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Abstract

In response to inquiry from Sole Pineapple Co., BC Consulting engaged in efforts to improve company resource management in fiscal year 2018 while remaining within current company guidelines. This summary explores research completed by Lead Analyst Blake Conrad, which display multiple distribution suggestions and purchasing changes that project yield at $5.5 per dollar annual increase over last year’s profit.

sole pineapple co. Resource Management

Executive Summary: Lead Analyst, Blake Conrad

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Sole Pineapple Co. Resource Management

Lead Analyst, Blake Conrad

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# Introduction

## Purpose

In order to mitigate Sole Pineapple Co. concerns for future resource management, we have produced detailed analysis to determine what supplier-product mix will yield the most profit. We have projected increase in profits from $10,000,000 to $55,350,000 next year with the suggest allocation changes in *Figure 1*. By allocating majority of high-quality field resources to whole pineapples, mid-quality field resources to juice, and low-quality field resources to juice, immense impacts are made to increase profitability.

*Figure 1*:

Percentage Allocation by Field.

*Increase in profitability from $10,000,000 to $55,350,000* with each field-product mixture.

# Methods, Models, and Tools

## Methods

By applying linear programming optimization on the Sole Pineapple Co. problem, we were able to determine a clear best solution. This method took the mix of field-products that directly caused the most profitability, while considering all of the constraints mentioned in the *Memorandum of Understanding* provided prior to the study initiative. This recommendation states that in making as much juice as possible for low-quality fields, we can take a balanced approach for the remaining fields and still obtain better results for profitability. The clear profit increase was due to using high quality fields to make juice.

# Conclusion

## Recommendation

In conclusion, we have projected increase in profits from $10,000,000 to $55,350,000 next year with the suggest allocation changes mentioned above. By allocating majority of high-quality field resources to whole pineapples, mid-quality field resources to juice, and low-quality field resources to juice, a large impact is made on the amount of profitability.

## Further Research

Further research and analysis must be done to sufficiently inform any change or risk in: increased/decreased number of suppliers, changes in suppliers, increased/decreased number of products, or changes in products themselves; any changes could substantially impact profit margins without appropriate consultation. Additional work can be done with this analysis to integrate any and all of the following: *Statistics* to illustrate custom hypothesis tests and confidence intervals to give assurance on very specific domain based questions regarding current demands and data, *Stochastic Simulation* to forecast future market demands based on historical or hypothetical data, *Risk Management* for impact and likelihood to understand severity of economic and political change as well as future company changes, and *Predictive Modeling* to build sustainable predictions that will show which markets Sole is impacting the most, least, and where the next step for the company would yield the greatest impact.