

# Fine Foods Leader Implements New Inventory Management and Forecasting Solution

## Client Challenge

The client is a well-established brand in the fine foods category that imports unique ingredients to restaurants, retailers, manufacturers, and distributors throughout the U.S. The client recognized the need for a new inventory management and forecasting solution to propel growth, foster innovation, and further strengthen its relationships with over 200 global suppliers. The client also aimed to minimize costly transfers across its network of warehouses by projecting replenishment needs for each regional warehouse, rather than just its central distribution center. To address these strategic objectives and improve efficiency and accuracy, the client wished to implement better forecasting, inventory, and replenishment planning capabilities. In addition to modern technology, the company sought well-structured business processes to support the new system and program management expertise to ensure a seamless implementation.

## Parker Avery Solution

Parker Avery partnered closely with the client and system vendor to implement the new inventory management and forecasting solution. The teams used a multi-sprint cycle approach to design and build each system module.

Parker Avery led the following activities:

- Executed vital program management activities
- Evaluated existing processes and recommended changes to support new tools and strategies
- Developed detailed future business processes
- Aligned day-in-the-life user stories to business processes and priorities
- Made key design decisions to support the system's functional scope
- Identified organizational and role implications
- Created user acceptance testing strategy and led testing
- Designed end-user training strategy and developed materials
- Provided cutover support

## RESULTS



NEW SOLUTION  
SUCCESSFULLY  
DEPLOYED



NEW PROCESSES  
TRAINED  
AND ADOPTED



MEANINGFUL  
IMPROVEMENTS  
EXPECTED

The client's new inventory management and forecasting solution replaces highly manual functions formerly performed in Excel. With Parker Avery's help, this transformation allows the company to realize tangible efficiencies across its planning processes.

The client expects the following meaningful improvements:

- Forecast accuracy
- Inventory levels (21% reduction)
- Service levels (2% increase)
- Operational efficiency

The company also has a robust and comprehensive set of business process-focused training materials for new planners and to support the current team's post-deployment learning and development journey.