

IBS Advanced Sales and Operations Planning Solutions

Advanced Planning to Broaden and Extend IBS Distribution Intelligence

IBS products in the Distribution Intelligence area include solutions for planning, operational monitoring as well as reporting and analysis including Demand Planning, Supply Planning, Sales and Operations Planning and Planner View. IBS has now extended its focus on even more advanced capabilities for Distribution Intelligence by providing an additional solution - Advanced Sales and Operations Planning from Symphony.

Challenging Economics Time Require a “New Normal”

Balancing supply and demand has never been more difficult. Organizations are misaligned, planning tools are proving to be inadequate and service expectations are skyrocketing. Increased demand volatility and supply chain complexity are driving higher inventory and operating costs, stressing working capital. New buying behaviors and anxiety in the supply chain are wreaking havoc on forecasts and plans. Planners are struggling for new insights as the traditional key indicators and forecasting assumptions are proving inadequate to manage the “new normal” of our challenging economic environment.

IBS Advanced Sales and Operations Planning

IBS orchestrates S&OP by providing a world-class team and a proven approach powered by next generation technology.

- **Provides End-to-End Supply Chain Visibility across Data Sources**
 - Advanced S&OP Solution unites disparate data silos to provide a single, end-to-end view across the supply chain
 - Maintains a “Single Version of Truth,” but provides contextual views of the business combining each function’s point of view
- **Enables the Collaborative Development of the Operational Plan**
 - Aligns and synchronizes plan, forecast and historical information
 - Advanced S&OP enables the development of consensus plan by gathering inputs from all the stakeholders
 - Monitors Plan and Actuals to allow for proactive response to issues
- **Shapes Demand and Supply to Meet Targets**
 - Uses demand and supply constraints and plans
 - Allows for smoother procurement signals
- **Bridges the Financial and Operational Plan**
 - Advanced S&OP Solution leverages operational data and aligns it with the financial plan
 - Connects the “top-down” management with the “bottom-up” execution
 - Allows “what-if” analysis to show financial impact of operational changes or vice versa

- **Unites Multiple Data Sources to Provide a Single View of Business**
 - Advanced S&OP Solution aligns data from multiple data streams to provide a synchronized view
 - Provides contextual views to each business function: but referencing the “Single Version of Truth”
- **Interactive “What-If” Simulation and Scenario Management**
 - Users can create “what-if” scenarios and immediately analyze its impact on other elements in the supply chain
 - Various scenarios can be compared against each other across multiple, user-chosen metrics
 - In-Built collaboration and decision workflow to route scenarios for approval and close the decision loop
- **Flexibility in Modeling, Workflow and Reporting**
 - Flexible hierarchies and data measures
 - Codeless configuration framework to support business specific reports, metrics and workflows
 - Supports S&OP workflows at any level of granularity (Aggregate/Detail)
- **Performance and Scalability**
 - Advanced S&OP Solution is built on a patented RPM platform, which has proven its performance, scalability and reliability applications with large data volumes

End-to-End Supply Chain Visibility

- **KPIs and Metrics**
 - Rich dashboard and charts to monitor key supply chain metrics, such as those advocated by the SCOR (Supply Chain Operations Reference) Model
 - Alerting capabilities to support “manage by exception” philosophy
 - Insightful analysis into the data such as trends, patterns and changes
- **Build Consensus Operational Plan through Collaboration**
 - FS&OP provides the mechanism to collaborate with customers and suppliers signals
 - Detect and respond to contradictions between customer signals and internal plan
- **Shape Demand and Supply Understanding Constraints and Available Levers**
 - Visibility into both Demand Constraints and Supply Constraints
 - Scenario creation and analysis to assist in demand and supply shaping to close gap
- **What-If Scenarios and Closing the Decision Loop**
 - Allows authorized users to create and evaluate scenarios
 - Scenarios can be collaborated upon and routed for approval
 - Approved changes are written back to operational system, thus closing the decision loop