

Solve Your Executives' Biggest Problems  
— Get Your S&OP Strategy Up to Speed —

**WHY S&OP STRATEGIES ARE NO LONGER CUTTING IT**

REASON 1:

Lack of End-to-end Alignment Due to Increased Complexity in Supply Chains

REASON 2:

Lack of Financial Integration into S&OP Tools

**8 KILLER TIPS TO REVAMP YOUR S&OP**

**WOW YOUR CEO**

Chief Executive Officer

**Strategy #1**

HELP CEOS TO TIE STRATEGY BACK TO OPERATIONS



BEFORE, YOU COULD ONLY ANSWER THESE

NOW, YOU'RE ABLE TO ANSWER THESE

- How can we manage new product introductions for volume?
- What volumes should we assign to strategic customers?

- + What strategies do I adopt to maximize shareholder value?
- + How do I execute these strategies operationally?

**WOW YOUR CFO**

Chief Financial Officer

**Strategy #2**

CONSIDER FINANCIALS AS AN INPUT INTO THE S&OP PROCESS



**Strategy #3**

INTEGRATED FINANCIAL ACCOUNTING, MANAGERIAL ACCOUNTING AND OPERATIONS



BEFORE, YOU COULD ONLY ANSWER THESE

NOW, YOU'RE ABLE TO ANSWER THESE

- How does an approved S&OP plan translate into P&L and cash flow forecasts?

- + What plan optimizes cash flow?
- + What plan optimizes ROIC?
- + What plan optimizes profitability?
- + What is the right amount of working capital and its impact on business outcomes?

**WOW YOUR COO**

Chief Operating Officer

**Strategy #4**

FOCUS ON DEMAND OPTIMIZATION ON TOP OF TRADITIONAL DEMAND PLANNING



**Strategy #5**

OPT FOR GLOBAL PLANNING OVER SEQUENTIAL PLANNING



BEFORE, YOU COULD ONLY ANSWER THESE

NOW, YOU'RE ABLE TO ANSWER THESE

- Can we support this customer contract?
- Can we support last-minute promotional campaigns?
- Should we build up our inventory of complex products?

- + How can we structure a customer contract to maximize value?
- + What is the profit impact of last-minute promotions?
- + Does inventory build drive improvement in profit, cash flow and ROIC?

**WOW YOUR CSCO**

Chief Supply Chain Officer

**Strategy #6**

INCLUDE FIXED COSTS AND VARIABLE COSTS AS KEY DECISION PARAMETERS DURING SUPPLY PLANNING



**Strategy #7**

CALCULATE THE MARGINAL PROFITABILITY OF CONSTRAINED RESOURCES



BEFORE, YOU COULD ONLY ANSWER THESE

NOW, YOU'RE ABLE TO ANSWER THESE

- Which demand should we fulfill?
- Can we supply this demand?
- What is the most efficient way to do it?

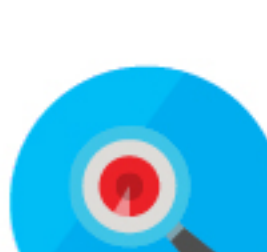
- + Which demand should we proactively drive?
- + With which products and at which channels / customers?
- + What plan maximizes overall value?

**WOW YOUR CTO**

Chief Technology Officer

**Strategy #8**

IMPLEMENT A SYSTEM OF INNOVATION FIRST



BEFORE, YOU COULD ONLY ANSWER THESE

NOW, YOU'RE ABLE TO ANSWER THESE

- How can I do a multi-year IT project to help resolve my business customers' requirements?

- + How can I bring value to my business partners?
- + What type of add-on SaaS capabilities can I bolt on to my corporate infrastructure to create value for my organization?
- + How can I leverage a System of Innovation capability to rapidly prototype new business models and proof test them before incorporating them into my Systems of Differentiation?

Like what you see?

Access the full "Wow Your C-Suite e-book" here.

DOWNLOAD THE E-BOOK

