

2024 CUSTOMER BENCHMARK REPORT

# Driving Manufacturing Excellence

An analysis of reductions in shortages, purchased inventory spend and obsolete inventory achieved across the global LeanDNA customer base

# Introduction

This report offers a thorough examination of manufacturing execution-related performance, utilizing data from LeanDNA customers to identify trends and achievements in sales and operations execution (S&OE).

In the rapidly evolving landscape of manufacturing, the necessity for precise and efficient supply chain management has never been more pronounced. Effective supply chain execution is a critical determinant of a manufacturer's competitive edge.

LeanDNA is at the forefront solving for this mission, providing global manufacturers sophisticated tools to translate their materials data into actionable insights to optimize time, reduce costs, and foster business growth.

To understand customer efficacy, LeanDNA conducted a comprehensive analysis of performance and business impact as reported by its global customer base. This involved meticulous tracking of product data across tens of thousands of LeanDNA users, thousands of manufacturing sites and fielding a customer-wide survey to quantify the tangible benefits experienced through their adoption of LeanDNA.

# Key Findings

The 2024 LeanDNA Customer Benchmark Report findings revealed consistent improvements in inventory optimization, improved working capital levels, and operational efficiency across the businesses of LeanDNA customers. These findings underscore the critical role of intelligent supply chain execution in driving inventory and operational excellence.

## **LeanDNA customers achieve meaningful improvements in reducing shortages, reducing inventory purchase spend and lowering obsolete inventory after 12 months of adoption.**

### **Across the entire customer base, results include:**

- 68% reduction in overall obsolete inventory managed through LeanDNA
- 53% shortage decrease in overall inventory managed through LeanDNA
- Total purchased inventory spend decrease by 61% across the entire customer portfolio

## **LeanDNA customers free up working capital across their businesses by realizing lower purchased inventory levels and more efficient use of resources.**

- 80% of LeanDNA customers report noticeable inventory optimizations including reductions in overall inventory, improvement in inventory turnover, reduction in excess inventory, reduction in working capital tied up in inventory, and reduction in obsolete inventory
- The 25% highest performing LeanDNA customers see a 65% reduction in inventory spend and a 64% reduction in obsolete inventory within the first year

## **Adopting LeanDNA has improved operational efficiency, empowering manufacturers to shift focus toward strategic initiatives, enhance overall productivity, and strengthen cross-departmental collaboration.**

- 92% of LeanDNA customers report time savings since implementing LeanDNA; top areas cited include less time creating manual reports, faster decision-making, more time spent on strategic tasks, less manual data entry, and less time managing POs
- 84% of customers report that cross-team collaboration has improved since implementing LeanDNA

## **LeanDNA helps manufacturers mitigate risks, improve supply reliability, and maintain higher levels of customer satisfaction through better on-time delivery rates.**

- 82% of LeanDNA customers report a critical improvement in on-time delivery since implementing the platform
- The 25% highest performing LeanDNA customers experience a 64% reduction in shortages within 12 months of implementing the software

# Significant overall reductions in shortages, inventory purchase spend, and obsolescence

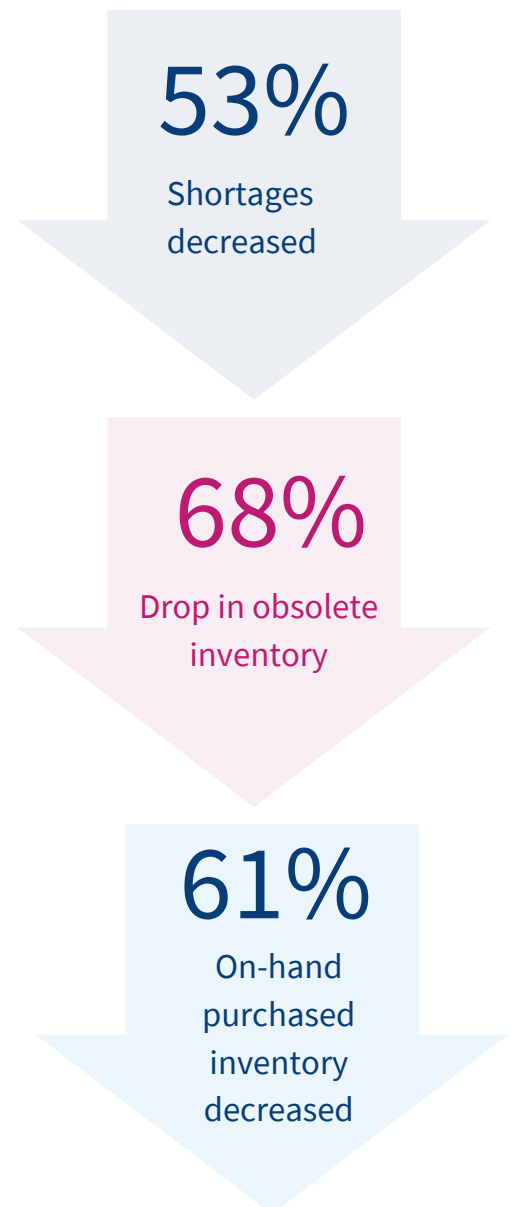
Efficient and effective supply chain management is a cornerstone of business success in manufacturing today. The findings from the 2024 LeanDNA Customer Benchmark Report underscore critical areas of impact LeanDNA customers achieve: reduced shortages, decreased purchased inventory, and lower obsolete stock.

These improvements are not just incremental gains; they represent transformative shifts that directly enhance profitability, efficiency, and customer satisfaction. The outcome is a more cost-efficient, resilient, and agile supply chain.

What role does LeanDNA play in driving this manufacturing excellence?

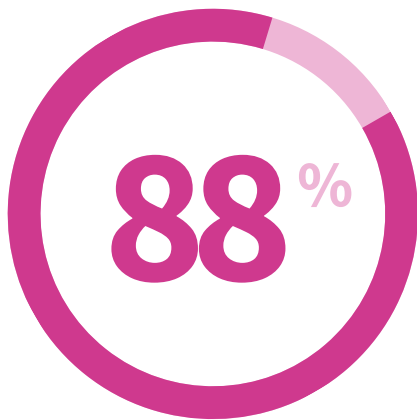
The LeanDNA platform empowers teams to prioritize critical actions, optimize inventory levels, and streamline procurement processes by leveraging advanced analytics, real-time visibility, and actionable insights.

And, with features that enhance decision-making, automate task management, and foster collaboration across teams and suppliers, LeanDNA empowers manufacturers to anticipate material needs, respond quickly to supply chain disruptions, and maintain the right inventory balance to meet production demands.

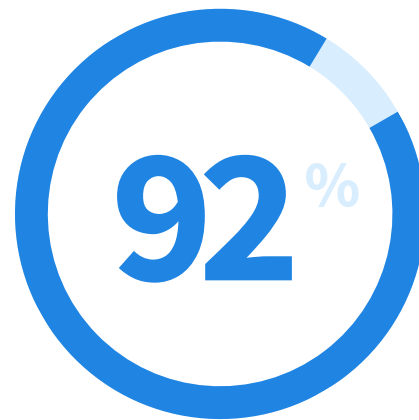


# Better and faster decision-making enabled by reliable inventory data

LeanDNA delivers accurate and timely inventory data, empowering manufacturers to make quick, informed decisions. By providing real-time insights and enhanced visibility, LeanDNA helps manufacturers proactively prevent stockouts and excess inventory, ensuring production schedules stay on track and operations run smoothly.



LeanDNA customers report it is a critical tool that extends their ERP functionality, turning their data into actionable insights.



LeanDNA customers report it gives their business better clarity on risks and priorities.

“LeanDNA seamlessly integrates with our ERP system and facilitates enhanced supply chain decision making at multiple levels of the organization. It not only provides summary dashboards and intelligence to leadership, but it also empowers front-line employees with superior information and diminishes their workload.”

**James Dawsey**

Senior Sales, Inventory, Operations Planning & Demand Management Leader



# Increased visibility and on-time order fulfillment with actionable supply insights

LeanDNA's platform provides clear, organized inventory data, enabling manufacturers to optimize inventory levels, deliver on time, and enhance overall supply chain performance.

Manufacturers leveraging LeanDNA gain the ability to anticipate and respond to supply and demand fluctuations, and ultimately improve both operational efficiency and financial performance.



Report a critical improvement in on-time delivery since implementing LeanDNA

“After implementing LeanDNA, the visibility in demand forecasting becomes a lot more clear through the platform. LeanDNA gave us an interactive picture of what changes were happening, what the biggest material critical shortages were, in addition to historical measurement data that we weren’t able to see where these spikes in demand occurred and why we were having shortages.”

**Carl Mckinney**  
Buyer

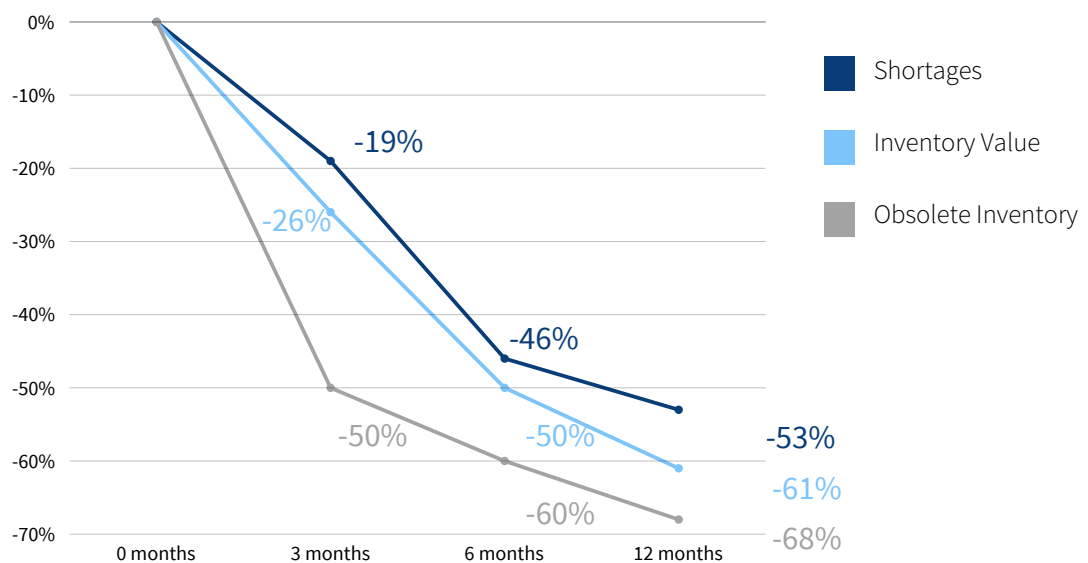


# Freed-up working capital and increased efficiency through enhanced materials orchestration

LeanDNA helps companies adapt to challenges and achieve greater capital efficiency by way of smarter materials orchestration.

84% of LeanDNA customers report that their cross-team collaboration improved since implementing the platform.

And after 12 months of LeanDNA adoption, purchased inventory value decreased by 61% across the total managed inventory of all LeanDNA customers.



“The Clear-to-Build feature has been a game-changer for our planners, providing clear insights into what items are ready for production. This not only streamlines our planning processes but has also become instrumental in addressing shortages, a critical issue we've been facing.”

## Verified User and 5-Star Reviewer

Aviations & Aerospace



# Increased manufacturing resilience through automated task management and streamlined operations

LeanDNA drives tangible improvements in business and operational performance for manufacturers. Companies leveraging LeanDNA consistently reduce production delays through gaining the capability to automate manual tasks and improve supplier collaboration.



## Top 5 Time Saving Areas





# Methodology

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Findings in this report are based on data collected from both a June 2024 survey fielded across the LeanDNA customer base and all LeanDNA customer platform data collected from 2022-2024 representative of manufacturing sites live in the platform for at least a full 12 months.

Product insights were calculated using data from more than 800 manufacturing sites. The analysis identified business performance and outcome changes from day 1 to month 12 after using the LeanDNA platform, with the data normalized and sensitivity analysis applied.

Future editions of this benchmark report aim to introduce segmentation by industry, company size, and more to offer manufacturers even further precise insights into industry trends and optimization opportunities.

LeanDNA is a leading intelligent supply chain execution platform that enables supply chain teams with a single source of truth for inventory management and production readiness. This cloud-based platform synchronizes execution across the supply chain, empowering manufacturers to prioritize and collaborate to resolve critical material shortages and excesses. With LeanDNA, manufacturers improve on-time delivery and working capital levels by gaining visibility into current and incoming materials, actions based on inventory criticality, real-time collaboration with suppliers, and the ability to track progress toward inventory optimization goals.

Ready to see us in action? [Sign up for a demo.](#)