



Digital Transformation

TE Connectivity Continues
its Digital Transformation with
Demand Planning for Sensors BU

Client Success Story




Demand Planning for Sensors Business Unit

TE Connectivity Partners with Camelot to Assist in Their IBP Journey

TE Connectivity's Sensors Business Unit is responsible for supplying electronic sensors to a global customer base, spanning multiple industries. The BU required a system to produce multiple benefits, including the development of a sound statistical model based on a **challenging underlying dataset**.

TE Connectivity (TEC) is in the process of implementing SAP IBP to achieve end-to-end visibility and planning excellence. In 2022, TE partnered with **Camelot** to assist with the implementation of SAP IBP Demand in the Sensors Business Unit. Camelot possesses a deep knowledge of the Demand Planning Process, implementation experience, and the **Demand Analyzer powered by Elixum**. The Demand Analyzer allows for rapid identification of demand trends, optimal forecast algorithm selection, and expected accuracy improvements, simplifying Forecast Model Selection and Design.



/// We partnered with Camelot to complete an important step in our IBP journey. A strong partnership developed quickly, resulting in a high-functioning team. ///

Hari Balan, Sr. Manager IBP, TE Connectivity

Accelerated Project Timeline

The results of the Demand Analyzer powered by Elixum are used as a guide on the design and configuration of SAP IBP for Demand, enabling a more efficient project timeline.

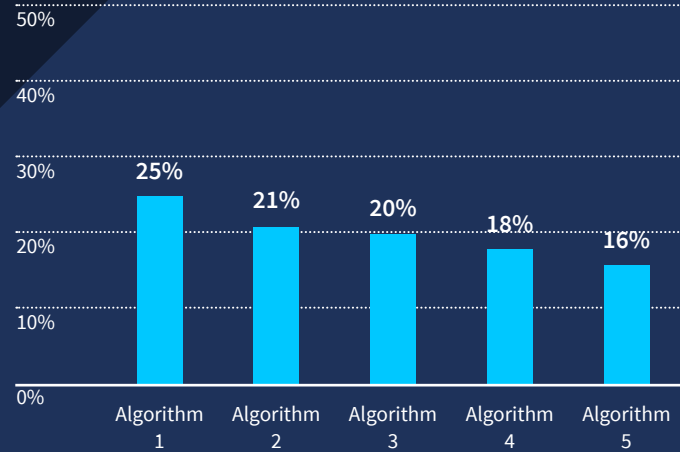
Demand analysis available within days

- ▶ Fast segmentation of the product portfolio utilizing available data
- ▶ Creation of demand profiles and recommended forecasting algorithms
- ▶ Provides a solid roadmap to be used prior to requirement gathering, blueprint design, and system configuration

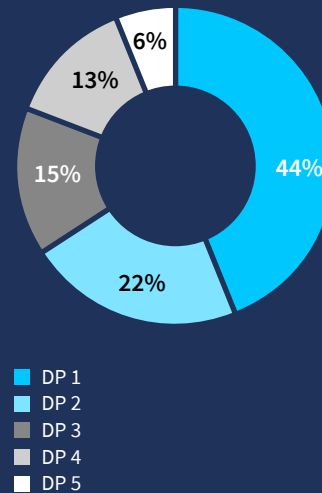
Quick predictions on potential impact to forecast accuracy

- ▶ Ability to measure forecast error performance at any aggregated level included in the original dataset
- ▶ Comparisons available to current forecast results
- ▶ Most importantly, data is presented with Camelot insights, along with recommendations/action items to enable improvement

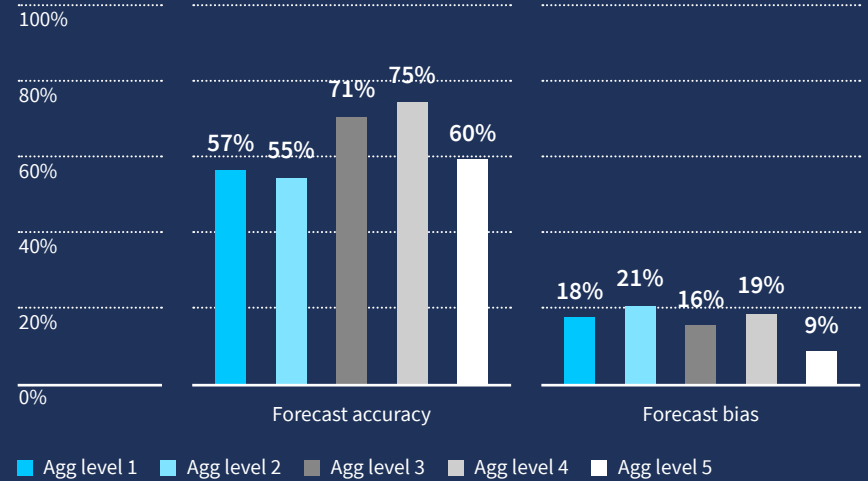
Product Segmentation A (X% of SKUs)



% of Products by Demand Profile

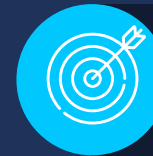
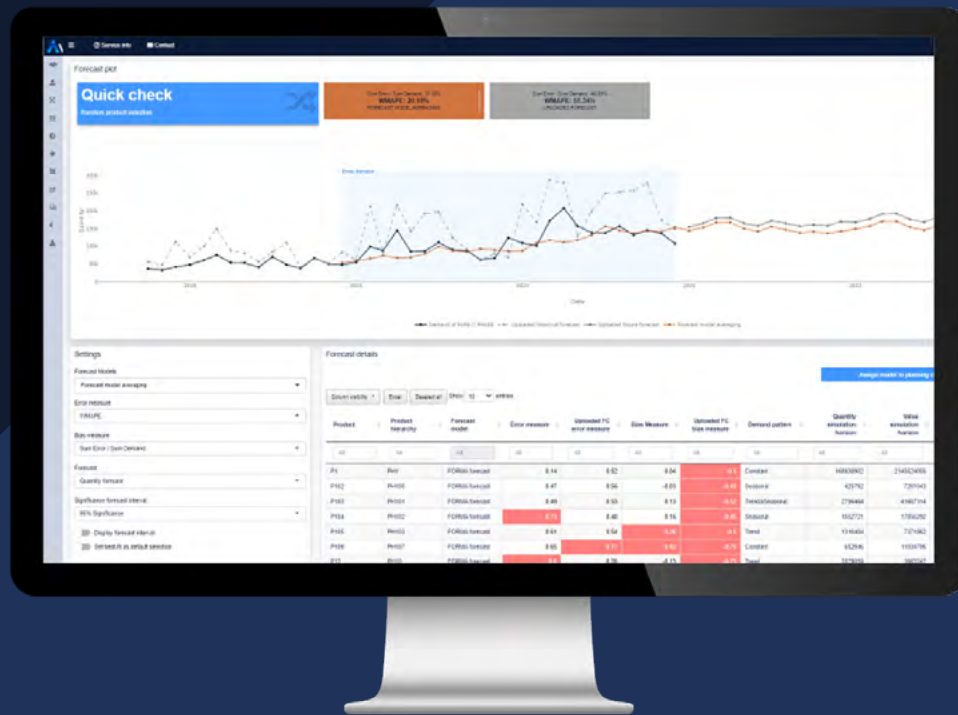


Forecast Accuracy vs. Forecast Bias



Immediate Forecast Improvements

The Demand Analyzer powered by Elixum enables demand analysis and identification of forecast parameterization in SAP IBP from day one.



Immediate forecast improvements by identifying optimal SAP IBP configuration



Forecast benchmarking to assess forecast accuracy based on industry specifics



Automation potential identification with portfolio segmentation to reduce manual effort



Assessment of ML forecasting potential through evaluation of external demand drivers

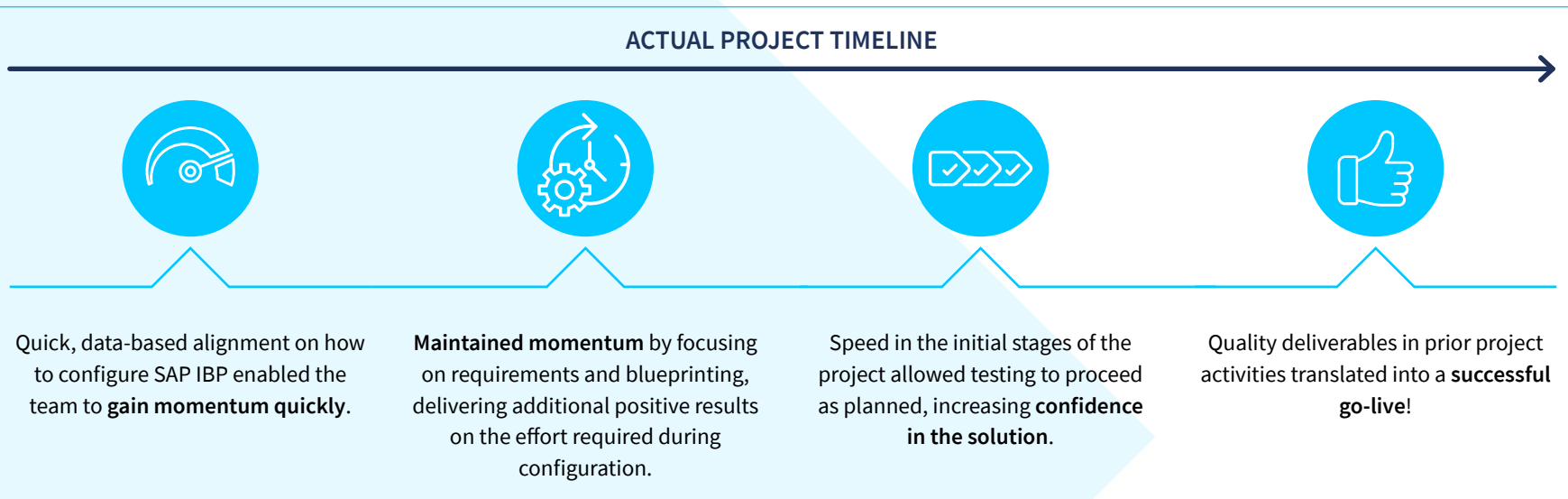
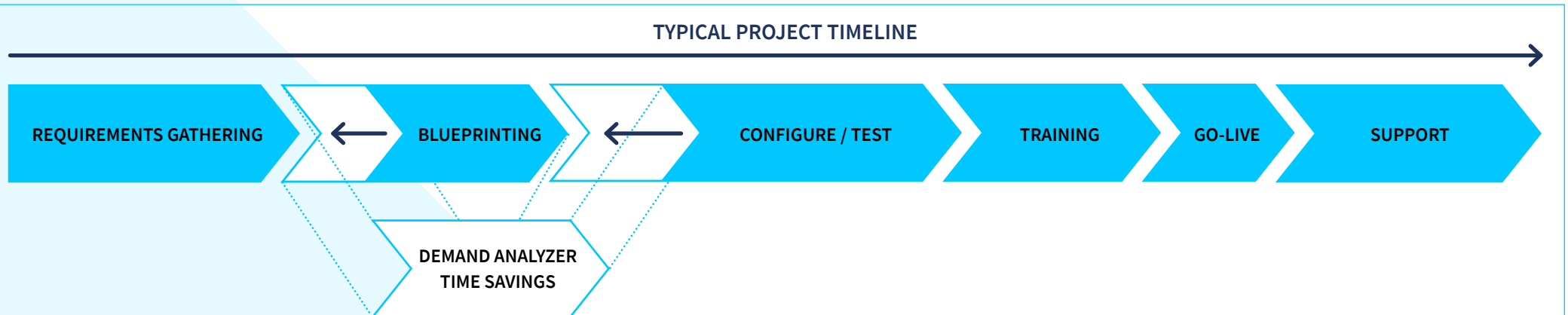


Holistic know-how and technology service



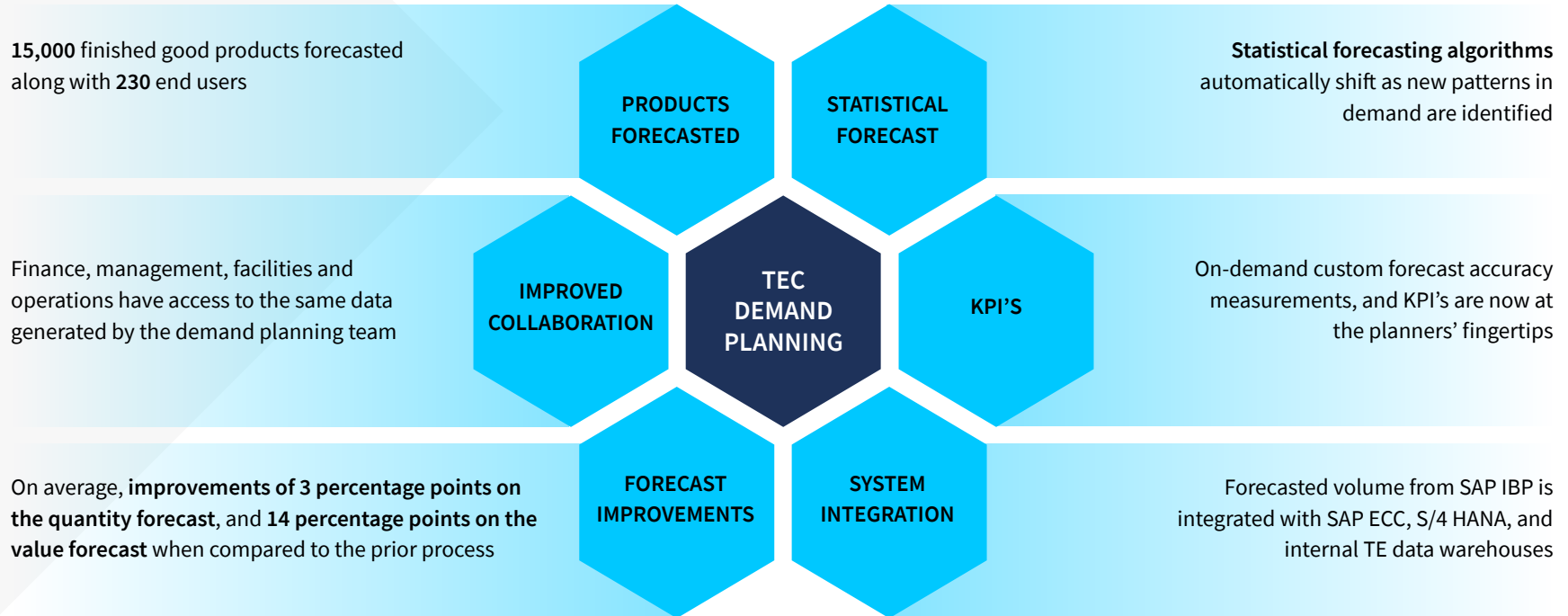
Accelerate the Project without Sacrificing Details

Time saved by the demand analysis enables the team to focus and stay on track when executing other project deliverables. In our demand project, the focus was on blueprinting, testing, and training, all meant to go live on time, with a quality system, and start delivering results.



The Results

Streamlined Demand Planning Adds Value and Enables Next Steps in TEC's IBP Journey



Camelot was a professional and reliable partner and brought a lot of project knowledge to the team. Their approach enabled a strong solution to be delivered on time and on budget.

James DeLany, Sr Manager Sales Demand, TE Connectivity

The Companies

TE Connectivity

TE Connectivity Ltd. (NYSE: TEL) is a global industrial technology leader creating a safer, sustainable, productive, and connected future. Our broad range of connectivity and sensor solutions, proven in the harshest environments, enable advancements in transportation, industrial applications, medical technology, energy, data communications, and the home. With more than 85,000 employees, including over 8,000 engineers, working alongside customers in approximately 140 countries, TE ensures that EVERY CONNECTION COUNTS.

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Camelot Management Consultants

We are a global management and technology consulting firm focusing on value chain management. Our mission: turning our clients' value chains into a competitive advantage and creating lasting impact where our clients need it most. By combining our industry focus, value chain process expertise, and technology know-how, we guide our clients from strategy to sustainable technology adoption.

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