



“Future Made Simple”

## Tornado Incorporated

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## Client's Industry: Home Care Providers

### Market Share of Companies

There are no companies with a dominant market share in this industry

### Industry Statistics & Market Size

Revenue

**\$89bn**

Annual Growth 11-16

**4.5%**

Employment | Businesses

**1,780M | 403K**

### Challenges:

- Procurement consolidation
- Inventory holding cost
- PQD balancing issues

### Solution:

- We identified the convoluted and manual process in procurement which caused various issues and impacted bottom lines by improving automated tools, reports and training implementation
- We discovered the procurement process missing vendor evaluation matrix and quality assurance and so we implemented reporting and evaluating tools and KPIs metrics to fill in the gaps
- We identified the root cause to high inventory cost and implemented supply chain strategies to mitigate risks of obsolescence and overlapped / excess inventory at various locations

### Result:

- Successfully consolidated 25% of contracts by cleansing data accuracy caused by erroneous data uploads
- Effectively increased fill rates from 80% to 95% for major categories while maintaining an optimal inventory level
- Reduced overall erroneous fill rates and quality issues to a manageable 3% which translated in better bottom line from avoiding expediting costs