



# Case Study: Data Driven Operational Insight at Lowe & Fletcher

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9<sup>th</sup> October 2018

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# Agenda

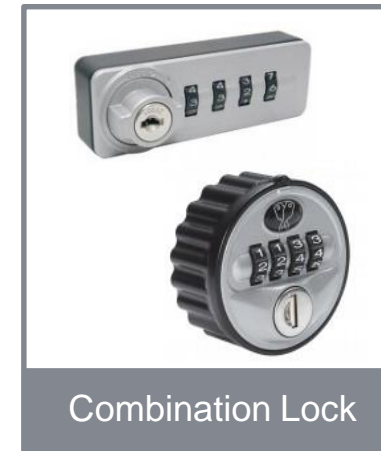
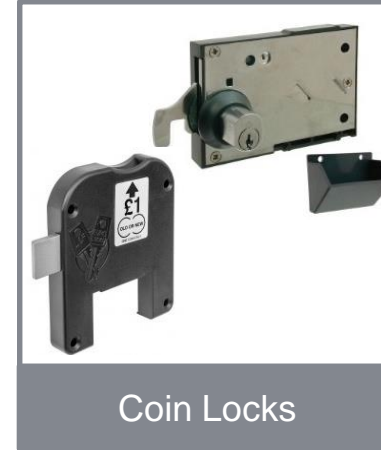
- i. Company Introduction
- ii. Manufacturing Challenges
- iii. Collaboration with WMG and Concentra
- iv. Examples of SupplyVue Analysis & Insights
- v. Summary



# 129 Years of Lock Manufacture



# Product Range





# Lowe & Fletcher Wednesbury Site



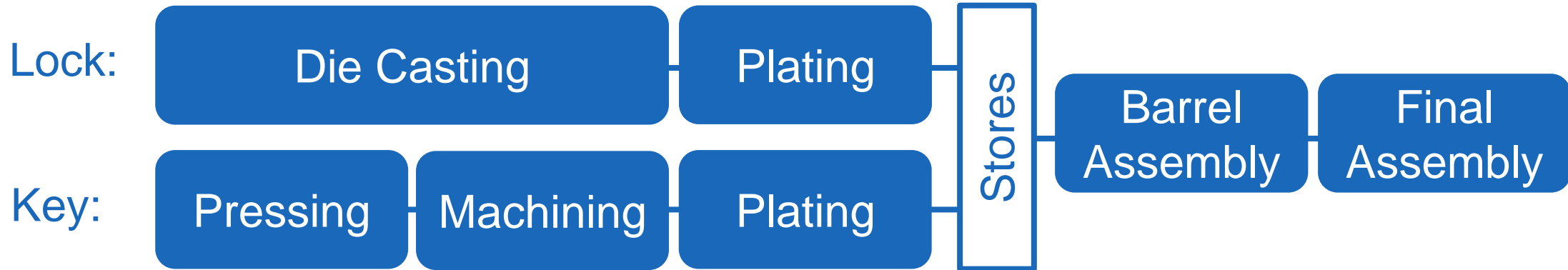


# Lowe & Fletcher Wednesbury Site





# Production Stages



# Manufacturing Challenges

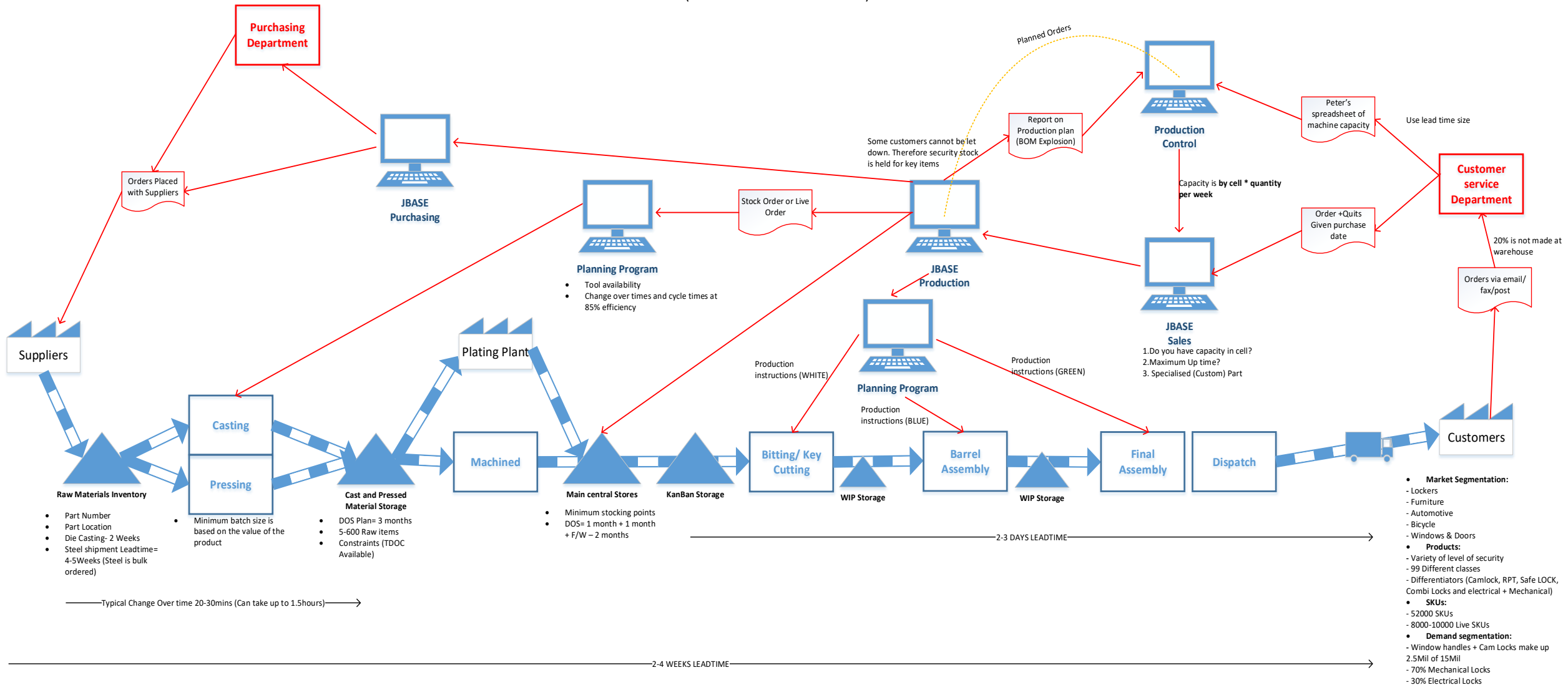
- i. Size of product range
- ii. Limited forecasting
- iii. Legacy infrastructure
- iv. Sales growth





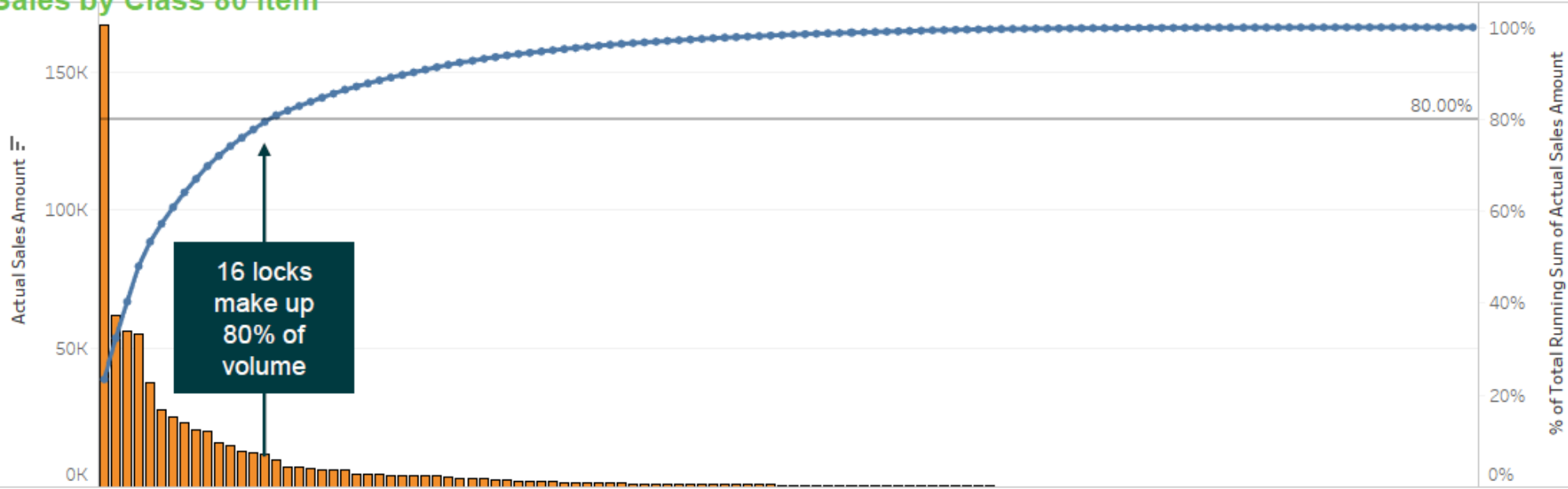
# Process Map

Low & Fletcher – BIG PICTURE MAP (Mechanical Lock Production)



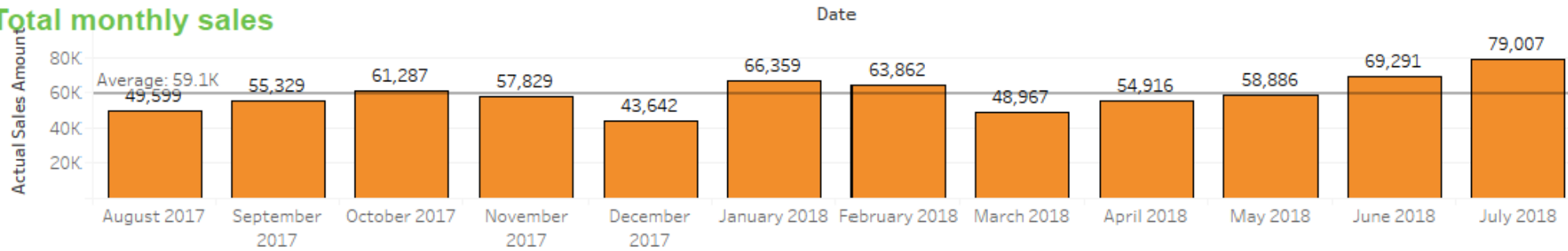
# SKU Pareto

Sales by Class 80 item



SKU Code	Actual Sales Amount	% of Total of Actual Sales Amount
1438746	166,794	23.53%
1438750	61,604	32.22%
1441729	56,211	40.14%
1476713	54,842	47.88%
1438706	37,813	53.21%
1438732	27,950	57.15%
1438717	25,350	60.73%
1436512A	23,138	63.99%
1461022A	20,737	66.92%
1438774	20,000	69.74%
1437728	15,880	71.98%
1438512A	14,855	74.08%
1436532A	12,950	75.90%
1443722	12,650	77.69%
1439734	12,000	79.38%
1436738	10,000	80.79%
1438752	7,500	81.85%
1441512A	7,067	82.84%
1437034A	6,500	83.76%
1475512A	6,402	84.66%
1438022A	6,210	85.54%
1413710	6,000	86.39%
1439512A	4,880	87.07%

Total monthly sales





# Demand Variability

Select Deseasonalisation

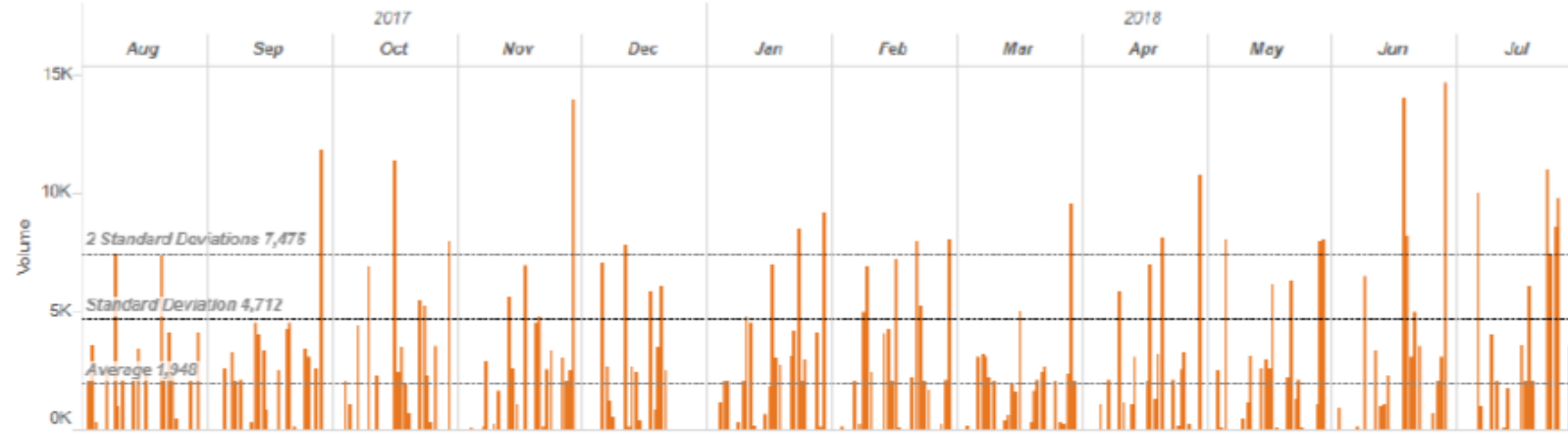
No Deseasonalisation

Daily Sales Variability by SKU

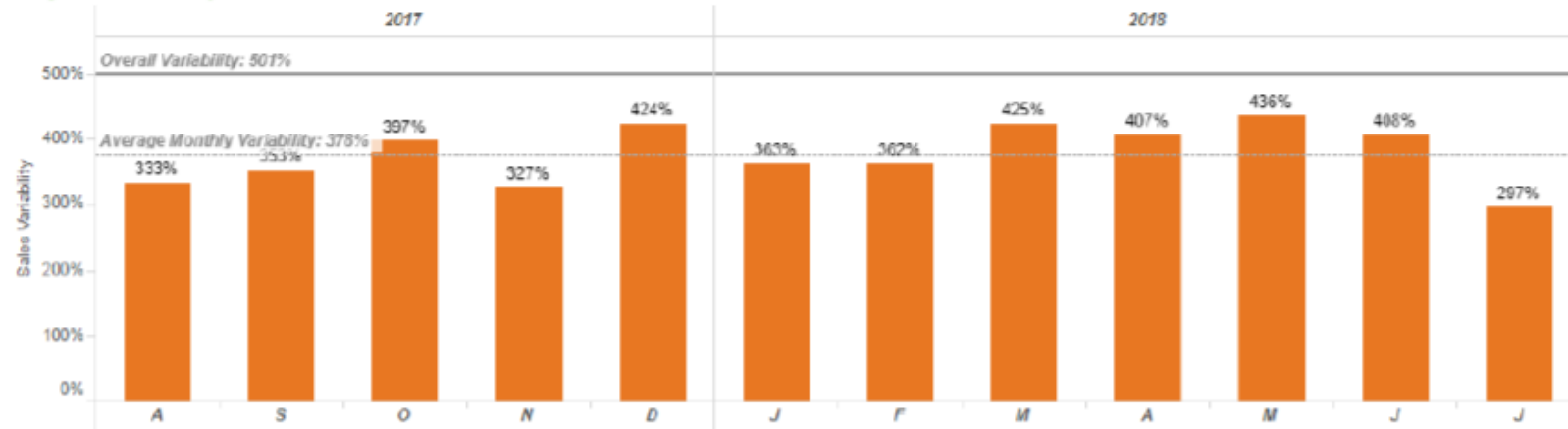
(select a SKU to filter)

- 1438760, CAMLOCK 20mm SNAP-IN FIX 560%
  - 1438746, S.O. LION STEEL 205%
  - 1441729, KNOTT AVONRIDE CAM LOCK 540%
  - 1476713, S.O. GARRAN CAMLOCK 423%
  - 1438717, CAMLOCK 20mm SNAP-IN FIX 741%
  - 1438706, CAMLOCK, TYPE 12B 443%
  - 1438732, CAMLOCK, TYPE GDC 451%
  - 1436532A, CAMLOCK 20mm 906%
  - 1436512A, CAMLOCK 20mm 500%
- by: Channel
- (select a Channel to filter)
- SALE ,Sale 501%

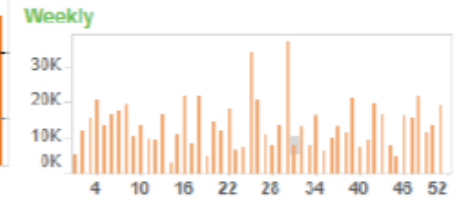
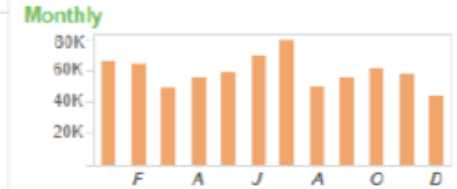
Daily Sales Profile



Daily Sales Variability



Average Sales Profiles



Day of the month



Day of the week



# Parts Availability

## Filters

Site : MAIN WAREHOUSE Date Range : 01/02/2018 - 31/07/2018 Class : 89

Stock duration threshold (days)

5

Sort by:

Demand volume

Overall stock availability

89%

- Out of stock occasions
- Sales volume

Product switch

Product

Stock availability RAG

<95% / 95% to <99% / >=99%



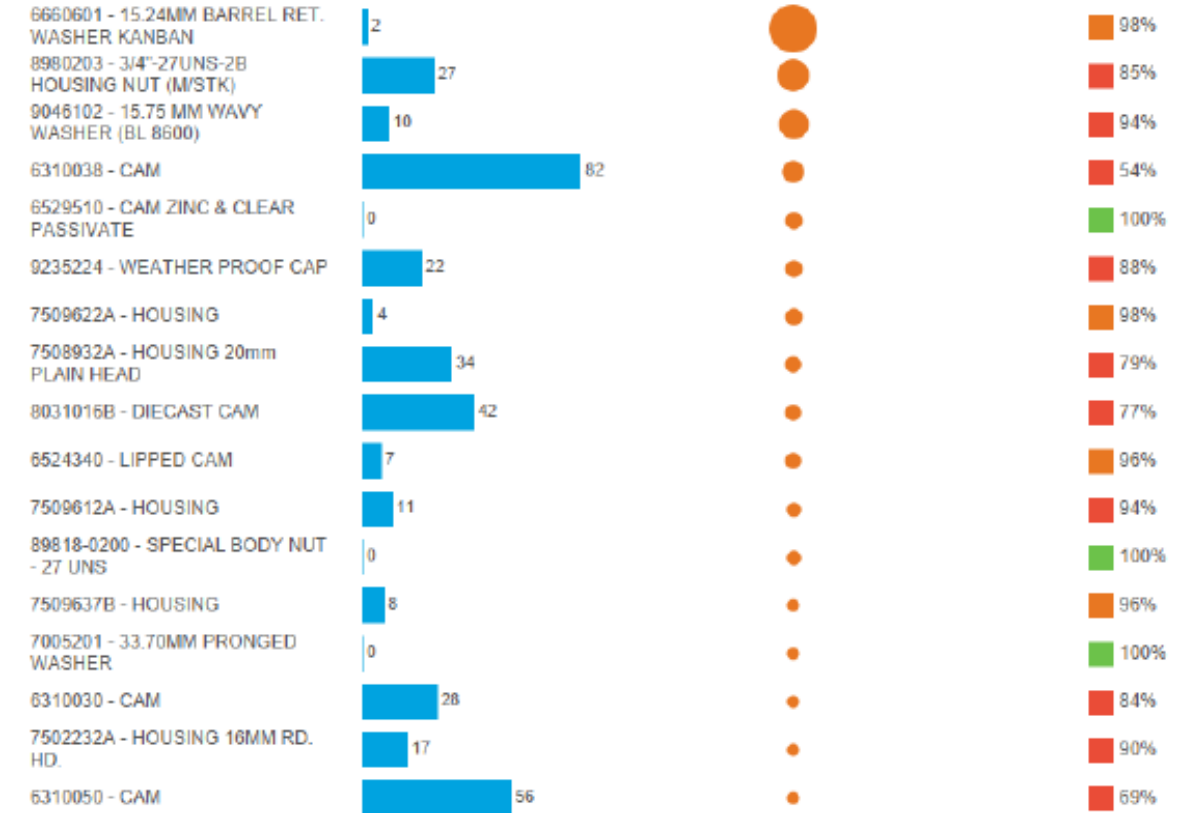
## Site availability

MAIN - MAIN WAREHOUSE



89%

## Product availability



## Description

The visualisation displays a RAG indicator of availability for each site; we set the out of stock level at 5 days of inventory.

## KPI Description

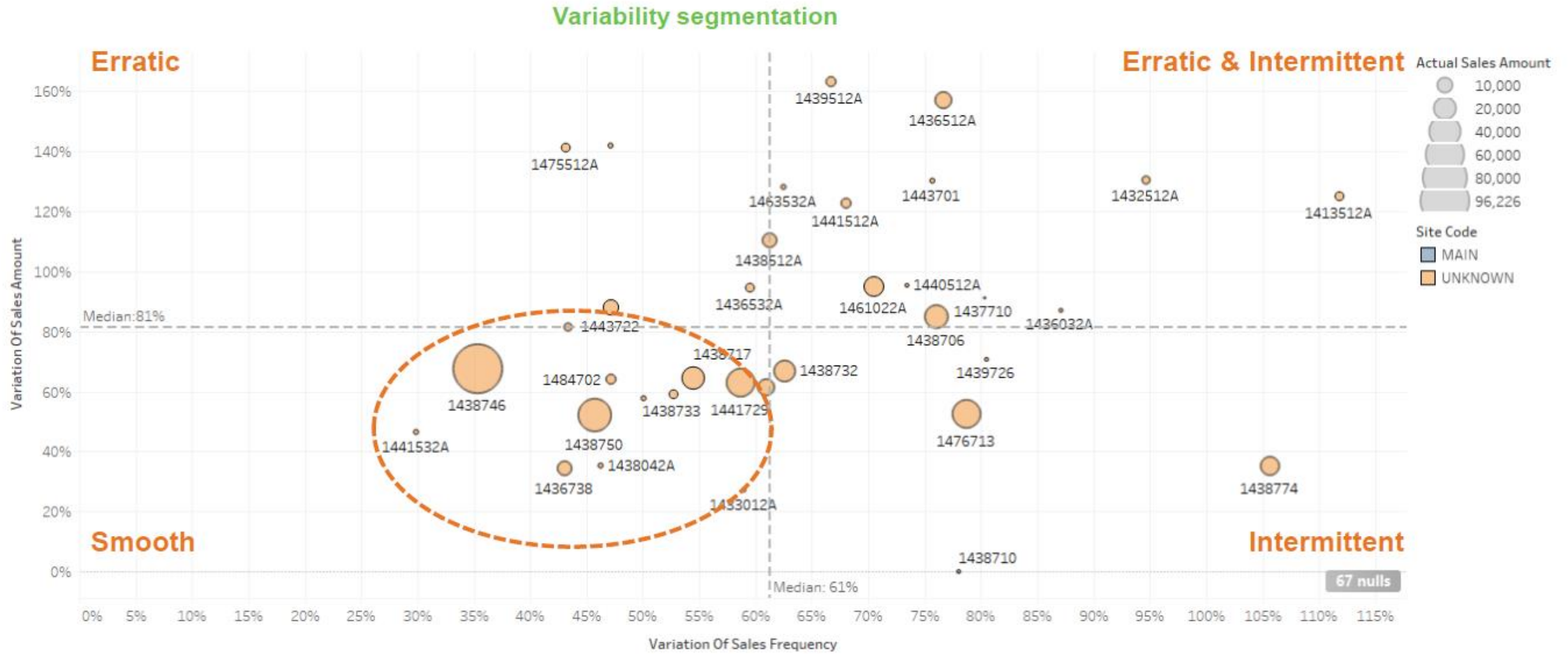
Stock availability is calculated based on the number of days an SKU was available in the time period selected at each site. SKU is deemed available if the forward cover is greater than the user set threshold.

Forward Cover = (Actual Stock / forecast for next 30 days ) \* 30

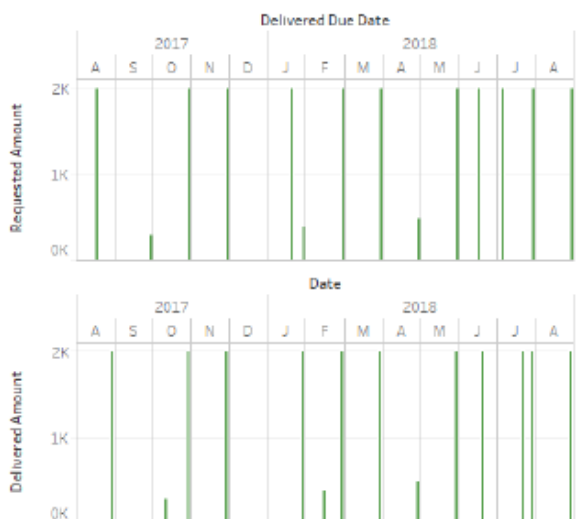
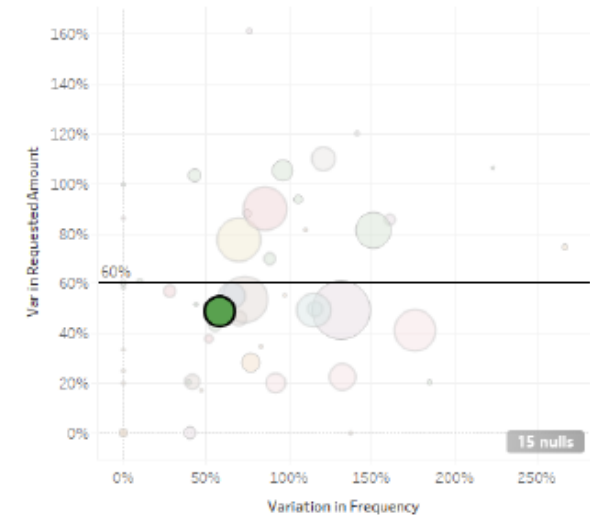
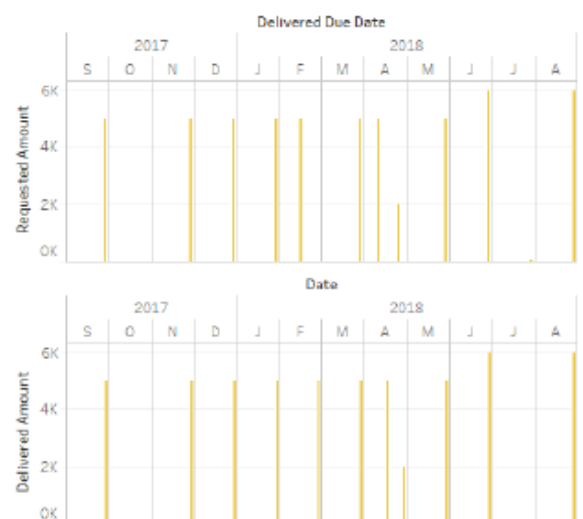
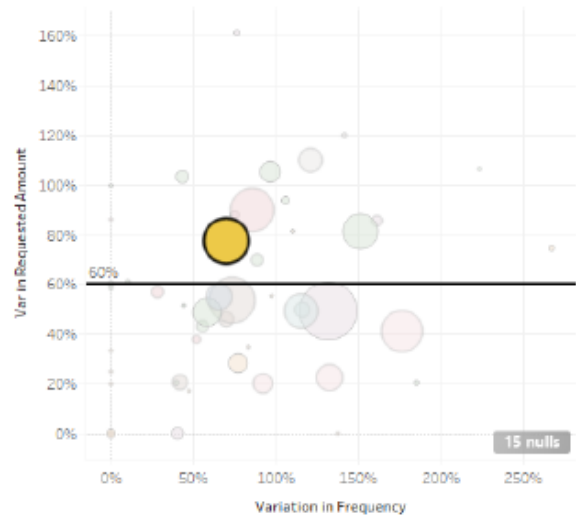
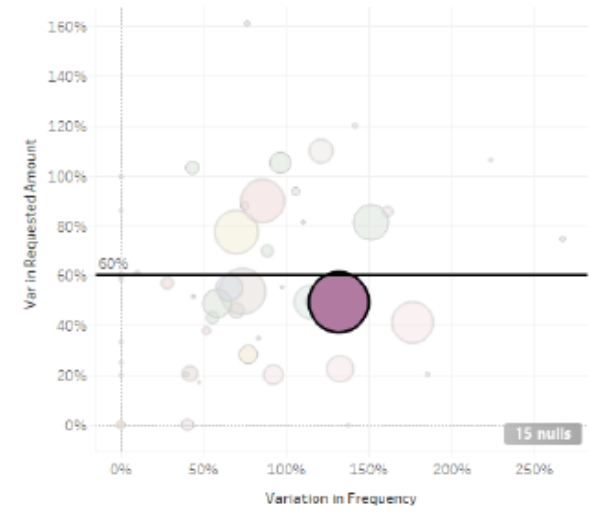
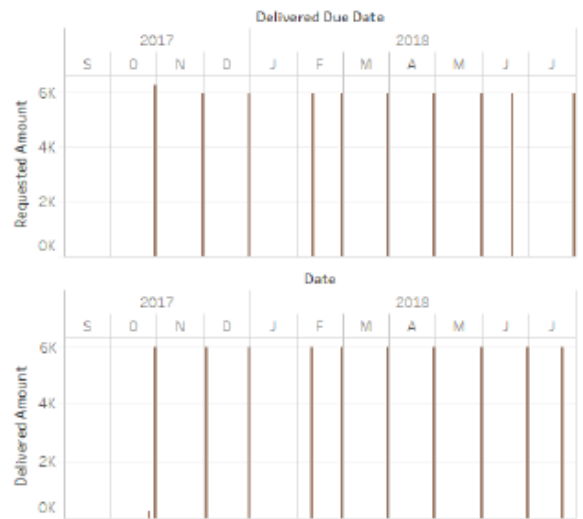
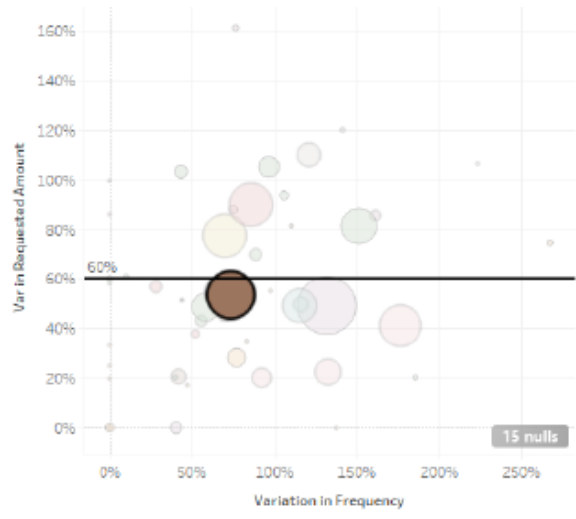




# Demand Segmentation



# Customer Order Profile





# Summary

a) Extracting data has in itself been a useful exercise

b) SupplyVue visualisations invaluable:

i) Crystallises unmanageable data into unambiguous insight

ii) Shines a spotlight on issues that may not be a surprise, but the scale was not clear

iii) SupplyVue reporting structure has also highlighted other issues & opportunities  
which were not initially in scope

c) Really just the start of the journey, but extremely worthwhile so far

