



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	Long-Term Volume Development of a Product Portfolio and Contingency Analysis
Client	Boehringer Ingelheim Supply Chain & Assets End-to-End Supply Network Strategy
Contact	Dr. Andreas Emmrich (End-to-End Supply Network Strategy) Phone: +49 (0) 6132 / 77 – 95989
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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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