

The Proudfoot logo is displayed in a white, rounded rectangular box. The word "Proudfoot" is written in a dark blue, sans-serif font.The text "SALES AND OPERATIONS PLANNING" is written in a bold, black, sans-serif font, centered within a yellow rectangular box.

**What if you could...**

improve forecast accuracy,  
reduce lost sales, and lower  
inventory by 30%?

**With Proudfoot, you can.**

**Transforming sales and operations integration represents an incredible opportunity to rapidly improve financial performance. Even when sales are strong and production is efficient, the costs of misalignment can quietly add up to a significant impact on operating margin.**

### Common Challenges

- On-time delivery and customer service are below expectations
- Forecasting and production planning flaws generate a surplus of inventory
- Key information is not shared across teams, contributing to poor visibility
- Production schedules change constantly, leading to excessive overtime
- Procurement is frequently late and doesn't follow-up with suppliers
- High freight costs from poor container space utilization and rescuing of late shipments

### Transformational Approach

Solving these challenges takes sophisticated ongoing coordination between sales, procurement, warehouse, manufacturing, finance, and other stakeholders. How do you get your people to work together to deliver better results at a lower cost?

Proudfoot designs, implements, and accelerates operational and digital transformation through people. We Humanize, Optimize, and Digitize work at the point of execution, ensuring all elements of your Operating Model execute in harmony, ensuring proper S&OP.

Would you benefit from:

- Optimizing operational systems to improve efficiencies across your entire operation?
- Accurate forecasting demand and improving your production schedule?
- Increasing production efficiency and reducing overtime with better demand planning?
- Reducing inventory, minimizing supplier delays, and improving working capital?
- Avoiding lost sales, improving customer service, and achieving higher margins?

"Working side-by-side with our team, Proudfoot implemented a series of tools and resources that improved our visibility and controls, making the supply chain functions more manageable."

**CLIENT CEO**

### Remarkable Results

Proudfoot engages your people to drive changes that lead to sustainable results and a culture of continuous improvement.

**31%** Inventory reduction

**19%** Reduction in overtime

**19%** Freight cost savings

**20%** Increase in manufacturing and distribution productivity

**11%** Improvement in working capital

To learn more about how Proudfoot can improve performance, expand profitability, and propel top-line growth for your company, reach out to us today at [info@proudfoot.com](mailto:info@proudfoot.com).