



SOLUTION REVIEW: CISCO

Leading IT Company Implements Consistent Demand Management Business Processes to Close Planning Loop

ABOUT CISCO

Cisco is a leading IT company founded in 1984 in San Francisco, CA, with approximately 72,000 employees. Cisco designs, manufactures, and sells networking equipment and generated \$49.1B in revenue in 2015.

THE CHALLENGE

Cisco wanted to deploy a consistent demand management business process (BP) across their different product lines. They were looking for a solution that would allow them to build and generate a sophisticated forecasting model, incorporating causal effects, and then integrate that model with a collaborative platform enabling sales and operations planning (SOP). Cisco wanted to close the loop between SOP and supply planning for customer allocations.

THE SOLUTION

Gaea re-engineered Cisco's demand management BPs and implemented them with a solution comprised of Oracle Demantra, Material Requirements Planning (MRP), Advanced Supply Chain Planning (ASCP), Global Order Promising (GOP), Supply Chain Management (SCM), Cisco's legacy applications, and Kinaxis. Gaea developed interfaces between Oracle Demantra, Inventory, Order Management, Data Warehouse, and SAS applications, and architected and developed custom attach-rate functionality, calculating the latest planning-percent relationship between the model, option classes, and options.

Gaea also developed exception and waterfall reports to improve forecast accuracy, set up the Demantra analytics forecasting engine to generate baseline forecasts, and developed interfaces to export item, organization, and customer levels to ASCP and MRP.