



Case Study: Optimizing fruit and vegetable production for an Australian agricultural firm

The customer, valued at more than USD 800 million, is one of Australia's largest horticultural companies and a major supplier of produce to food retailers.

Challenges



Ineffective planning integration

Merging sales and production plans was difficult which was leading over or underproduction.



Limited team collaboration

The customer faced challenges in aligning its sales and supply teams' efforts without a unified platform, leading to disjointed decision-making and discrepancies.



Financial risks from misalignment

Mismatched supply and demand forecasts, led to overstocking and missed sales targets, impacting profitability.

Business Scenario

Our client, a leading agricultural company, faced challenges in inventory rotation, order fulfilment precision, workforce optimization, and storage regulation compliance.

Solution

The customer recognized the need to improve their business metric understanding and profitability insights. After assessing various SAP partners, they chose Maventic to streamline processes and generate various mission-critical reports with SAP® Analytics Cloud to enhance decision-making.

● **Real-time analytics with SAP Analytics Cloud**

SAP Analytics Cloud was employed for reporting and visualization replacing error-prone manual spreadsheets.

● **Produce sales/supply report**

Examines sales and supply trends in the agricultural market, providing insights into demand and supply chain dynamics.

● **Forecast vs budget variance report**

Evaluates variances between production forecasts, budget, and actuals, offering a complete view of financial performance.

● **Data write-back efficiency**

Planning data write-back to source systems streamlined data management processes, replacing manual input errors with efficient, automated workflows.



Benefits



\$150k saved in costs in a year



15% decrease in wastage due to overproduction



95% accuracy in production planning



95% increase in sales target achievement



30% decrease in cost associated with inventory



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