



## Case Study

# A Leading US Manufacturer Enhances Forecasting Accuracy and Improves Supply Chain Operations with SAP Integrated Business Planning

## About the Client

The client is a leading provider of innovative climate control solutions for heating, ventilation, air conditioning, and refrigeration (HVACR) markets, with a strong presence throughout North America and Asia.

## Engagement Snapshot

**Industry:** Manufacturing

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**Headquarters:** USA

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**Project:** SAP IBP Implementation



## Business Need

### Improving Forecasting Process for Enhanced Business Outcomes

The client's distribution business unit faced significant challenges in accurately forecasting demand for its diverse range of products. The existing forecasting method lacked precision and efficiency, resulting in inventory imbalances, increased costs, and missed sales opportunities.

The client realized the need for the following:

- A robust forecasting solution that could integrate data from various sources
- Foster collaboration among different business units
- Provide accurate insights for decision-making

## Solution

### Implementing SAP IBP for Accurate and Collaborative Forecasting

The client sought the expertise of YASH Technologies, a trusted service provider, to implement the SAP Integrated Business Planning (IBP) application within its distribution business unit.

The primary objective was to enhance the accuracy and efficiency of the forecasting process by leveraging the advanced capabilities of SAP IBP.

YASH's dedicated team meticulously executed the project, ensuring timely delivery while upholding the highest quality standards. The solution involved:

Integrating master and transactional data from the SAP BW and ECC systems into SAP IBP using the Cloud Integration-Data Services (CI-DS) platform. This seamless data exchange enabled a holistic business view, providing valuable insights for demand forecasting.

"One of the key challenges faced by the client's distribution business unit was achieving a synchronized planning environment. Collaborative forecasting involving multiple business units was critical to comprehensively understanding demand patterns. SAP IBP facilitated this collaborative process, enabling the client to incorporate the consensus forecast from various units, ensuring alignment and accuracy", explained -----, YASH, who played a crucial role in the project's success.

# Business Benefits



The implementation of SAP IBP brought significant benefits to the client's distribution business unit, transforming its forecasting process and driving better business outcomes:



## Enhanced Forecast Accuracy:

The distribution business unit improved forecast accuracy with IBP's advanced analytics and real-time data integration. Accurate forecasts minimized inventory imbalances, reduced costs associated with excess stock or stockouts, and enhanced overall supply chain efficiency.



## Streamlined Collaboration:

SAP IBP provided a collaborative platform for seamless communication and collaboration among different business units involved in the forecasting process. Integrating consensus forecasts from several business units facilitated a synchronized planning environment, ensuring accurate and reliable demand forecasts.



## Informed Decision-Making:

SAP IBP empowered the distribution business unit with accurate and reliable forecasts, enabling informed decision-making across various aspects of the business, including production planning, procurement, and supply chain management.



## Timely Supply Chain Execution:

Integrating SAP IBP with the ECC system allowed the seamless transfer of the final consensus demand forecast, triggering subsequent steps in the supply chain execution process. This streamlined execution ensured the timely fulfillment of customer orders, reduced lead times, and increased customer satisfaction.

For more information contact YASH today at  
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### About YASH Technologies

YASH Technologies focuses on customer success. As a leading technology services and outsourcing partner for large and fast growing global customers, the company leverages technology and flexible business models to drive innovation and value throughout its customer's enterprise. YASH customer centric engagement and delivery framework integrates specialized domain and consulting capabilities with proprietary methodologies and solution offerings to provision application, infrastructure and end user focused Right-Sourcing services. YASH is a SEI CMMI (Level 5) and an ISO 9001:2015 certified company with U.S. and India headquarters and regional sales and development offices globally with customers spread across 6 continents.

### Global Presence

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