

WHAT DOES SUCCESSFUL SALES & OPERATIONS PLANNING (S&OP) LOOK LIKE?

Significant value exists in the implementation of a more integrated and financially focussed S&OP process to maximise sales and profitability.

S&OP evaluates projections for demand, supply and the resulting financials to achieve a consensus on a single operating plan.



WHAT SUCCESS LOOKS LIKE?

Financially Focused

Deal with both volume and value in one harmonised number

People & Process

Well-defined process cycle with strong leadership commitment

Simulation & Optimisation Capabilities

Demand sensing, supply analytics and conscious scenario trade-offs to drive optimised profitability

Check & Act

Plan to Actual adherence measurement in place supported by continuous improvement culture to improve the S&OP process

WHAT CAN HELP?

Align stakeholders

Sales, Marketing, Supply Chain & Finance together through the journey



Build & deploy process cycle

Develop detailed sub processes, KPIs, RACI matrix, meeting templates and supporting tools to enable a robust S&OP cycle



Apply unconstrained rolling forecast

Enable active demand shaping through the planning cycle without considering demand & supply mismatch



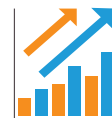
Automate data collection & scenario simulation

Develop and implement data analytics & scenario modelling capabilities to enable decision making



Measure previous results and improve

Accuracy review; measure adherence to plan; benchmark and improve process continuously



BENEFITS

