

QUIP SUPPORTS HYPER-GROWTH WITH ANAPLAN FOR S&OP



Toothbrush company adopts planning tool to accommodate new growth and improve SKU-level forecasting

Quip is a subscription-based electric toothbrush company based in America that provides oral care products and dental services online. Quip delivers its products by mail, like electronic toothbrush replacement heads and toothpaste on a subscription basis every three months.

Before Akili's implementation of Anaplan, the company lacked efficient capacity planning between manufacturers and required a planning tool to accommodate new growth.

USE CASE: Demand & Inventory Planning

INDUSTRY: Retail

PREVIOUS SOLUTION: Excel

PAIN / NEED: Streamlined, collaborative planning solution

REGION: North America

Anaplan

Anaplan
Partner

Gold

PROJECT DESCRIPTION

Quip partnered with Akili to create a planning tool to accommodate new growth and improve SKU-level forecasting across various sales channels, production planning and order scheduling capabilities.

Capacity planning between manufacturers was a challenge in Quip's previous process, but a key metric to meet company growth demands. Quip sought a capacity planning solution that would allow:

- Manipulation of machine drivers and metrics for tool purchase recommendations and costs analysis
- Capacity planning at the BOM component level that determined capacity for the finished good
- What-if analysis and scenario planning that considered financial drivers in order to determine the best method for increasing capacity to meet demand.

KEY SUCCESS METRIC

With the new Anaplan solution, Quip is able to forecast capacity of heir supplier's machines work with external partners to determine how to best increase capacity to meet the demand plan.

Thanks to suggested order quantities and shipment methods from Anaplan, Quip planners are able to export an order schedule by supplier as well as determine incremental express freight costs that can be shared with Finance.

In addition to capacity planning, Quip's Anaplan solution provides capability for the demand planner to disaggregate a channel-level forecast down to the finished good SKU and packaging.

The new solution is also scalable and was developed to support Quip's future supply chain team growth and multiple analyst roles who will all plan with the same data instead of multiple sources in varying spreadsheets.

ABOUT AKILI

Akili (pronounced (uh • kē' • lē) meaning "Knowledge" in Swahili) is a business management and technology consulting firm founded in 1992. Our core purpose is to assist our clients in improving the performance of key business processes through a holistic approach to process optimization that delivers solutions with a balanced focus on people, process and technology opportunities.

Akili delivers industry-focused solutions for Global 2000 companies. Akili's consultants have functional and technical expertise, project management skills, solution architecture, application configuration, data management, integration and training skills.

Whether clients are looking for an on-premise or a cloud-based solution, Akili can deliver the best combination of technology and consulting to ensure our client's business objectives are met.

Akili is headquartered in Dallas, with locations in Houston and Denver.
Our clients span the continental U.S.

To learn more, visit Akili.com

