POLESTAR
ANALYTICS

CASE STUDY

SCM PLANNING FOR
MICRO LABS

MICRO LABS
MICRO LABS LIMITED

www.polestaranalytics.com

Client Overview

Micro Labs Limited is a leading global pharmaceutical organization with a strong footprint across domestic and international markets. Operating across **50+ countries** and supported by **14+ world-class manufacturing facilities,** the company manages a large, diverse portfolio of pharmaceutical products across critical therapeutic areas. The scale, velocity, and regulatory sensitivity of its operations demand highly agile, data-driven demand and supply planning.

To sustain growth, improve service levels, and strengthen inventory control, the client required an integrated, scalable planning platform capable of delivering real-time visibility and faster, more confident decision-making across the enterprise.

Business Challenges

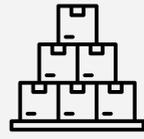### Demand–Supply Mismatch
~5% SKUs out of stock every month

Data Fragmentation
3 data sources used by 3 different teams → no single source of truth

Manual Reporting
Penalty report required 2.5 man-days

Inventory Risk
30% SKUs with <6 months coverage

Operational Inefficiency
New product integration took 1 full day

Precision Technology, Human Expertise

Anaplan

Selected for Connected Planning across **Demand, Supply, and Inventory.**

Replaced fragmented spreadsheets with a single ecosystem.

POLESTAR ANALYTICS

Deep domain expertise in **Supply Chain.**

Chosen for a workflow-centric approach-building around how the team actually works, not forcing a template.

Solutions Implemented

Client chose Anaplan in pursuit of deploying a comprehensive and integrated analytics solution that encompasses the entire Demand and Supply planning.
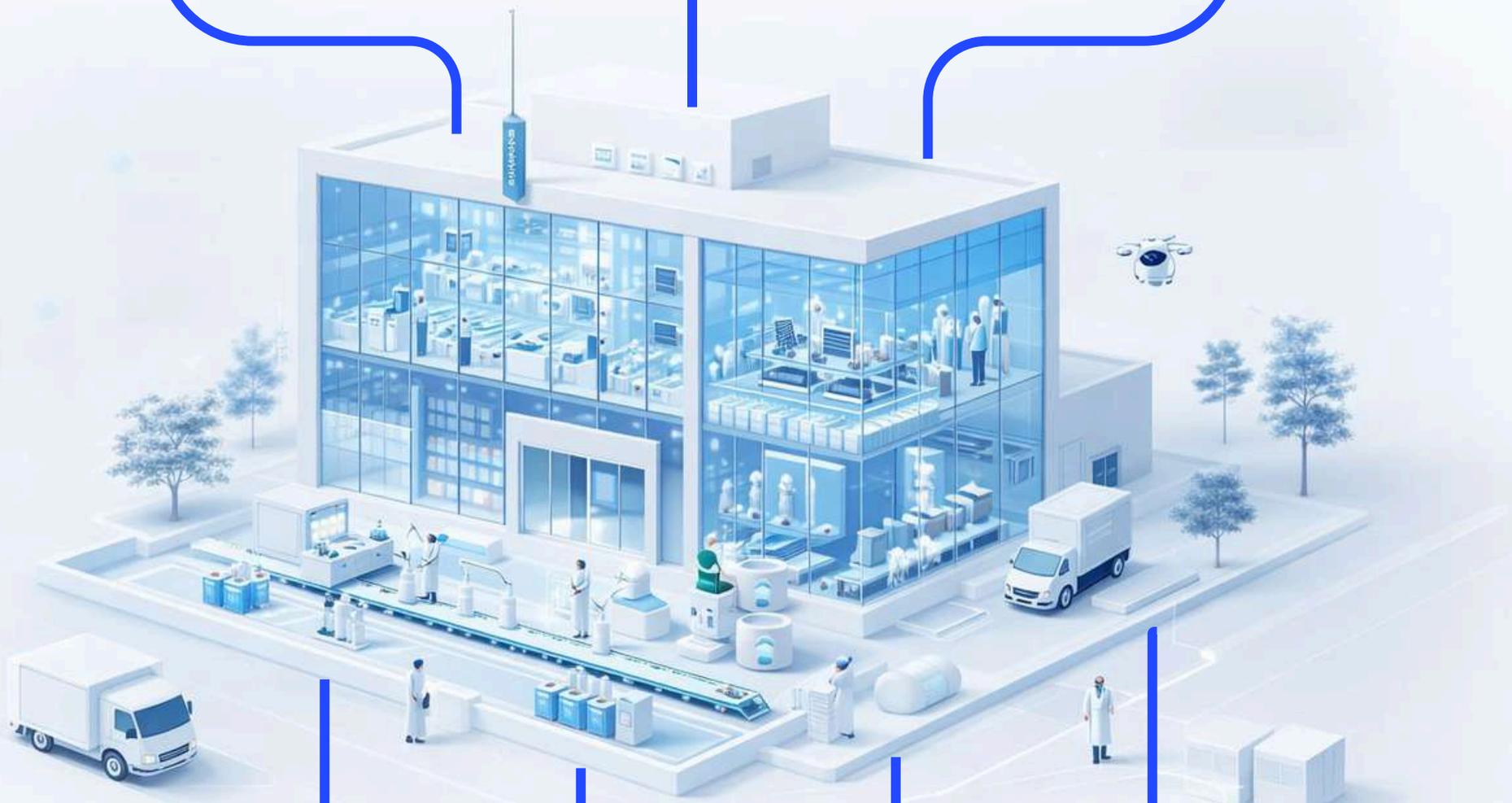
1

The model was tailored as per the requirements of each user by displaying the required KPI's, Grids, Action Buttons, and Exporting and Importing options

2

The tool enabled generating the demand plan and comparing against forecast to calculate variance reports dynamically

3

5

Implemented Re-order triggers, Safety Stock and Inventory Ageing analysis for maintaining adequate stock coverage
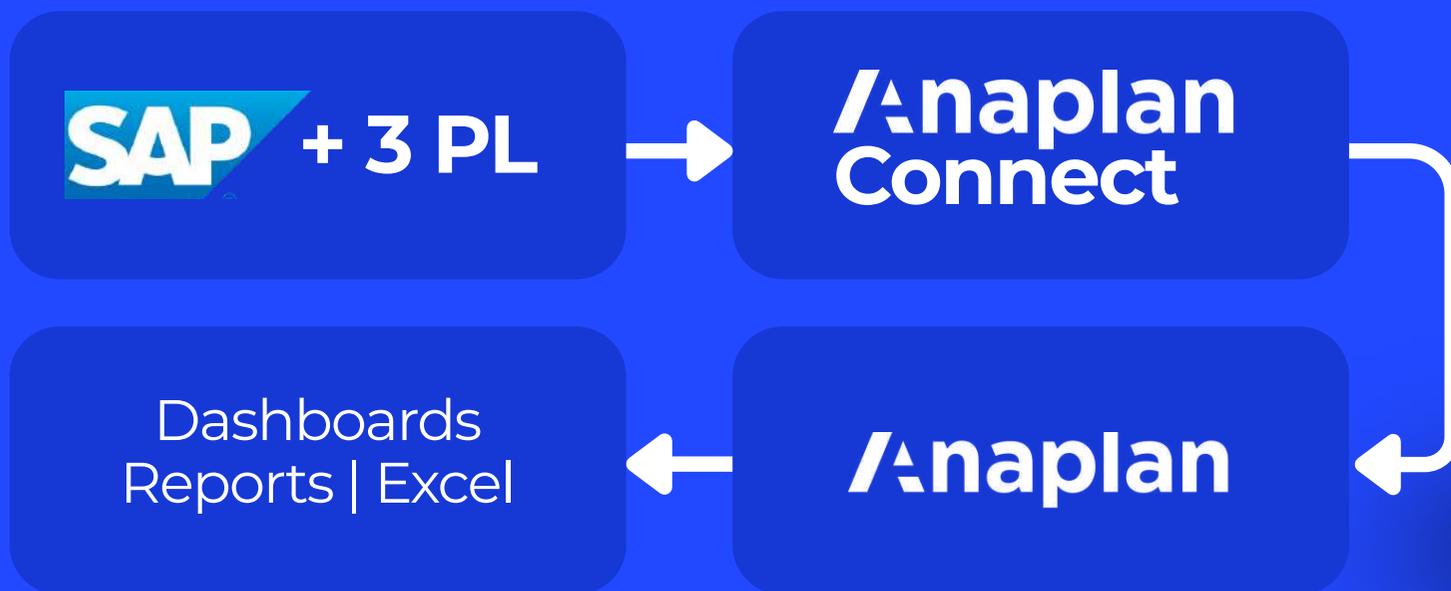
6

A suit of simplified and seamless processes for New Product Launch, Purchase Order and P. O. Report Generation were created. New Products now takes 30 minutes to get integrated

4

A statistical demand forecasting process was created which also took seasonality factors and out of stock scenarios into consideration thus taking each granularity into consideration.

7

The model facilitated multi dimensional & on-demand report generation.
The Penalty and Damage Report now takes less than 1 minute to get generated and Exported.

Data & Technology Architecture

SAP + 3 PL → **Anaplan Connect**

Dashboards Reports | Excel ← **Anaplan**

Source Systems

- SAP: Demand, supply, inventory, and master data

- 3PL Systems: Inventory movements and warehouse-level data

Integration Layer

- Anaplan Connect used for secure, automated, and scheduled data ingestion and extraction

- Ensures consistent, reliable data flow across planning cycles

Planning & Output Layer

- Centralized planning and analytics on Anaplan

- Outputs delivered through standardized reports, dashboards, and Excel extracts for business users

Scalability & Performance

- Designed to handle large SKU volumes and multi-plant operations

- High-performance model enabling near real-time calculations and rapid scenario analysis

- Architecture supports future expansion across additional planning use cases and geographies

POLESTAR
ANALYTICS

Change Management & Adoption

Leadership Alignment

- Executive sponsorship & governance
- Milestone-based reviews

Stakeholder Engagement

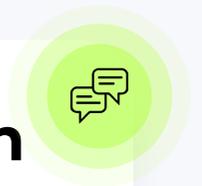- Regular status updates
- Structured feedback loop.

Communication & Readiness

- Clear change communication
- Adoption readiness checks

Training & Enablement

- Role-based user training
- Hands-on demos.

Business Impact

Operational Excellence

- **Rapid Reporting:** Accelerated penalty and damage reporting from 2.5 days to near-instantaneous (<1 minute).

- **Process Automation:** Drastically reduced manual overhead, allowing teams to focus on high-value analysis rather than data entry.

- **Agile Analytics:** Enabled comprehensive coverage analysis in minutes to support real-time adjustments.

Integrated Planning & Inventory Health

- **Unified Ecosystem:** Established a single source of truth across Demand, Supply, and Inventory functions.

- **Precision Control:** Enhanced SKU-level visibility across all locations, ensuring tighter coverage control.

- **Resilient Supply:** Minimized stock-outs through proactive alignment of demand signals with supply capabilities.

Strategic Business Outcomes

- **Data-Driven Agility:** Shifted to real-time decision-making powered by "what-if" scenario analysis.

- **Enhanced Customer Experience:** ·Boosted fill rates and service levels through superior forecast accuracy.

Penalty & Damage Report Generation

🕐 2.5 Days

99.97% Faster

⏱ < 1 Minute

New Product Integration

📅 24 Hours

98% Faster

⚙ 30 Minutes

POLESTAR ANALYTICS

www.polestaranalytics.com

![Polestar Analytics logo]

"

I am Mohammed Taher, and I am Head of Commercials at Micro Labs GmbH. Our teams sit across manufacturing, sales, and operations, and for a long time we were managing most of our planning through spreadsheets and manual reports. It worked, but it was slow, and it was hard to get everyone on the same page.
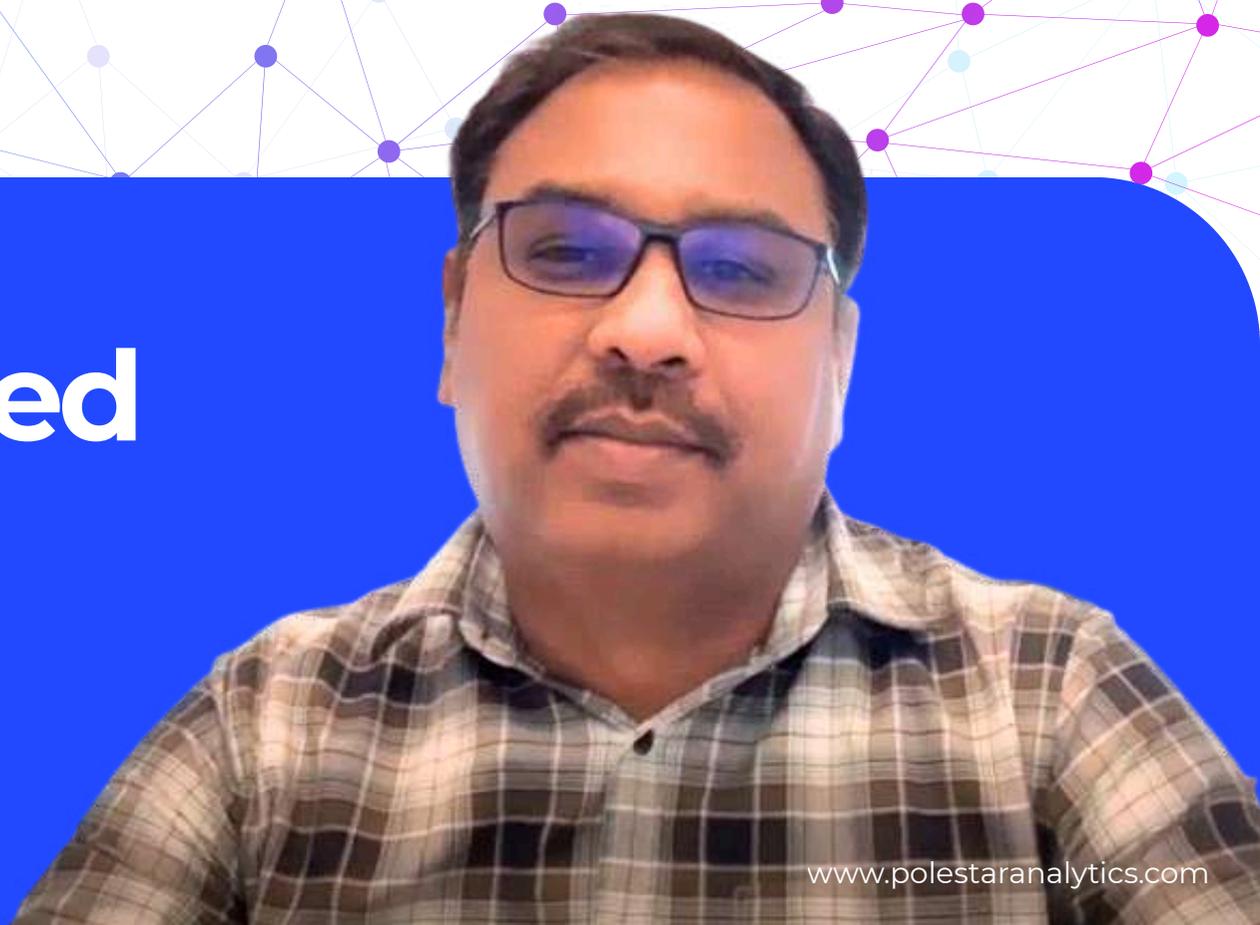
When we partnered with Polestar Analytics to implement Anaplan, the focus was on fixing those everyday problems. Today, our forecasts, inventory levels, and supply plans are all in one place. If someone needs an answer, they don't have to wait days for a report — it's there in minutes.

What stood out to me was how thorough the Polestar Analytics team was. They understood how we actually work and built around that. It's helped us reduce gaps between demand and supply, avoid stockouts, and run our planning process on Anaplan with a lot more confidence.

"

Mohammed Taher

Head of commercials,
Micro Labs Germany

POLESTAR
ANALYTICS

About

Polestar Analytics

Polestar Analytics is a leader in Data, Analytics, AI, and Enterprise Planning helping organizations to unlock intelligent outcomes through our proprietary products like 1Platform, accelerators, and services. Our expertise spans data engineering, data science, agentic and generative AI, and advanced planning for CPG/Retail, Pharmaceuticals, Manufacturing, IT/ITeS, and Financial Services.

Reach out to us today!