

Rare Beauty

S&OP across a Growing CPG Company

Use Case

Demand Planning
Supply Planning
S&OP
Supplier Sourcing

Previous Solution

Excel

Industry

Consumer Packaged Goods
Cosmetics

Organization Size

200 Employees

Technical Landscape

NetSuite
Excel

Overview

As a rapidly growing organization, Rare Beauty had outgrown the patchwork of Excel files it had been using to manage and plan the organization. As a result, Rare Beauty selected Anaplan as their strategic connected planning tool of the future.

Solution & Approach

Fadmoor leveraged its unique methodology & a combined team of US & international resources to rapidly develop & deploy Anaplan as a robust S&OP tool for the future of Rare Beauty. Fadmoor has been able to continue to serve as an ongoing strategic partner as Rare Beauty builds a truly connected planning environment, providing the following key capabilities:

- Dynamic retail sales forecasting across Rare Beauty's major retailers and distribution channels
- Broad consensus demand planning including anticipated adjustments like out of stock, promotion planning, new distribution, discontinuations, category shifts, and more.
- Direct integration into robust supply planning models in Anaplan.
- Consumption logic rolling supply planning across distribution facilities.
- Sourcing planning including complex logic for dual sourcing, inners/outers, tiered pricing, logistical variables, and more.
- Dynamic reporting to provide holistic views across detailed analysts and C-Suite.

Results

- Custom demand planning uniquely fit to the needs of the cosmetic industry.
- Reporting that enables visibility for buyers to make effective purchasing decisions, thus reducing critical errors and optimize purchase timing and pricing.
- Retail sales planning that allows for collaboration between Rare Beauty and its major/minor retailers.

KNS International

S&OP across a cutting-edge drop-shipping company

Use Case

Demand Planning
Supply Planning
S&OP
Workforce Planning

Previous Solution

Excel

Industry

Fashion
Logistics

Organization Size

100 Employees

Technical Landscape

NetSuite
SQL Datawarehouse

Overview

As a rapidly growing organization, KNS had outgrown the patchwork of Excel files it had been using to manage and plan the organization. As a result, KNS selected Anaplan as their strategic connected planning tool of the future.

Solution & Approach

Fadmoor leveraged its unique methodology & a combined team of US & international resources to rapidly develop & deploy Anaplan as a robust S&OP tool for the future of KNS. Fadmoor has been able to continue to serve as an ongoing strategic partner as KNS builds a truly connected planning environment, providing the following key capabilities:

- Dynamic sales planning incorporating various disaggregation, promotion, and discontinued adjustments.
- Broad consensus demand planning including statistical modeling, new product planning, and a variety of demand adjustments.
- Direct integration into robust supply planning models in Anaplan.
- Integrated supply planning allowing weekly-to-monthly views, automated PO suggestions, like-for-like comparisons to help address overage & shortage discrepancies, tracking of product in transit, and more.
- Workforce planning that incorporate factory downtime, holidays, ratios, and overall alignment to the broader S&OP.
- Dynamic reporting to provide holistic views across detailed analysts and C-Suite.

Results

- Collaborative pages used in leadership meetings between demand users, sales leaders, and those responsible for maintaining appropriate inventory levels accordingly (i.e., facilitating true Connected Planning).
- Deployment of stat modeling and enablement of KNS team has allowed for more accurate demand forecasts as KNS users are now fully owning this element of the solution.
- Supplier optimization achieved through complex calculations of component and part min/maxes, etc. that enable optimal buying decisions.



FADMOOR

Thirty Madison

Supply planning across a Growing CPG Ecommerce Company

Use Case

Supply Planning

Previous Solution

Excel

Industry

Consumer Packaged Goods
Health & Beauty

Organization Size

200 Employees

Overview

As a rapidly growing organization, Thirty Madison had outgrown the patchwork of Excel files it had been using to manage and plan the organization. As a result, Thirty Madison selected Anaplan as their strategic connected planning tool of the future.

Solution & Approach

Fadmoor leveraged its unique methodology & a combined team of US & international resources to rapidly develop & deploy Anaplan as a robust supply planning tool for the future of Thirty Madison. Fadmoor has been able to continue to serve as an ongoing strategic partner as Thirty Madison builds a truly connected planning environment, providing the following key capabilities:

- Dynamic supply planning incorporating current stock and open/future purchase orders.
- Streamlined demand planning capture, including allocations of sales across weeks to forecast SKU-level demand.
- Complex FIFO calculation that takes into consideration expiration dates, different subscription rates, etc. which allows Thirty Madison to effectively manage their inventory
- Automated suggested purchase order scheduling to enable less hands-on modeling unless desired.
- Robust reporting to provide holistic views across detailed analysts and C-Suite.

Results

- Streamlined supply planning that enables more dynamic forecasting by supply scenarios in order to better manage the business.
- Cash reporting that allows the supply group to collaborate with the finance team on the cash impact of inventory movement
- Scalable solution that has allowed Thirty Madison to plan for new warehouses and distribution locations as the business has grown.