Arkieva One-Plan S&OP Management Solutions

Responsive Scenario Planning. Centralized Real-Time Visibility.

Traditional S&OP is Static. Respond to Market Changes in Real-Time.

Your supply chain has many moving parts – making end-to-end synchronization challenging. Synchronization, however, leads to a collaborative S&OP management process that allows you to respond to market changes in real time. This is an essential ingredient for today's highly competitive and volatile marketplace.

42% of Businesses find it difficult to synchronize end-to-end supply chain processes.

How do you get started with creating a Synchronized S&OP process? Create a One-Plan S&OP process with Arkieva.

What is One-Plan S&OP?

One-Plan S&OP is a demand-driven Sales and Operations Planning (S&OP) process focused on creating a centralized, dynamic, integrated business management process that promotes synergy across all key functions of the organization to provide a better plan.

Create a Synchronized S&OP Process.

- **Create a more agile business** that can quickly respond to changes
- **Increase cash flow** and reduce lead times
- **Improve the commercialization of new products** and increase profit margins
- **Reduce inventory costs** by maintaining optimal inventory levels
- **Increase forecast accuracy** with enhanced demand management
- **Improve customer satisfaction** by meeting service level goals
- **Create a better communicative process** within an organization
- **Reduce logistics costs** with optimized production plans

Integrated – One-Plan S&OP Visibility.

A One-Plan S&OP creates a continuous improvement process and synergy across the organization throughout the Sales and Operations Planning process. This is made possible through the availability of a centralized, dynamic and integrated database.

A One-Plan S&OP process creates an avenue for different functions of the organization that do not normally talk to each other to collaborate, strategize—and develop a best-fit plan—using a centralized database.

Centralized, Configurable Database for Collaborative Planning

Your plan is only as good as your data.

To improve your existing S&OP plan with data-driven decisions, you need to have a centralized, flexible database that integrates with all existing systems.

Collaborate in Real-Time

- Create a centralized repository for standardization of businesses processes, policies and procedures
- Eliminate manual data entry leading to a reduction in errors
- Improve collaboration across the organization
- Monitor, flag events that can cause supply chain disruptions
- Secured controlled data access based on defined roles or organizational hierarchies

Proactive Response to Demand

A Synchronized S&OP process improves demand planning by considering real-time market signals, and forecasts based on historical data, and inputs from key stakeholders including marketing, sales, research and development teams.

Synchronize Demand Planning

- Streamline forecasting process, monitor and improve forecast accuracy
- Improve the success of commercializing new products
- Create a better alignment between demand financial forecasts

Continuous Capacity Planning

Determine capacity constraints and plan assets for specific time horizons with the flexibility of continuously improving plans.

Maximize Capacity Utilization

- Instant what-if analysis on available capacity
- Quickly identify capacity shortfalls or excess
- View and analyze data at different hierarchies

Demand & Supply Synergy

Identify imbalances between demand, supply, procurement and financial plans and make recommendations and realignments before executive S&OP meetings.

Optimize Supply Planning

- Identifying gaps in the plan and fix it ahead of time
- Get finalized inputs from key stakeholders within the organization
- Determine key performance indicators
- Increase profit margins while meeting demand
- Improve and connect Materials Requirement Planning (MRP), Distribution Resource Planning (DRP) and Capacity Requirements Planning (CRP) to improve overall production plans
- Balance supply and demand with better production, shipment and purchase plans

On-the-Fly Executive S&OP

With easy access to live reports and dashboards through your centralized database for S&OP, you can quickly analyze multiple what-if scenarios and make better-informed decisions.

Quick Executive S&OP Visibility

- Shorter meeting times due to the ability to quickly answer questions using live data
- Better visibility into full S&OP plan with the ability to easily drill down
- One-plan easily accessible and fueled by real-time data
- Dynamic S&OP monitoring with visibility dashboards and KPIs
- Make data-driven decisions using different what-if scenario simulations
- Improve S&OP performance with performance monitoring tools

Dynamic S&OP Monitoring

Create a continuous improvement process, that tracks and measures key metrics while identifying early warning indicators that cause supply chain disruptions. Arkieva dynamic S&OP monitoring features track daily fluctuations within the supply chain process for a continuous improvement process.

Create Continuous S&OP Improvement

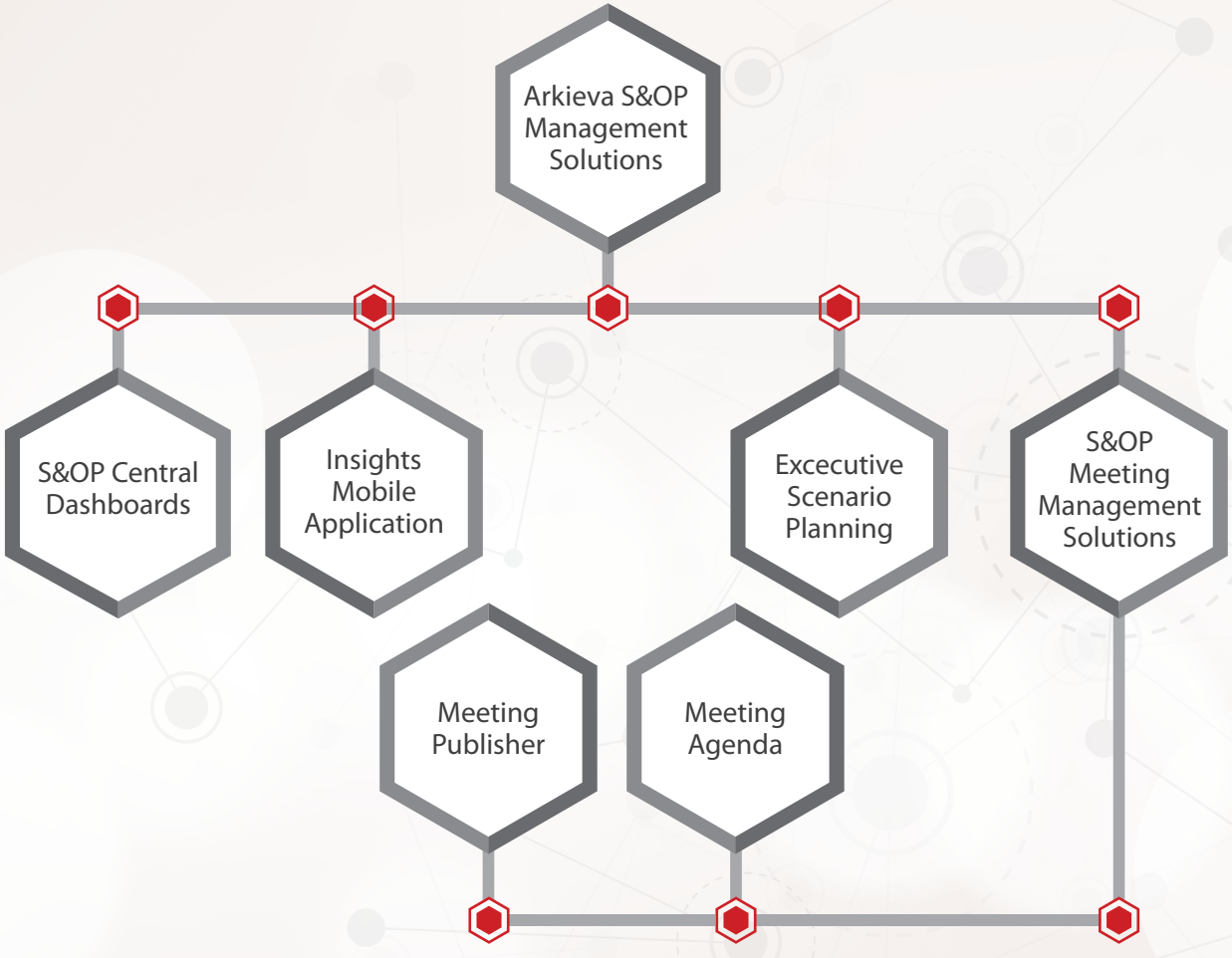
- Proactively reduce disruptions to the supply chain process
- Identify early warnings, creating the ability to modify plans as needed
- Monitor and update KPIs in real-time instead of a predetermined interval

What's the Difference Between One-Plan S&OP and "One-Number" Planning?

One Centralized Plan That Makes Room for Responsive Re-planning.

The concept of One-Plan S&OP recognizes the fact there are likely to be gaps in numbers between the functions of an organization as they work together to create a consensus plan. A consensus plan in a One-Plan S&OP process makes room for risk buffers, outlines number gaps but not necessarily "force" organizations to create a single number plan. Additionally, the plan is also demand-driven and leaves room for re-planning when market conditions change because the plan is connected to centralized, dynamic database.

Arkieva S&OP Management Technology Solutions



Arkieva S&OP Central Dashboards

Get a Holistic View of Your S&OP

Arkieva S&OP Central integrates data from different systems to provide sales, operations, and finance functions a one-single source view.

Clear Visibility Operations. Identify Demand Opportunities.

- Reports on demand – historical performances and forecasts – by S&OP family
- Quickly Analyze demand impact changes on supply using built-in Rough-cut Capacity Planning
- Gain access to quick overview summary of demand, supply, and financials for the Pre-S&OP Demand Meeting, Pre-S&OP Supply Meeting, and the S&OP Meeting itself
- Translate S&OP to manufacturing families for capacity planning with ease
- Standard or S&OP reporting templates. You decide. Choose from a wide range of custom or Standard S&OP reporting templates for monitoring your KPIs and presenting plans
- Perform Instant 'what-if' analysis on used and available capacity
- Highlight exceptions or infeasible situations using coloring rules like planned capacity usage exceeding 100% for a product family
- Historical performance reporting allows you to save plans for performance reporting over time

Collaborate on Any Device. Whenever.

One Planning Visibility Platform for All Users.

- **Save time – create one online version** of your reports, accessible to cross-functional users
- **Gain real-time market intelligence** and create an outside-in planning approach with secured data access for external customers or suppliers
- **Share supply chain visibility dashboards** and reports on any device. Anytime
- **Increase cross-functional productivity** using web-based collaborative workbenches

Get Real-Time Supply Chain Performance Insights –Anytime.

Arkieva Insights is an easy-to-use web-based application for dashboard visibility, reporting, analysis, and collaboration on the web. Insights' mobile-ready features make it easy to access your planning data for real-time decision-making. Facilitate cross-functional and multi-enterprise communication regardless of your device or geographical location.

Discover Actionable Insights. On the Go.

Harness the power of your data with intuitive performance dashboards, reports, and collaboration tools. Track and monitor key supply chain performance indicators at any time.

Key Visibility Features:

No limit dashboard options for displaying all types of supply chain data for quick decision-making

Multi-user security and data control access for multi-enterprise and cross-functional data sharing

Easy user login options with single sign-on

A fully mobile responsive platform that works on any device – desktops, laptops, tablets, mobile phones

Available as an add-on or single-use platform for reporting

Access a quick overview of your production and planning schedules using the Insights Calendar Features.

Web-based collaborative workbenches for easy planning anywhere

Arkieva Scenario Manager

Embrace inevitable uncertainties and incorporate them into existing with plans with the flexible scenario planning features of Arkieva. Powered with a fast in-memory database, evaluate likely scenarios with inputs of key constituents and create a best-fit plan looking at possible scenarios.

Robust Executive Scenario Planning for All The 'What-ifs' That You Might Face

Incorporate Uncertainties to Create a Better Plan

No need to reconfigure your solution. Arkieva provides a flexible platform for simulating as many what-if scenarios as needed to help you make the best data-driven decision. **So, go ahead. Ask the next what-if without limitations.**

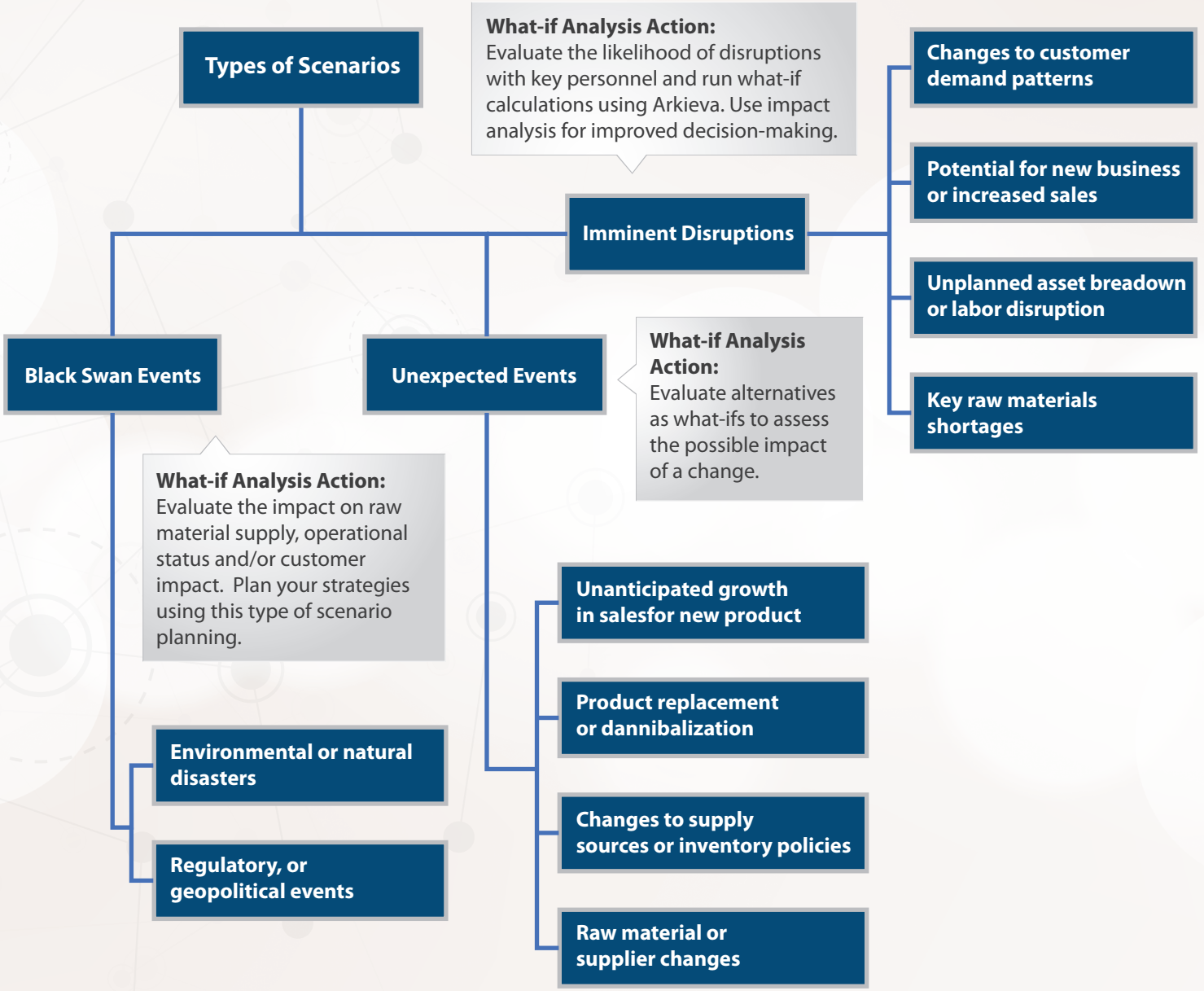
Turn on, or off, multiple what-if scenarios as your business changes.

As-it-Happens Decision Impact View across the supply chain

You need to respond quickly to marketplace changes. Arkieva provides a unified, integrated supply chain model that allows you to see the impact of changes immediately across the entire supply chain – as it happens.

Respond Quickly to Changes

Using What-if Scenario Planning to Improve Results



How to Evaluate What-if Scenarios

Scenario Decision Process

Have fun with Arkieva

NO

Nothing needs to be done

NO

Is this a significant change?

YES

What if planning is needed

Will the impacts manifest themselves a couple levels down the decision tree?

Global Impact

Do you have a trade-offs based optimization model?

NO

Consider replacing your model

YES

Local Impact

Process the data change that will project this situation using the model

Is the change large enough to negate underlying assumptions?

NO

Change base your model

YES

Data preparation

Determine how to effectively edit tables without your affecting master data

Evaluate differences and trade-offs across the scenarios

Compare scenarios for profitability and ability to meet business goals

Establish thresholds that indicate that the official plan should be replaced by a particular what-if scenario.

Present scenarios at S&OP review meeting

Arkieva S&OP Meeting Management Solutions

Make S&OP Meetings a Breeze

Automate your S&OP meeting management processes with meeting note taking, assignment, tags and the ability to export relevant dashboards into presentation-ready slides using the Arkieva **S&OP Meeting Agenda and Publisher features**.

Arkieva Meeting Publisher

S&OP Meeting Preparation Simplified. Select. Publish. Done.

Arkieva Meeting Publisher automates your S&OP meeting presentation preparation processes for pre-S&OP and consensus meetings.

Prepare for your next S&OP Meeting with ease.

- Easily select dashboards with appropriate parameters for your S&OP meetings from Arkieva, arrange them in your preferred order – hit publish to export your presentation file to your current company presentation templates.
- Eliminate non-value-added tasks of painstakingly building presentation decks and make time for adding valuable insights.
- Create an easy-to-access, centralized repository for sharing S&OP meeting presentations.
- Collaborate effortlessly with automatically organized assumptions (notes) to provide context to dashboards.

With Arkieva Meeting Publisher, **select dashboards – publish dashboards to slides – simplify your S&OP meeting preparation process.**

Arkieva Meeting Agenda

Contextual, Value-Added Note-Taking.

Consolidate S&OP contextual meeting action items using Arkieva Meeting Agenda. Capture planning assumptions, tasks, problems, and even collaborate with remote users all within a one-meeting system integrated with the Arkieva S&OP suite and specifically designed for maximizing meeting productivity.

Maximize S&OP Meeting Productivity.

- Automatically integrate Agendas with Arkieva S&OP Calendar activities or events.
- Assign action items, provide due dates, and set priorities while collaborating with multiple cross-functional users using team lists.
- Organize and manage your assigned tasks using Arkieva Meeting Agenda.
- Access Arkieva Meeting Agenda on any web-enabled device like a tablet or phone with the Arkieva Insights application.

Create a value-added S&OP meeting assignment and note-taking process. Execute S&OP action items quickly and efficiently.

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