

# Becoming a Demand-Driven Enterprise

## Enabling End-to-End Supply Chain Visibility

End-to-end supply chain visibility is a key to success for becoming a demand-driven enterprise. Companies need to implement visibility and collaboration solutions to gain end-to-end supply chain visibility. Enterprises gain significant benefits by collaborating with their supply chain trading partners through supply chain operating networks. According to industry analyst group, Gartner, end-to-end supply chain visibility will increase by 50 percent by 2018. Below are some tips on how to enable end-to-end visibility across your enterprise.

Sense and respond are critical processes for supply chain visibility and can only be achieved through a collaborative network that is coupled with advanced analytics.

Visibility encompasses not only sensing data, but also how to analyze it and take appropriate action across the extended enterprise.

Use predictive and prescriptive analytics to support your visibility goals.

Eliminate silos within your organization to take full advantage of end-to-end visibility. Create an outside-in way of thinking within your organization by focusing on customers and trading partners instead of internally.

Utilize cloud-based shared process and information layers within your information architecture to sit above physical assets, supply chain, and operational applications.

Make it easy for trading partners to connect by eliminating barriers to onboarding.

Gaining end-to-end supply chain visibility provides significant benefits, such as higher order fulfillment rates, improved customer service levels, higher profitability, increased operational efficiency, and higher revenue growth. Using a supply chain operating network that offers collaboration and visibility capabilities, your company will experience better on-time performance, reduce variability in lead times, and free up working capital. Per Gartner the quantitative benefits include:

Inventory savings of 20% of value

Increased forecast accuracy of about 25%

Improved SLAs to consistent 98% levels

Freight charge reductions from 5% to 3.5% of volume

Decrease of inventory on stock from just over 10 days to fewer than seven days

Reduction in workforce by 10%

And also of interest, calculating the ROI of the implementation is only one year

With end-to-end supply chain visibility, your business will be able to respond more quickly to demand changes and will be better positioned to beat the competition.

