

CASE STUDY

GreenPharm connected demand with material purchasing and shifted to proactive inventory management

The Slovak manufacturer of powdered and capsule-based nutritional supplements implemented a Qlik Sense solution for predicting raw material needs, prioritizing purchasing, and managing critical orders.

Hourly
data updates

20 seconds
to access critical items

emark



- 📍 Slovakia
- ⚙️ Manufacturing, retail & distribution
- 👥 130

Use cases

- ✅ Critical order management
- ✅ Forecasting raw material requirements
- ✅ Purchase prioritization by actual demand

Technologies used

Qlik Sense
Inphinity Planning

Problem

GreenPharm worked with data from its ERP system, where purchasing teams had access to information on customer orders, supplier orders, inventory levels, and goods in transit. However, the data was scattered across different locations and lacked a unified analytical view. Buyers therefore had to search for information manually and tended to address critical situations reactively. This made it difficult to plan raw material requirements based on actual demand. The company needed to identify more quickly which orders were at risk, which materials were missing, how much needed to be ordered, and from which supplier. Without a unified view, it was difficult to prioritize purchasing so that inventory, lead times, and customer orders aligned at the right time.

Solution

EMARK developed a Qlik Sense application enhanced with Inphinity Planning, transforming ERP data into a clear environment for material planning and purchasing management. The solution works with customer and supplier orders, inventory levels, goods in transit, and other operational data, which is automatically updated every hour. Buyers can use the application to monitor forecasts of material requirements, simulate scenarios, adjust inputs, and prioritize critical items according to current demand. Static ERP reports were replaced by an interactive planning environment that combines data with the purchasing team's expert input. More accurate purchasing planning contributed to inventory optimization, which had a direct positive impact on cash flow.

Before

- ❗ ERP data scattered across multiple sources
- ❗ Buyers worked manually and lacked a unified analytical view
- ❗ Critical orders were handled reactively when issues occurred
- ❗ Lead times were based mainly on static or theoretical values
- ❗ Broad purchasing was not aligned with actual demand

After

- ✅ Order, inventory, and material data updated hourly
- ✅ Critical items and required quantities identified in a few clicks
- ✅ Material forecasts use historical data and current inputs
- ✅ Purchasing priorities are driven by actual customer orders
- ✅ Buyer expertise is added through interactive forms



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Solution

-  Dynamic prediction of lead times based on actual data
-  Automated loading of ERP data into the Qlik Sense application
-  Hourly data updates for faster response to changes in demand
-  Inventory optimization had a direct positive impact on cash flow
-  Interactive input forms for incorporating buyers' expert knowledge
-  Supplier overview based on price, delivery time, and purchasing trends
-  Purchase prioritization based on order criticality and material availability
-  Integration of customer orders, supplier orders, inventory levels, and goods in transit
-  Material requirement forecasting based on historical data and the selected planning period



Are critical orders only addressed once problems occur?

We'll show you how to manage purchasing and inventory proactively based on actual demand.



info@emarkanalytics.com



+420 732 610 451

emarkanalytics.com