

## Director's Desk

### This Issue

Director's Desk

Key Updates

SKU Optimization

Latest from Beacon

### Key Updates

- Beacon has won a long term Public Distribution project for Govt. of Arunachal Pradesh.
- Beacon has been engaged by Express Industry major to streamline its Northern India operations and improve efficiency & service levels.
- To cater to rapidly growing business needs, Beacon increased its workforce by 20% over the previous quarter.

To know more about our engagements and how we can help, please [contact us](#).

Visit Us at

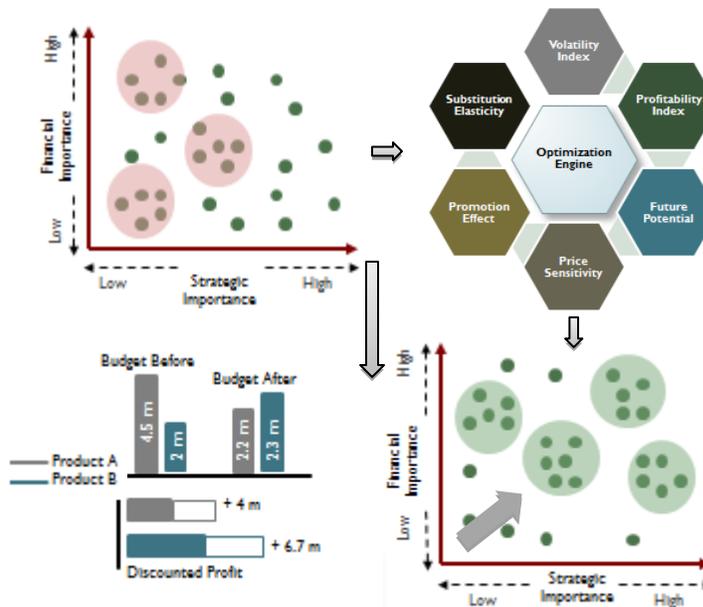
[www.thebeaconservices.com](http://www.thebeaconservices.com)

While a third of corporate India expects economy to grow at a rate of 6 per cent to 7.5 per cent in 2013-14, Inflation and Eco-Political stability concerns have hit the consumer sentiment.

However, the New Year brings hope and opportunities for market leaders to drive initiatives and ante up efforts for achieving that extra mile. Cognizant of this need, we present our SKU Optimization framework which ensures that our clients improve their bottom-line and enhance their competitiveness.

## Our SKU Optimization Framework & Key Features

*'It's not just about rationalizing or segmenting the portfolio but about linking the financial performance to product portfolio optimization'*



### Key Features

- Optimization approach based on Key Success Factors (KSFs) that capture the entire essence of SKU segmentation
- Identifies product attributes aligned to business requirements, and use them as a basis for refining the mix of product lines to improve sales.
- Multidimensional segmentation of product portfolio and developing customized action plans for each SKU
- P&L Impact built from granular level SKU action plans

*To know more how your organization can benefit from our SKU Optimization Toolkit or from our other service offerings, please get in touch with us.*

## Latest from Beacon

### Scaling up the Value Delivery Curve...

- Beacon successfully deployed its latest Production Planning & Dispatch Management toolkit at client's manufacturing facility.
- Apart from multiple short and long term benefits, it led to an overall **13%** increase in Fill Rates.

#### Key Features

- 100% accurate Time-Phased SKU requirements for next 24 Hrs.
- Critical SKU Summary in order to plan better.
- Intelligent scheduling to optimize Production Efficiency and manage production constraints.

### Try It

### Fleet Savings Calculator

