

Smart rough cut planning through Sales & Operations Planning (S&OP)

# USING TACTICAL TOOLS TO INTEGRALLY PLAN AND ORGANISE END-TO-END SUPPLY CHAIN PROCESSES

**Supply chain management in industrial enterprises often only exists in a very rudimentary state. Moreover, it is most commonly embedded in a siloed architecture and thus limited to solitary operational planning. This approach, however, leaves many optimisation approaches unused. The solution: software-controlled sales & operations planning (S&OP) as the anchor of an end-to-end supply chain management process. On this basis, S&OP can be successively developed toward a supply chain command centre or supply chain control tower approach.**

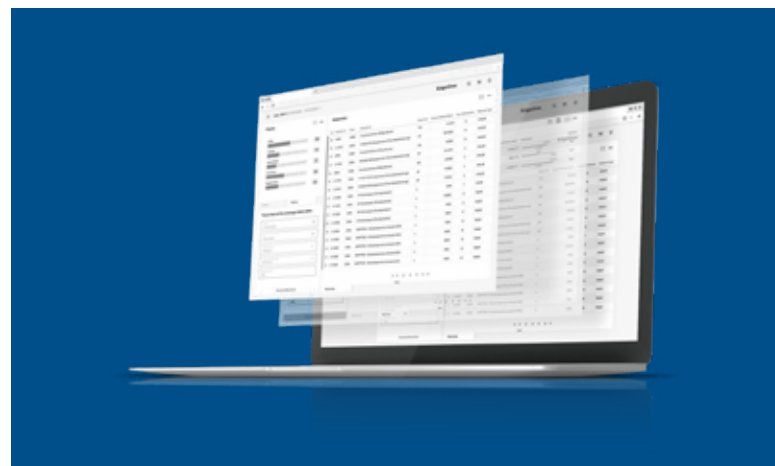
Sales and operations planning (S&OP) describes the cohesive, integrated, cross-functional and cyclical management for tactical planning and control of supply chains. Within the S&OP process, all operational areas – such as sales, marketing, product development, production, procurement, finance and accounting – are integrated to the planning run. Simply speaking, S&OP is about to harmonise demand with supply in order to holistically contribute to the overall financial and organisational goals of the company.

**ORSOFT Enterprise Workbench:  
Make your S&OP planning session  
go smoother and more agile!**

Modern software-based sales & operations planning (S&OP) with the ORSOFT Enterprise Workbench (EWB) allows ad-hoc planning – executable at any time. The software delivers planning results within shortest latencies. This enables completely new interactive, simulation-based planning and autonomous decision-making processes. In addition to ad-hoc planning, the software enables automatic alarm-based planning, following the concept of supply chain control towers.

**Demand Planning:  
Balance your full demand complexity  
with just one software solution!**

Demand planning serves the processing, coordination and rolling update of sales planning data by applying advanced analytics. The statistical forecasts derived from analysing this data include a variety of parameters, such as one-shot sales events, demand fluctuations and new market trends. The data, however, can additionally be enriched with information from the product life cycles as well as external economic or demographic parameters and price changes. The result of demand planning is a sales maximized demand plan based on infinite capacities (unconstrained demand).




**Supply Planning:  
Manage the trade-off between  
excellent customer service  
and excessive operating costs!**

Supply planning is all about the question “How and in which way can customer demands be satisfied?” The task of a supply planning software is thus fairly simple: Identifying, resolving, prioritising and communicating capacity and resource/workspace conflicts and constraints as well as long-term checks of material availabilities caused by the infinite demand planning. Very much depending on the organisation and the prevalent design of the supply chain processes, this might include networks of production and distribution capacities, the planning of contract manufacturing, make-or-buy decisions and vendor managed inventory.


**Inventory Optimization:  
Always deliver what is required  
while keeping inventory costs low!**

Inventory optimization aims to manage stocks in a way that demand expectations can be met at all times and the customer service can access to valid data for communication, inventory costs such as backorders, overstocking, and stockouts can be reduced, transparency across all storage locations is ensured and dynamic safety stocks can be maintained.


## **BENEFITS OF SOFTWARE-SUPPORTED SALES & OPERATIONS PLANNING WITH ORSOFT ENTERPRISE WORKBENCH**

 **Continuous controlling: feedback loops as a plan/actual comparison**


The S&OP process enables the routine and systematic reporting and measurement of actual performance against plan

 **Customers, suppliers & KPIs: the entire workflow at a glance**


Meet customer needs while taking the overall business strategy and bottleneck planning, and aligning them to your key performance indicators

 **Agile management: better than reacting ad-hoc**


Always stay focused on the entire planning process, run through simulations, plan scenarios and make smart decisions

 **High profitability: very general and with volatile markets in particular**

A coherent and balanced plan stands for customer service, lowers inventory, reduces waste and helps align decisions with financial goals

 **Creating transparency: focus on the big picture**

Avoiding siloed information: consistently aligning department along corporate objectives

 **The result counts: a feasible consensus/master plan**

A management-driven consensus/master plan that is based on demand and supply planning for rolling transfer to the detailed planning/advanced planning & scheduling process

**Get in touch! →**