

Peter Justesen

Supply chain is the key to profitable growth

In one year, Peter Justesen Company has reduced their stock value by 57 % and improved service levels, cash flow and stock turnover.

"We have always been strong in both sales and purchasing. What is new, is that we optimize the entire value chain and balance supply and sales through a systematic sales & operations planning process." explains Bo Quist, COO.

We believe in profitable growth

The results have been accomplished by focusing on SCM, category management, and S&OP with the support of ABC Analyzer.

"A strong focus on these areas of expertise is necessary in order to achieve profitable growth in our business" says Bo Quist.



ABC is a driver for change

Since 2014, Peter Justesen has used ABC Analyzer as one of the primary tools to

develop and control their supply chain and product range. "It is very important for us, that it isn't simply an operational tool."

"At our company ABC Analyzer works both as a strategic, tactic, and operational tool. It creates far more value for us, when we also use it to strengthen the transverse collaboration, create changes, and change behavior in the entire organization", says Bo Quist.

Focus on the essentials

ABC Analyzer provides data for decision making on all levels: Directors, Supply Chain Management & Operational Purchasing, Customer Service, and Sales

The ABC-model provides a transverse, user friendly tool which enables the entire organization to focus on the products that are most important for the business.

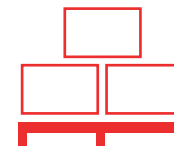
Read more at www.abcsoftwork.com and sign up for your 30 days free trial

What did

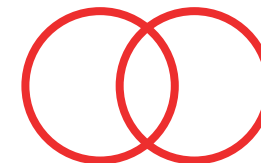
Peter Justesen do?

Stock value reduced

-57%



Effective S&OP processes



Improved service level

+ 95%



Goal

Improve service levels, cash flow and turnover. Reduce unnecessary supply chain complexity.

Solution

A data-driven supply chain, effective and transparent. Increased collaboration between Supply chain and Sales.

Results

In one year Peter Justesen Company achieved agile and highly effective S&OP processes. Reduced stock value with 57 % and increased service levels.

BY APPOINTMENT TO THE ROYAL DANISH COURT

PETER JUSTESEN

About Peter Justesen

Peter Justesen Company delivers high-end duty free products to ambassadors, diplomats, FN etc. in +140 countries. The headquarter is located in Hellerup, Denmark

- 11.000 products
- Headquarter in Hellerup
- Regional offices in Moskva, Dubai and Beijing
- Products are sold in +140 countries