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CASE STUDY · PHARMA – CONSUMER HEALTH

UPSA

Pharmaceutical company – demand planning audit

1. THE CHALLENGE

IBP licence paid for, forecasting still in Excel

2. OUR ANSWER

Process and solution audit, with a roadmap

3. THE VALUE

Value of existing investment recovered, no extra licence

CHALLENGES

- Make the monthly forecasting cycle readable end to end, from sales history to MRP in S/4HANA
- Benchmark against best practice (APICS): segmentation, management by exception, forecast accuracy KPIs, scenarios
- Regain control of an undocumented IBP configuration
- Secure the S/4HANA interfaces and anticipate SAP-driven technical changes

Undocumented solution

Process split across IBP, Excel, S/4 and e-mail

Make-to-stock and make-to-order flows

PLANNING COVERAGE

S&OP | Supply | Production | Optimizer

OUTCOMES

10
forecasting cycle steps mapped

€0
in extra licences to cover the full process

Diagnosis shared by Supply Chain and IT

Phased redesign roadmap, prioritised by value

Exit from Excel to a governed, traceable process

SCOPE

Medicines, medical devices, food supplements
MTS markets: France, Belgium, Switzerland, Italy
MTO distributors for export

SYSTEM LANDSCAPE

BEFORE		AFTER
SAP IBP Demand	→	SAP IBP Demand
~~Excel~~		SAP S/4HANA
SAP S/4HANA		

Facing a similar challenge? Let's talk.

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