

Sales and Operations Planning

Is your S&OP experiencing the following issues?

- ✓ Not improving the customer service level
- ✓ Lost sales due to capacity constraints
- ✓ Excess inventory
- ✓ Increase in expediting costs
- ✓ Inefficient asset utilization
- ✓ Fail to achieve business plan objectives
- ✓ Lack of common goals between departments
- ✓ Insufficiency of resources to match demand

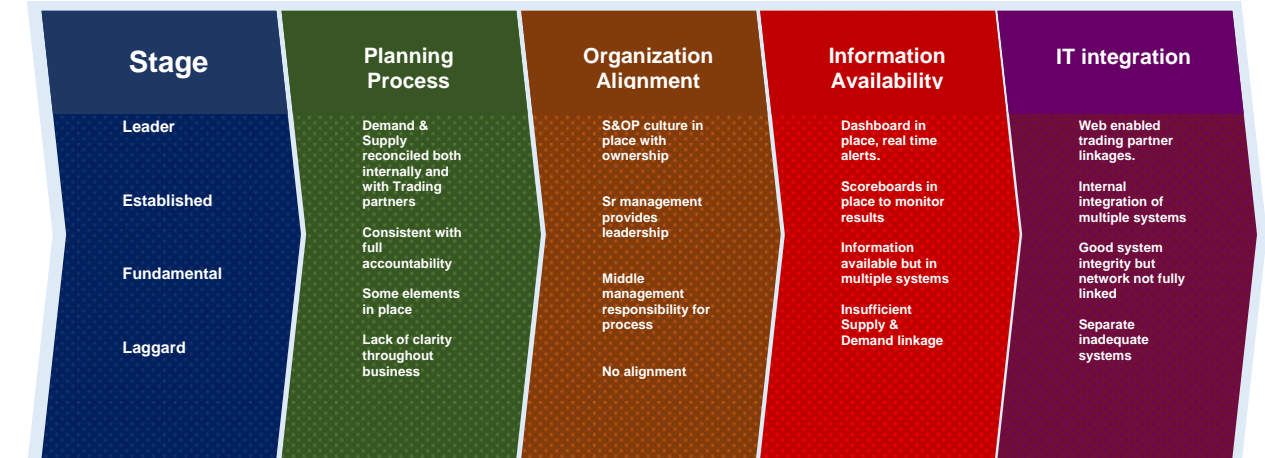
S&OP is:

- A company-wide, collaborative decision-making process, reaching up to the top levels in the business.
- It enables people to have an integrated view of your business and focus what it best for the company.
- It provides a long term resources visibility to match business plan demand objectives
- Links strategic and business plan to its detailed functional processes day-to-day
- A formalized process to keep demand & supply in balance
- Ability to perform real-time integrated “what-if” scenarios to review

APICS Mty Education and Consulting

1. Certified Supply Chain Consultants
2. APICS BOK Body of Knowledge
3. SCOR TM Metrics
4. Focal point in supply chain processes and business improvement

What is the maturity level for your S&OP process?



S&OP assessment benefits

- **Tangible benefits**
 - Increment on time delivery to customers.
 - Reduce inventory level
 - Decrease manufacturing downtime.
 - Increase plant efficiency.
 - Lower transportation cost
- **Soft Benefits**
- Enhance teamwork and better communication, better financial plans, greater control
- An integrated supply chain framework provides cost reduction opportunities to support an organization’s business model
- A demand / supply balance establish inventory levels, reduce customer service complexity and increase revenues.
- The S&OP improves the ability to execute an efficient operating plan.



