Gartner for Supply Chain

Demand-Driven Supply Chain for Improved Performance

CPG manufacturing company

A consumer packaged goods (CPG) manufacturing company had numerous silos within the supply chain function that were inhibiting the flow of information, creating poor service levels and negatively impacting sales. Gartner helped the client develop a well-defined improvement plan that helped save both time and cost, including a 15% improvement in perfect order performance and reduction in lead times by over 50%.

Industry: CPG manufacturing
Revenue: $5 billion
Employees: 20,000
Mission-critical priority

The existence of numerous silos within supply chain was impacting the function’s ability to achieve organizational objectives. The client wanted to launch a transformative initiative but wasn’t sure where to start or what to prioritize.

How Gartner helped

Gartner experts and research helped the client establish a baseline of its demand-driven value network (DDVN) maturity level and develop a strategy to track and measure key performance indicators. Additionally, ongoing meetings with Gartner experts helped our client achieve broader team alignment to improve the plan and identify top priorities for advancing supply chain processes.

Mission accomplished

With Gartner for Supply Chain Leaders, the client:

- Increased visibility into business needs and current level of maturity
- Identified improvement opportunities and developed a consistent view and strategy across the organization
- Developed a well-defined improvement plan to initiate the transition to a DDVN manufacturing process

Achieve your mission-critical priorities with Gartner for Supply Chain Leaders

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