

Case Study



# IMPROVING DEMAND PLANNING AT GLOBAL AGRI SEED MAJOR





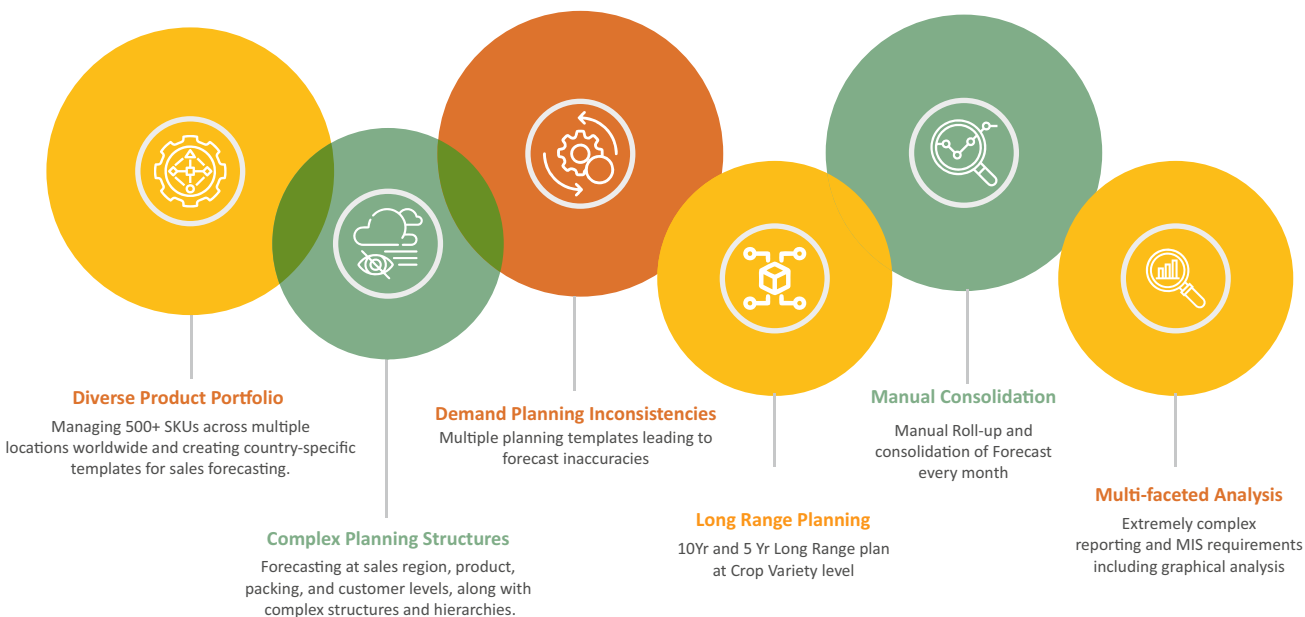
# IMPROVING DEMAND PLANNING AT GLOBAL AGRI SEED MAJOR



## INTRODUCTION

With a legacy spanning 40 years, our client stands as a prominent force in the agricultural industry, catering to the needs of nearly 20+ million farmers in 74 countries. Employing over 3,500 individuals and having 19 research and development establishments across seven nations, the company is dedicated to advancing agricultural practices and innovation.

## CHALLENGES



## SOLUTION

Deflytics undertook a comprehensive approach to address these challenges, focusing on several key areas:

**Industry Leading Demand Planning Solution:**  
 Restructuring the demand planning processes for enhanced efficiency and accuracy.

**Unified Long-Range Planning Framework:**  
 Implemented a consistent approach for long-range planning, at a detailed level.

## USE CASES

- Demand Planning
- Long-Range Planning





# IMPROVING DEMAND PLANNING AT GLOBAL AGRI SEED MAJORAN



## RESULTS

The implementation of these solutions led to remarkable outcomes:

### Streamlined Supply Chain:

Automated flow of consensus forecasts into the legacy system, improving supply planning and operational efficiency.

### Productivity Enhancement:

Excel integration for data processing, resulting in a 25-35% productivity boost.



### Digitized the Demand Roll-up & Consolidation:

Automatic consolidation of forecasts at the corporate level, saving thousands of man-hours annually.



### Country-Specific Insights:

Unique perspectives for each country, enhancing sales forecasting accuracy.



### Holistic Forecasting:

Bottom-up and top-down analysis with scenarios for long-range planning, leading to improved forecast trends and comparisons over various cycles.



## CONCLUSION

Deflytics' demand planning solution revolutionized our client's agricultural planning processes. With a focus on diverse challenges and a tailored approach to demand and long-range planning, the results were transformative. From efficient roll-ups to streamlined supply chains, the collaboration yielded significant time savings, improved productivity, and enhanced forecasting accuracy.



## About



Deflytics is a high-energy consulting firm specializing in Enterprise Performance Management solutions, including FP&A, Demand planning, Workforce planning, etc. We offer enterprise-grade, quick-to-deploy planning solutions which help organizations defy legacy processes, enhance decision-making, and improve corporate performance. For inquiries or to learn how Deflytics can transform your business planning processes, please visit our website or contact us at the number given below.



+91 86552 68970

Contact us



**THANK YOU**

[www.deflytics.com](http://www.deflytics.com)