

The Company
Orica

The Industry
Explosives & Blasting
Systems

The Solution
Excel Forecasting System



Overview

Orica is the world's largest provider of commercial explosives and innovative blasting systems to the mining, quarrying, oil and gas and construction markets, a leading supplier of sodium cyanide for gold extraction, and a specialist provider of ground support services in mining and tunnelling.

Business Challenge

Orica Australia wanted to build their 3-year forecast in a very detailed manner, by forecasting quantities and sales for every product sold to every customer each month.

Orica also wanted to forecast the cost for all the products they manufacture, using detailed bills of material, including products that are manufactured at different costs in different stages at multiple locations around Australia.

They had previously looked at off-the-shelf forecasting systems but had found these to be too cumbersome and prohibitively expensive.

How Access Analytic Helped

We worked with the CFO and the accounting team to design an Excel-based system based on Power Query and Power Pivot. The solution included:

- Consolidation of sales forecasts from offices around Australia
- Incorporation of monthly actual results and variance analysis
- Detailed bill of materials for each product and sub-product
- Freight calculations at multiple stages within the manufacturing and distribution processes
- Ability to slice, summarise and drill into the data in many different ways
- Transfer of knowledge so that Orica staff could operate and amend the model as their needs evolved.

Business Benefits

- Great flexibility in constructing and viewing the forecasts and analysing variances
- Streamlined processes that save huge amounts of time and enable faster forecasting
- A flexible forecasting system that evolves with the business without any ongoing license fees

