

# CONSULTANTS GET INTO LINGERIE...

Eveden Group, leaders in the intimate apparel market, engaged Gideon Hillman Consulting to map and review their existing Sales & Operations Planning (S&OP) processes, to help them move towards a standard global S&OP platform.

Eveden Group are leaders in the D+ intimate apparel market, offering a whole family of brands, including Goddess, Elomi, Huit, Fantasie, Freya and Fauve. They design and manufacture high quality, fashion conscious lingerie for more than 5000 retailers, including national and independent stores as well as online in more than 30 countries.

The Eveden Group are moving towards a global S&OP platform, linking all of their sales territories and production facilities, but to avoid duplication of effort they firstly required a detailed audit of their existing processes.

"I knew that, as a business, we already had many of the appropriate processes required for a global S&OP platform," stated Derek Laing, Supply Chain Director for the Eveden Group, adding, "I wanted to ensure that those processes were retained, but just improved and integrated where they had become disconnected".

The Gideon Hillman Consulting team worked on-site with the key stakeholders of S&OP and produced detailed process maps and RACI matrices for all the existing forecasting and planning processes, before undertaking a full gap analysis. The gap analysis identified 8 key issues from which the consulting team developed solutions focussing



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on process accountability, development of standard forecast models and improved inventory targets.

"The process maps that the consulting team produced were exactly what we were looking for - simple, clear and comprehensive, and the gap analysis provided us with an excellent road map of how those processes should be developed. We are now continuing to work with Gideon Hillman Consulting to devise the best course of action to implement those initiatives, and start realising the full benefits."

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