



MCA
CONNECT

DataCONNECT for SALES & OPERATIONS PLANNING

ONE UNIFIED OPERATIONAL PLAN

Sales and Operations Planning (S&OP) requires a total company commitment to developing one unified organization-wide operational plan, with agreed-upon assumptions.

The finalized unified plan becomes the blueprint for company operations across all departments from sales to human resources to production. Everyone works to one number, and every department is equally responsible for ownership of the finished goods inventory.

THE CHALLENGE

While the benefits of improving the supply chain through S&OP are well-established, many organizations:

- Have never created a Sales & Operations Plan and lack the experience and discipline to create one without outside assistance.
- Operate in silos by business function. Instead of one plan, each business unit develops their own plan, with competing priorities and differing assumptions. Without rules of engagement, strong personalities can clash and become challenging.
- Have multiple unknown variables and inefficiencies and aren't sure how to proceed without adding excessive inventory buffers.
- Struggle to find the optimal balance between lowering production costs, minimizing inventory, and achieving high customer satisfaction.

AT-A-GLANCE

Our DataCONNECT for Sales & Operations Planning services guide your organization through our proven process for gaining consensus internally to create one comprehensive Sales & Operations Plan.

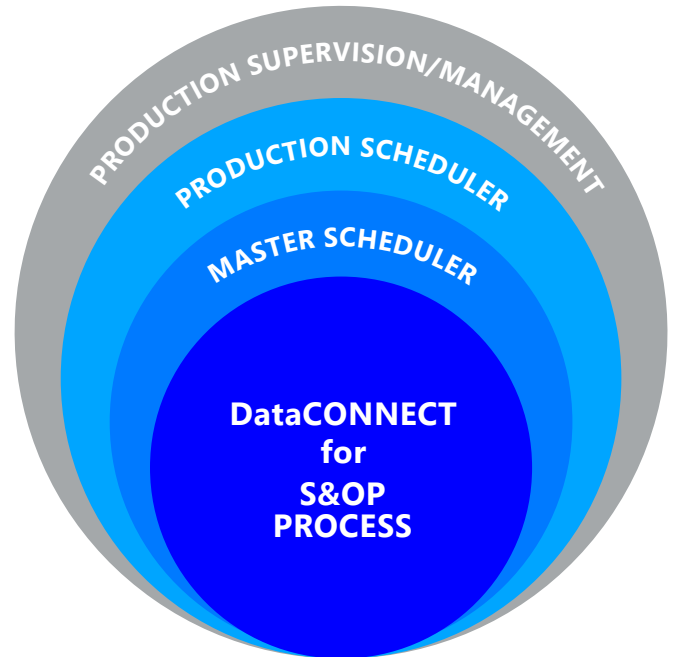
KEY BENEFITS

- Delivers an actionable enterprise plan
- Gives stakeholders clarity about interdependencies
- Enables company to run "what if" scenarios to balance cash flow and labor demands

THE S&OP STRATEGIC ALIGNMENT PROCESS

MCA Connect helps companies transition from traditional demand planning to create a foundation for enterprise excellence. Our DataCONNECT for S&OP experts work with your executive team to:

- Clarify organizational priorities and how results will be measured.
- Break down business area silos.
- Develop and gain consensus about business rules, and the thresholds for allowing disruption to the plan.
- Decide on the company's Annual Operations Plan (AOP) that capitalizes on the organization's core competencies and assumes a specific sales target.
- Develop the monthly Sales & Operations plan that aligns supply and demand, considering financial limitations and other resource constraints.
- Identify the systems, settings, processes and people required to execute the plan – and how to manage exceptions.
- Use KPIs to monitor continuous improvement.
- Create the Master Production Schedule that becomes the "heartbeat" of the organization.



WHY CHOOSE MCA CONNECT?

An experienced consulting team like MCA Connect can accelerate your S&OP initiative by reducing internal friction, supporting the cultural shift required for a successful S&OP implementation. MCA Connect is a Microsoft Gold Partner who supports clients with digital transformation from strategy to implementation to support.

www.MCAConnect.com

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