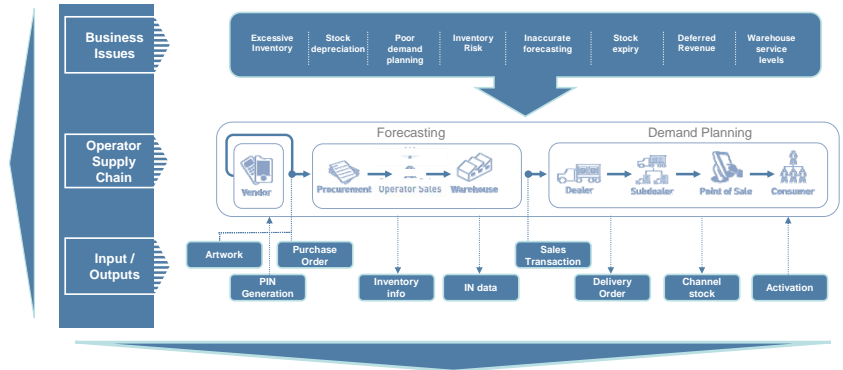


Demand planning and reporting

- *Do you run out of stock, have to put dealers on allocation or have to do rush orders?*
- *Do you have unknown or excess inventory locations?*
- *Do you have problems with excess or obsolete inventory?*
- *Do you know how much stock is in the channel and where?*
- *Are you happy with the quality of your reporting and forecasting tools?*



Timely and accurate demand planning and reporting of subscriber products (SIMs, RCs, packaging, devices etc.) can help save and prevent incurring unnecessary costs as well as ensuring the channels have the right stock at the right time. It is not easy to get this balance right, but we have a track record of making it work for some of the biggest mobile operators in the region. It is a matter of know-how, discipline and focus.

Our success

ProWorkz has worked with mobile operators within the MEA region over the past ten years with supply chain issues identifying savings, increasing efficiency, instituting requisite controls and establishing visibility. Many clients had constant over and under supply, lack of visibility, lack of consistent and adequate reporting and planning, poorly defined business rules, lack of documented and agreed processes, unknown, not documented or not established control points or even unknown or excess vendor, inventory or dealer locations.

ProWorkz helped clients realise benefits by:

- Developing easy to use demand planning tools and processes
- Setting up reporting that provide management with timely and accurate stock visibility and purchasing requirements
- Agreeing and documenting processes that increase efficiencies in the supply chain
- Providing and implementing solutions to deal with obsolete and excess stock and inventory locations.

Demand Planning

Product	DSI	Weekly consumption	When to order	How much to order
RC 100	51	145,754	14-Oct-09	3,400,000
RC 250	44	104,951	Order now	2,800,000
RC 500	45	478,259	Order now	12,500,000
RC 750	355	126,460	07-Mar-10	3,300,000
RC 1000	30	22,130	Order now	580,000

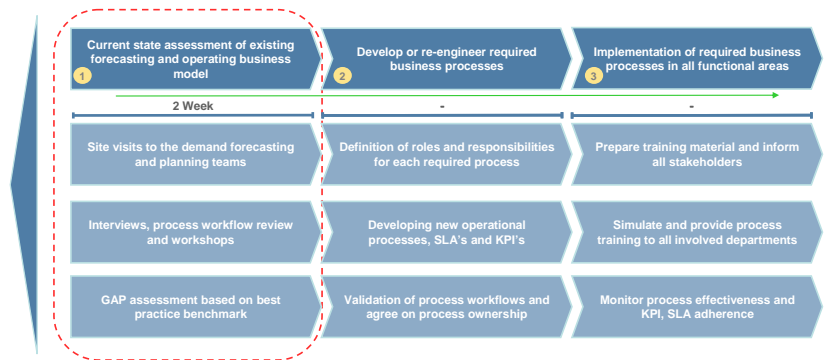
Solutions

Implementation of timely and accurate demand planning is the first step of a complete supply chain restructuring strategy that could include other related areas. After this initial project, many of our clients request ProWorkz to assist them in other areas such as:

- organisational design
- Logistics
- Vendor vetting program
- Warehouse management restructuring
- Obsolescence/excess stock processes and SLA implementation.

Start with a pilot?

ProWorkz can conduct a free one day interactive session at your company with the objective of discussing your demand planning challenges and needs. After the interactive session, ProWorkz can also perform a detailed assessment of your supply chain in order to identify critical inefficiencies and potential cost savings or cost avoidance within two to three weeks. The following areas will be reviewed and assessed:



- Effectiveness of existing forecasting and demand planning tools
- Review of the current internal management stock reports
- Organisational management structure and communication effectiveness
- Procurement procedures and supplier management
- Scenario analysis roadmap for future, changes based on strategy

Consultants will perform the interviews and site visit reviews at your premises and will process and develop information off-site in order not to interrupt your day-to-day activity and to keep project expenses as low as possible. The primary deliverables at the end of the assessment phase (see activities 1) are:

- GAP assessment report: report providing insights into the GAPs' severity, risks and proposed mitigating actions enabling your company to compare its current state with its potential desired performance.
- Presentation of key findings to senior managers: the results of the assessment will be presented to the senior management team which will include identified quick wins and recommendations at an operational as well as tactical/ strategic level.

About us

ProWorkz Management Consultancy, a division of Workz Group, helps network operators achieve substantial cost savings or cost avoidance, through consulting and project management. Operating in Africa and the Middle East since 1998, we are a trusted and reliable partner, having worked with over 70% of the networks in the region. ProWorkz MC has provided solutions for distribution channels, supply chain management, the outsourcing of non-core elements, centralised procurement, supply chain assurance and sales channel optimisation.



Want to know more?

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