



**Case Study**

**Sales & Operations Planning for leading intimates manufacturer**

**SITUATION**

- >HK\$1B leading company intimate manufacturer
- Headquartered in HK with operations in China, Thailand and Cambodia
- The company would like to improve staff capability to implement supply chain transformation

**PROBLEM STATEMENT**

- **Current operation and ways of working** do not support customers' changing requirement
- **Performance tracking and management reviews** are not established to drive continuous improvement
- **Cross functional skills and capability** are **not aligned** within the company i.e. analytical, problem solving

**SOLUTIONS DESIGN**

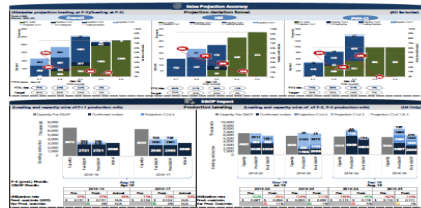
- **Develop capability building program to equip staff with the ability to handle and sustain supply chain transformation**

Develop capability building program

Establish meeting cadence and performance tracker

Set up sustainable improvement plans

- **Meeting cadence and performance tracker**



- **Meeting improvement tracker**



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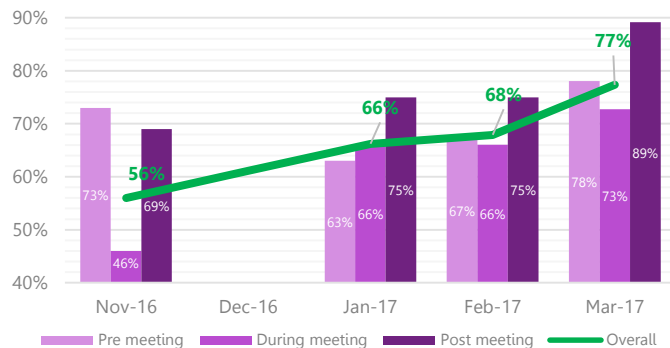
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S&OP Meeting Effectiveness



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\*Survey result