurobindo Pharma is among the fastest-growing pharmaceutical providers globally. In just over a decade, the division has multiplied its portfolio to more than 125 product families and over 450 individual product packages across a still-widening range of therapeutic categories.

## CASE STUDY

### THE CHALLENGE

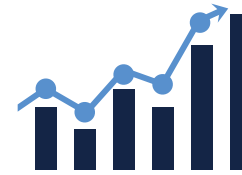


Static, **spreadsheet-based process** without support for mid-cycle adjustments.



Frequent new SKU phase-ins, **often with little or no historical data.**

### THE SOLUTION



**Improved baseline forecasts** using advanced analytics and human insight.



**Smoother New Product Introductions** with Comparable Forecasting and Demand Sensing.

### THE RESULTS

99%

YOY INCREASE IN MONTHLY INVENTORY UTILIZATION

77%

INCREASE IN NUMBER OF NEW BUSINESS OFFERS

31%

INCREASE IN NUMBER OF NEW PRODUCT FAMILIES

**"We know right away if there is a supply disruption in the market."**

**"The results are consistently more accurate forecasts ... [which] lead directly to a better bottom line for our business."**

**"Vanguard allowed for a manageable database of our ever-expanding catalog of products."**

*Dave Palew, Director of Supply Chain  
Aurobindo Pharma USA*