

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?



WHAT CAN HELP?

<p>Align stakeholders</p> <p>Sales, Marketing, Supply Chain & Finance together through the journey</p> 	<p>Build & deploy process cycle</p> <p>Develop detailed sub processes, KPIs, RACI matrix, meeting templates and supporting tools to enable a robust S&OP cycle</p> 	<p>Apply unconstrained rolling forecast</p> <p>Enable active demand shaping through the planning cycle without considering demand & supply mismatch</p> 	<p>Automate data collection & scenario simulation</p> <p>Develop and implement data analytics & scenario modelling capabilities to enable decision making</p> 	<p>Measure previous results and improve</p> <p>Accuracy review; measure adherence to plan; benchmark and improve process continuously</p> 
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BENEFITS

