FOR PHARMACEUTICAL COMPANIES

CMO Planning and Optimization

Reduce write-offs with smarter CMO orders and batch allocation.



One bulk batch. Multiple markets. A moving forecast.

ICRON's CMO Planning and Optimization capability extends Customer Centric Supply Chain Planning to external manufacturing networks. Powered by the **AI-Native Decision Execution Hub**, it works alongside existing planning systems to optimize CMO orders, batch allocation and inventory decisions.
A single CMO bulk batch can serve several country SKUs. Decisions on order quantities, market allocations and available inventory therefore need to be evaluated together. With orders often committed six to twelve months ahead, shifting demand, country-specific packs and shelf-life constraints can lead to costly write-offs in one market and shortages in another.

Three measurable financial value levers

PRIMARY VALUE

Reduce write-offs

Align CMO orders and feasible market allocations with forecast changes and remaining shelf life, helping reduce write-offs and, where shelf life is long, lost sales.

CASH IMPACT

Avoid unnecessary orders

Check usable network stock before placing a new order. Compare repacking, market rebalancing and replenishment options on cost and service.

CASH IMPACT

Improve batch utilization

Allocate shared bulk across country-specific packs more efficiently, within partner batch-size, packaging and market requirements.

BUILT FOR PHARMA OPERATIONS

Optimization respects product and market eligibility, shelf-life limits, partner capacity and batch rules, lead times, packaging constraints and cost-to-serve. Service continuity and planner productivity are supporting benefits; the financial case starts with the three levers above.

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From optimized decisions to intelligent execution

ICRON adds an **AI-native decision layer** alongside existing planning and ERP systems. Through the **AI-Native Decision Execution Hub**, optimized recommendations become explainable, governed decisions that move into existing workflows without replacing core planning tools.

One connected decision flow



The decision does not stop when the order is placed

BEFORE THE ORDER

See network-wide stock before ordering

See stock, safety levels, incoming and expiring inventory across plants, CMOs and markets. Flag when available stock or repacking could avoid an order.

AT THE ORDER

Compare ordering, repacking & rebalancing

Evaluate options based on cost and service. Optimize order quantities and allocations across country-specific packs within partner constraints.

AFTER THE ORDER

Reallocate as conditions change

Re-evaluate and re-split feasible allocations as forecasts change, while shelf-life and partner constraints still allow. Flag stock, delay and supply exceptions early.

Pharma-aware logic. Transparent execution.

Explainable by design

Trace each proposed quantity to finished-good demand, intermediates, API and packaging needs.

Governed adoption

Planners review, approve or override decisions; routine cases can move toward exception-based execution.