



Management- und Technologieberatung AG

# **Long-Term Volume Development of a Product Portfolio and Contingency Analysis**

– Success Story –

Version 01  
July 2013

# Success Story (1)



Project	<b>Long-Term Volume Development of a Product Portfolio and Contingency Analysis</b>
Client	<b>Boehringer Ingelheim</b> Supply Chain & Assets   End-to-End Supply Network Strategy
Contact	<b>Dr. Andreas Emmrich</b> (End-to-End Supply Network Strategy) Phone: +49 (0) 6132 / 77 – 95989
Key Person	Jesus Soto (End-to-End Supply Network Strategy)
JSC	Dr. Till Reichert, Dr. Ulrich Tulowitzki
Duration	May – June 2013
Doc	

### Objectives

- Main objective of the project was a thorough and comprehensive analysis of the product portfolio and contingency requirements for a specific technology on a 10 year forecast horizon
  - ... considering different volume as well as contingency scenarios
  - ... to optimally support an investment decision for an on-site-expansion of a production facility

### Challenges

- Strictly limited time frame of 2 weeks
- Quality check of provided raw data (complete and consistent)
- Various requirements for analysis (e.g. product samples, additional contingency volumes, specific market requirements, sensitivity)

## Deliverables

- Analysis of net sales and volume development of the product portfolio by product group and sales region
- Verification of the contingency concept for the product portfolio by the assessment of 75%, resp. 90% contingency of net sales
- Development of contingency scenarios, considering different combinations of device reusability
- Sensitivity analysis and graphical presentation of results

## Quotation

*„Aufgabe war die Analyse und graphische Aufbereitung alternativer Contingency Szenarien für die Device Produktion.*

*Hervorzuheben ist das umfassende BI spezifische Grundverständnis der JSC Berater, das ein ‚Onboarding‘ fast unnötig macht.*

*Als Resultat hat mich die hohe Ergebnisqualität in der nur sehr kurz zur Verfügung stehenden Zeit beeindruckt.“*

## JSC Management- und Technologieberatung AG



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- founded in 1991
- located in Eltville (near Wiesbaden), Germany
- independent

- focus on life science products, chemicals, (fast moving) consumer goods

- partner network for turnkey solutions



- only senior and management consultants
- multi-disciplinary team (chemists, pharmacists, physicians, mathematicians, IT professionals, business economists, sociologists and psychologists)

- team oriented and customer focused approach
- dedicated to quality and striving for first class results
- fact driven and application of sound methodologies

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