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CASE STUDY · FOOD & BEVERAGE

Landor S.A.

One of Tunisia's leading cheese makers

1. THE CHALLENGE

Forecasts outside the system, margins tracked in Excel

2. OUR ANSWER

Demand, S&OP and costs brought together in IBP with S/4HANA

3. THE VALUE

Less product destroyed, margin-driven decisions

CHALLENGES

- Set up S&OP driven by financial simulations, especially for inward processing (temporary admission)
- Prioritise production volumes from a monthly external forecast
- Plan at finite capacity with prioritisation across several aggregation levels
- Optimise production volumes based on bottleneck resources and raw-material prices

Inward processing (export) | Thin margins | International expansion

PLANNING COVERAGE

S&OP | Supply | Production | Optimizer

OUTCOMES

-20%
short-dated products destroyed

+5%
forecast accuracy

Scalable IBP solution integrated with S/4HANA

Inward processing managed for export

SCOPE

11 brands
2 plants
2 central warehouses

SYSTEM LANDSCAPE

BEFORE
- ~~SAP S/4~~
- ~~Excel~~

→

AFTER
- SAP S/4HANA Cloud (RISE)
- SAP IBP
- SAP BTP – Cloud Connector

Facing a similar challenge? Let's talk.

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