

## One51 Case Study

# Equipping one of the largest Fast-Food companies with data collaboration and self-service analytics for their Suppliers

### Overview

As a major buyer of food and other perishable products, our client spent countless hours managing data sharing across their supplier base. However, they did not efficiently give suppliers the required data to provide a more accurate and timely service according to forecasted demand.

In search of a solution, this global company sought help from One51 to develop a secure Vendor Managed Inventory (VMI\*) data platform.

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*(\*) Vendor Managed Inventory or VMI is a process where the vendor creates orders for their customers based on product demand information that they receive from the customer. The vendor and customer are bound by an agreement that determines inventory levels, fill rates and costs.*

*This arrangement can improve supply chain performance by reducing inventories and eliminating stock-out situations.*

### **"Lack of transparency made forecasting difficult for our Suppliers."**

With stock availability vital, and delivery costs a significant operational expenditure, our client knew it was time to streamline their supply management.

Their goal was to increase transparency and enable greater collaboration – empowering suppliers with the necessary information to plan stock deliveries ahead of time.

Confidentiality was key to success, as it was imperative that suppliers could only see data related to their operation (for the stores they serve and the products they supply).

# Designing the Vendor Managed Inventory Data Platform

After an initial discovery process, One51 set about creating a solution that would meet our clients' needs.

The business requirements asked for a data platform that would:



Enable data sharing of inventory stock levels and wastage, actual sales, sales forecast and marketing and special events calendars at the store level.



Avoid duplication of data by removing the need of making copies for the VMI requirement.



Enable suppliers with self-service querying and analytics for relevant data.



Allow suppliers to access the data platform with a secure private login.

To achieve this, One51 deployed the VMI solution in Snowflake with a bi-directional data sharing setup. This solution allowed for the centralisation of all data and secure data sharing with suppliers while enabling each of them to share information back with our client (such as delivery timetables that align with stock level forecasts and actual needs).



We also configured the system so suppliers could integrate their own data processing and analytics toolsets to support their unique decision-making processes.

User experience was another vital element to ensure uptake and provide a practical foundation for future scale. One51's solution included an intuitive onboarding process; we helped our client's Supply Chain team redesign the onboarding process for new suppliers. This business process included welcome emails, detailed how-to guidelines, an up-to-date data dictionary and the required ongoing support.



Building an efficient Vendor Managed Inventory (VMI) system using Snowflake's unique Data Sharing capabilities.



## Greater transparency, efficiency and collaboration

Since going live, suppliers can use the system to see stock levels for the products they supply, understand wastage levels, plan in line with sales calendars and marketing campaigns, plus much more.

With everyone working with the same data and on the same platform, our client and their suppliers now benefit from:



More assurance of stock levels



Reduced stock wastage



Greater efficiency



Centralised communications



Ability to plan for promotions



Overall improved transparency

Importantly, our client has been able to hand the responsibility of stock planning to their vendors – saving our client time and money and allowing staff to focus on more value-add work.

Moving forward, we are now exploring avenues to open up the capability to other external parties (such as marketing and advertising agencies) so the system provides a centralised avenue for communication and collaboration with all third parties.

We are also working with our client to continue enhancing the data governance frameworks and practices to ensure data quality and consistency across the organisation within a secure environment controlled by centrally managed access policies.

*Want to achieve results like this in your organisation?  
To speak with a One51 consultant, contact us.*

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