

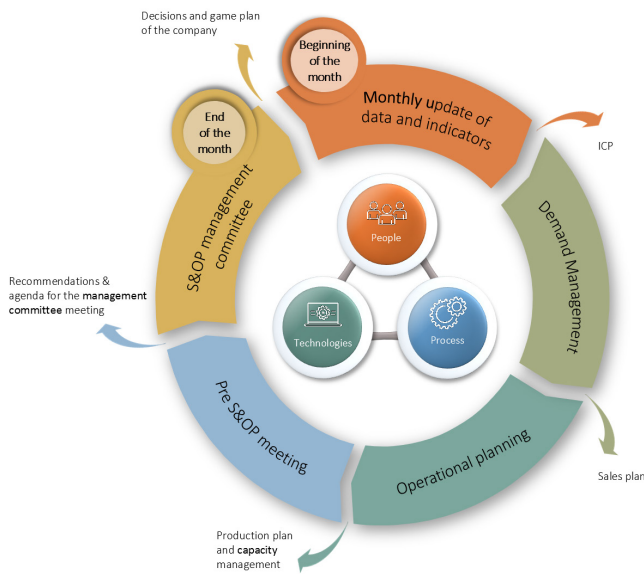
SALES AND OPERATIONS PLANNING | S&OP

Operational performance improvement

- > Identify and address potential capacity issues proactively
- > Develop a consensus plan with your finance, sales and operations teams
- > Coordinate everyone's efforts towards achieving your business goals

THE CORNERSTONE OF AN EFFECTIVE SUPPLY CHAIN | The Sales and Operations Planning Process (S&OP) is a collaborative, decision-making process by which a company balances the objectives of the sales and marketing plan with the financial goals and internal capabilities of the company. Its ultimate goal is the development of a consensus plan for the allocation of critical resources towards the achievement of business objectives.

MORE THAN A SINGLE MONTHLY MEETING | The real challenge of an S&OP implementation is the change in ways of collaborating between the functions of the organization.



SYMPTOMS OF OPPORTUNITIES

- > Roles, responsibilities and priorities poorly defined
- > Independent planning by each department, without alignment to business objectives
- > Large discrepancies between budget and results
- > Low service level and high inventory levels

POTENTIAL BENEFITS

- > Structure promoting teamwork and communication between departments (sales, marketing, operations and finance)
- > Alignment of priorities towards the achievement of corporate objectives
- > Proactively identify issues and implement measures to improve service levels and productivity

A TWO-STROKE IMPLEMENTATION APPROACH :

DIAGNOSTIC PHASE

- > Assessment of company's maturity level
- > Presentation of recommendations on the processes and tools to put in place
- > Proposal of the implementation approach

DEPLOYMENT PHASE

- > Leadership Team Training
- > Development of processes and tools
- > Implementation support
- > Compliance and maintenance audit

