

One Plan. One Truth. How Ajinomoto Eliminated Manual Planning and Unlocked Real-Time S&OP with Jedox.



Ajinomoto Philippines Corporation (APC), founded on May 9, 1958, has grown significantly, bringing Ajinomoto products into Filipino households. The APC Group, including its head office, sales offices, and factories, serves supermarkets, wholesalers, public markets, and the food service industry, while also supplying raw materials for processed foods, animal nutrition, and pharmaceuticals to its industrial customers.

CHALLENGE

Lack of a single source of truth slowed demand planning decisions.

In Sales & Operations Planning (S&OP), one of the primary goals is to align different departments—like Sales, Finance, and Supply Chain—so they work together to efficiently deliver products to the market and effectively meet demand.

However, if financial and supply chain planning is done manually by consolidating Excel files from different departments, several issues can arise. In particular, Ajinomoto faced challenges due to its reliance on manual data consolidation across multiple departments. This approach was time-consuming, labor-intensive, and prone to human error—leading to outdated information, fragmented data, and difficulty in achieving a single source of truth.

These issues hindered efficient decision-making, interdepartmental collaboration, and the ability to quickly respond to market changes.

SOLUTION

Keansa Solutions Connected sales, operations, and finance plans in Jedox with phased change management and digital transformation.

Ajinomoto implemented the Jedox planning and performance management platform to optimize its S&OP and supply chain processes. The organization worked with Keansa, a local Jedox implementation partner, to define the scope and desired outcomes for its transformation program.

The initiative began with a Keansa-led Supply Chain Process Assessment to identify areas for improvement. Once the team agreed upon a phased approach, the work began to configure the Jedox platform to support demand, inventory, and production planning.

Additionally, these processes were enhanced using **Jedox Assisted(tm)** planning wizards—which enabled finance-led predictive AI forecasting techniques for dynamic safety stock calculations and detailed production scenarios. The AI model facilitates a collaborative demand planning approach that incorporates inputs from various stakeholders to continuously refine the forecast.

The first two phases of the digital transformation project—process assessment and technical configuration—delivered a roadmap and workforce enablement training. With these resources, the Ajinomoto team established demand, inventory, production, and material planning in a single source of truth. This included:

- Monthly sales demand translated to the weekly supply requirement plan
- Consensus demand planning supported by predictive AI baseline forecast
- Dynamic safety stock calculation based on changing demand and supply parameters
- Detailed production planning scenarios
- BOM level material requirement planning that feeds the procurement plan
- Vendor pricing & contract management via an upload to Jedox database



OUTCOME

Higher margins from an optimized S&OP process.

The S&OP transformation delivered substantial benefits for Ajinomoto, including:

- Higher margins
- Improved decision-making from reliable data
- Increased productivity through automation
- Reduced planning cycle time and costs

The Jedox S&OP solution also enabled centralized planning and automation, reducing the need for manual data handling. Additionally, it enabled streamlined processes that align operations with strategic goals—resulting in enhanced oversight and coordination across departments. This holistic approach allowed Ajinomoto to achieve higher margins by optimizing demand, inventory, and production planning.

As Ajinomoto looks to the future, the next phase of transformation will focus on dispatch, warehouse, and fleet planning to maximize efficiency in distribution and warehousing.

“Our previous challenge was how to centralize supply chain planning, as APC Team usually uses different manual interventions of Excel Files from Sales Planning to Procurement Planning. This is labor intensive and prone to human error. The solution built by Keansa helped us centralize demand planning. The advantage of using Jedox is the visibility of Demand Plan. Let’s work together Keansa team, to continuously enhance our Jedox experience.”

Majeed L. Santiago

Supply Chain Management Department (APC)

See what Keansa can do for your business. Request a live demo today.

Talk to our expert