



Let's Solve

# Case Study

Disruptive Digital Ideas, Demand-sensing Solution for Global CPG Major



A Larsen & Toubro Group Company

# Client

Global CPG Major

## Challenges

For a new, high-growth digital sales channel, the client required to manage cash flow, material pricing forecast and demand forecast, to control its large procurement bill. The task was to identify disruptive technology concepts that help achieve exponential benefits through changes in business processes, operating models, and the underlying technology platform.

## LTI Solution

LTI leveraged Business Innovation Center to examine the technology horizon, and identify new-age platforms that can help re-imagine the business processes, and provide faster turnaround times. Solution approach:

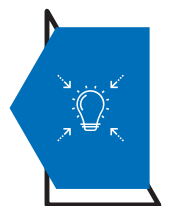
- Identify digital disruptions
- Analyze demand-sensing
- Create business cases, cost-benefit analysis and technical hypothesis
- Evaluate providers for solution fitment, and assess risks

## Business Benefits Delivered



Identified high digital impact areas across core business services.

Leveraged partner ecosystem to build expansive solution frameworks.



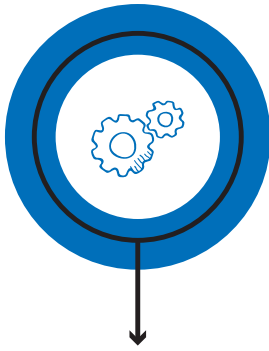
Created a platform to tap into the start-ups' ecosystems to showcase the best-in-class solutions.

Enabled faster decision-making between build v/s buy through quick piloting.

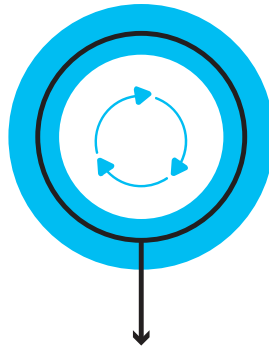


Solution for demand-sensing, material price forecasting across supply chain in order to reduce procurement cost.

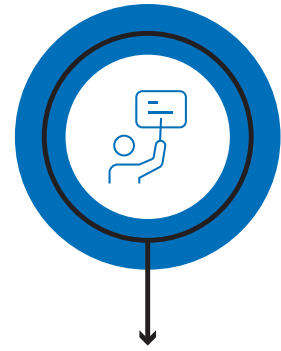
# Highlights



**15% improvement**  
in fulfilment



**60% reduction**  
in forecast cycle



**25% improvement**  
in demand signal sensing

LTI (NSE: LTI, BSE: 540005) is a global technology consulting and digital solutions Company helping more than 300 clients succeed in a converging world. With operations in 30 countries, we go the extra mile for our clients and accelerate their digital transformation with LTI's Mosaic platform enabling their mobile, social, analytics, IoT and cloud journeys. Founded in 1997 as a subsidiary of Larsen & Toubro Limited, our unique heritage gives us unrivaled real-world expertise to solve the most complex challenges of enterprises across all industries. Each day, our team of more than 27,000 LTItes enable our clients to improve the effectiveness of their business and technology operations, and deliver value to their customers, employees and shareholders. Find more at [www.Ltinfotech.com](http://www.Ltinfotech.com) or follow us at @LTI\_Global