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**KMSI**

### KMS client snapshot

FMCG company headquartered in Singapore

The client is present in 20 countries spanning Asia Pacific, Europe and the USA, and employs close to 10,000 people worldwide.

## CHALLENGES

- Consolidate data from ECC6, BW and other 3rd party systems.

## SOLUTION

- Multiple application for users in Malaysia.
  - **Sales Analytics Report** - sales report, unproductive report, logistics cost report by sales office, sales district.
  - **Marketing KPI Report** - sales volume analysis, brand contribution, market share and new product performance analysis.
  - **Sales KPI Report** - sales dashboard, GSR & NSR analysis, fill rate analysis, aging stock, cooler placement analysis, etc.
  - **Finance KPI Report** - PBIT, cash conversion, DSO, DSI, AR aging, AP aging and sales volume analysis.
  - **Manufacturing KPI Report** - production line efficiency analysis, consumer compliant rate, production attainment, utilization consumption, unplanned downtime, etc.
- **Logistic KPI Report** - fill rate analysis, aging stock, logistic cost, warehouse utilization, out of stock and Unproductive.
- **Logistic Analytics Report** - stock closing balance, stock holding vs days cover, forecast vs fulfillment, raw material Inventory, days and stock take accuracy.
- **Procurement KPI Report** - budget variance, price variance, raw material inventory accuracy.
- **MD KPI Report** - financial analysis and commercial Analysis.