

SAP IBP for Sales & Operations Planning

- Unconstrained planning, strategic, and tactical decision processes



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Integrated Business Planning is the concept of integrating the demand forecasts, supply plans, inventory projections and the financial plans in one unified model.

Sales & Operations Planning (S&OP) ensures that demand and supply planning are balanced by assessing different scenarios in the pre-S&OP meeting and selecting the most feasible plan in the executive S&OP meeting.



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The integrated end-to-end process

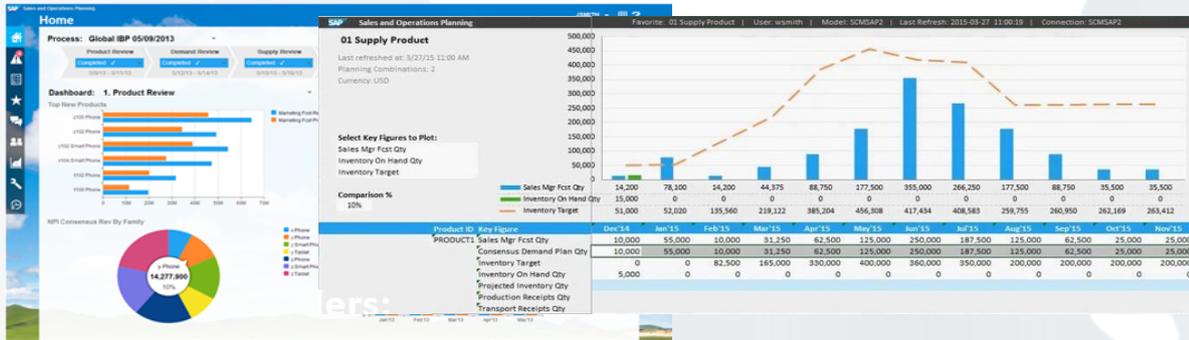


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1. Internal and external data gathering.
2. Create cross-functionally aligned demand plans.
3. Create supply plans including capacity evaluation, constraints and inventory policies.
4. Consolidation of input and documentation. Prepare for meetings including Financial Review.
5. Pre-S&OP meeting focusing on alignment between demand and supply plan and what-if analysis.
6. Executive meeting focusing on resolving issues, signing-off S&OP cycle and promoting agreed plan.

- ✓ Joint Demand and Supply planning with customers, suppliers, sales, marketing, finance, product development, production using a structured process
- ✓ Use standard reports and templates for all activities and fixed agendas for meetings
- ✓ Jointly developed facts and experiences shape demand and drive profitable responses
- ✓ Focus on managing process variability and improve control by using behavioural KPIs
- ✓ Fast decision-making and execution based on data-driven insights focusing on constant improvements and corrective actions

Excel as the main front end and analytic dashboard



- ✓ Excel data sheet as the planning workbook where data is viewed, changed, keyed in, or calculated.
- ✓ Classic excel functions can be used in the workbook
- ✓ With the Excel front end it is possible to work offline and synchronize your data later on.

- ✓ The workbook layout and graphs can be customized and shared with colleagues. Administrators can create and customize workbooks and make them available across the organization.
- ✓ Excel is connected to the HANA database which ensures a fast update and simulation of changes.