Dashboard\_ Project:

Goal:

**Enhancing**  **integrated management of**  **manufacturing-sales**

Method:

1. Enhancing precision of sales forecasts

1.1 precision of sales forecast to enhance

⇒Identifying issues preventing this cycle from working properly Elimination of root causes, and develop necessary mechanisms

⇒Start communicating KPI report on forecasting precision from 2nd half of the fiscal year onward

1.2 sales forecasts to streamline

⇒Overseas sales forecast is streamlined into ”S” of sales company PSI Promote development of rules and mechanisms for streamlining into DASH

2. Establishing cycle for managing sales companies

⇒Set up 10 minimum focus areas of business management where sales companies must work on. Each   
area is controlled transparently through use of a globally standardized format.

⇒Enable IT-driven shift from material preparation to control & improvement Further redesigned dashboard will enable all to view it in a timely manner.

⇒Establish cycle for each Sales company to review its KPIs and discuss action plans.