



TheCaseSolutions.com

Number 1 in case studies solutions

KOSS CORPORATION: ANALYTICS PART A, D & E



Introduction

The case is centered on the application of analytics that is the use of data in timely decision making in business within several areas that include inventory, sales and cost. In Part A, Part D and Part E, the case explores a very important area that can only compel Koss into adopting sophisticated analytical tools to enhance on its operational performance.



Customer requirements

This is presented in Part A where Koss is required to enhance its sales forecasts that will enable it to match its manufacturing output with the actual customer requirements. The company experiences volatile sales and this results in stockouts and /or over stocking.



Cost Optimization

This way, the company can see what its cost-cutting measures would be without affecting either the quality of its goods or the satisfaction of its customers through using analytics. One of the strategies is, therefore, to examine production and supply chain data to determine finer areas that could be enhanced to support decision making.



Conclusion

The Koss Corporation case paints the picture of the current relevance of analytics in contemporary organisations. With the application of the comprehensive concepts of big data analytics in managing sales, costs, and organizational culture, Koss can work on the success factors and reach strategic success.





Resource

This case is just a sample partail case solution. Please place the order on the website to order your own orignally done case solution.

Resource: Visit thecasesolution.com for detailed analysis and more case studies.