



CPG COMPANIES FACE UNCERTAINTY AHEAD. IS YOUR SUPPLY CHAIN DESIGNED TO EVOLVE?

CPG Industry Facing an Unprecedented Pace of Change

As a consumer packaged goods company, you are on the front-lines of rapidly shifting consumer preferences and global commercial and regulatory changes. Will your supply chain enable you to continuously adapt to the key trends that are shaping the industry:



Increase in Mergers and Acquisition Activities

88% of the more than 100 C-suite executives surveyed expected M&A in 2019 to be “equal or better than 2018 levels.”¹



Impact of Driver Shortage

70% of the goods consumed in the U.S. are moved by truck, the industry needs 900,000 more drivers to meet rising demand.²



Explosion of Small

Despite making up a smaller portion of total sales, upstart brands account for an outsized share of growth in CPG segments such as food and beverage.³

When the importance of the decision requires the smartest analysis, innovative consumer packaged goods companies rely on LLamasoft to show them trade-offs and options for how their supply chain should be designed to create desired business outcomes. The LLamasoft Digital Design and Decision Center puts powerful answers in the hands of supply chain decision makers - across strategic, mid-range and operational time horizons – making data-driven decisions a reality within and across supply chain functions. With the ability to visualize, simulate and optimize your end-to-end supply chain processes, you’ll be able to answer the most complex supply chain transformation questions.

Supply Chain Design Makes a Difference

CPG companies that proactively redesign their supply chains with LLamasoft can respond rapidly to changing market conditions and design their supply chains to meet their profitability and service goals. Our CPG customers identify an average of 10.4% total variable cost savings while driving operational transformations – requiring new interconnected decisions across supply chain functions including:

- Greenfield Optimization
- Network Optimization
- Product Sourcing Optimization
- Short Term Capacity Planning
- Inbound and Outbound Transportation Optimization
- Production Optimization

How are Global CPG Companies Leveraging Smarter Supply Chain Decisions?

LLamasoft CPG customers include some of the largest and most innovative companies in the world. Here are stories of CPG customers' achievements with LLamasoft solutions:

- A global healthcare and consumer goods company reduced their total inventory cost by 25%. Working with LLamasoft's automated classification the company discovered that only 5% of the products fit a normal distribution, with the remaining 95% spread amongst four additional demand classes. The "normal" assumption resulted in significant excess inventory or missed service metrics for most products. Furthermore, the model was able to show the network-wide view of cycle stock, work-in-progress (WIP), in-transit and safety stock inventories.
- A multi-national food corporation identified \$223 million in annual savings. Working with LLamasoft, the company used greenfield analysis to identify new locations to better serve combined demand in a multi-channel sales environment. They ran flowpath optimization to reduce waste and identify opportunities for synergy with their existing supply chain network.
- A snack-food manufacturer experienced up to 11% in logistics savings. The company worked with LLamasoft and used direct store delivery optimization to evaluate their current state and identify constraints which included tightened business hours for work and delivery schedules and cost variance by destination. They explored adding new distribution centers, but because of this project, kept their existing network and redesigned their transportation routes which resulted in 5-11% in logistics savings.

1. AT Kearney
2. NPR
3. McKinsey & Company

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Gartner

Supply Chain Top 25

24 of the Gartner's Supply Chain Top 25 companies leverage LLamasoft technology for the supply chain decisions.



3,000+

LLamasoft has supported over 3,000 supply chain analysis and design solutions.

LLamasoft