

SEMICONDUCTOR S&OP PROCESS

Unit Forecasting with Trading Partners to Improve your S&OP Process

A Boardwalktech Case Study

PROBLEM STATEMENT

High-tech electronics manufacturers rely on unit-level demand forecast data from sales teams and trading partners. Without it, they end up building the wrong amount or wrong mix of products, impacting margins and profits.

A multi-billion dollar semiconductor manufacturer had challenges using a spreadsheet to manually collect its field forecast data.

The company was looking for a solution which the extended sales team, including trading partners, could easily use and that could be quickly deployed, maintaining the flexibility of their existing spreadsheet-based solution.

CHALLENGES

- ✓ Managers spent more time consolidating input than making product forecast decisions
- ✓ Cutting and pasting data was difficult and error-prone
- ✓ Understanding how forecast entries had changed between cycles was difficult
- ✓ No automated way to show trading partners only their own forecast data
- ✓ Regional variations needed to be reconciled by hand
- ✓ No integration with enterprise systems

THE SOLUTION

The Boardwalk Digital Ledger (Boardwalk) is a patented “positional” database platform which enables companies to rapidly create, maintain, and update business data within Excel, securely and reliably across any number of desktops and other data environments.

Other solutions often are used only to collect revenue forecasts from sales and trading partners. Unit level forecasts are managed internally because it's too hard to extend traditional solutions outside the company.

Using Boardwalk, this customer now has a tool for collecting field forecast data which is easily understandable by field personnel- it's as simple to use as an Excel spreadsheet. Users only see their data and all changes are tracked at the cell level. The forecast is securely managed in a private cloud. This reduces forecast cycle time and enables the company to run their business more profitably.

Since deploying Boardwalk, this customers has seen:

- ✓ Forecast accuracy improve by 12%
forecast error reduced 20%
- ✓ Reduced inventory days 25% from 120 to 90
- ✓ Increased customer satisfaction by 33%,
adhering to a 4-week lead time
- ✓ Earlier, money-saving decisions about die-tool capacity

BENEFITS

- ✓ Easily collect data from disparate sources, including reaching outside firewall to trading partners
- ✓ Bulk or multiple forecast data updates easily done in Excel
- ✓ Excel makes it easy-to-use and train - users up and running in 15 minutes
- ✓ As the business evolves, update rows and columns or calculations in minutes
- ✓ Hundreds of users can work at the same time on the same data offline and share when ready with the click of a mouse
- ✓ Hosted option helped stretched IT resources can focus on other priorities
- ✓ Eliminate email-based collaboration, manual consolidation, and “save-as” manual versioning
- ✓ Two-way integration with DW and ERP means all the latest forecast data is updated in one place
- ✓ One version of the “truth”

To discuss automating your own process with Boardwalk, email info@boardwalktech.com
Learn more at www.boardwalktech.com