

Simplify Sales and Operations Planning and connect the players on the cloud with SAP Integrated Business Planning

**Patrizia Urbani
Marco Zaglio**

**SAP FORUM - Milano
October 30, 2014**



SAP® Member
Extended Business Program

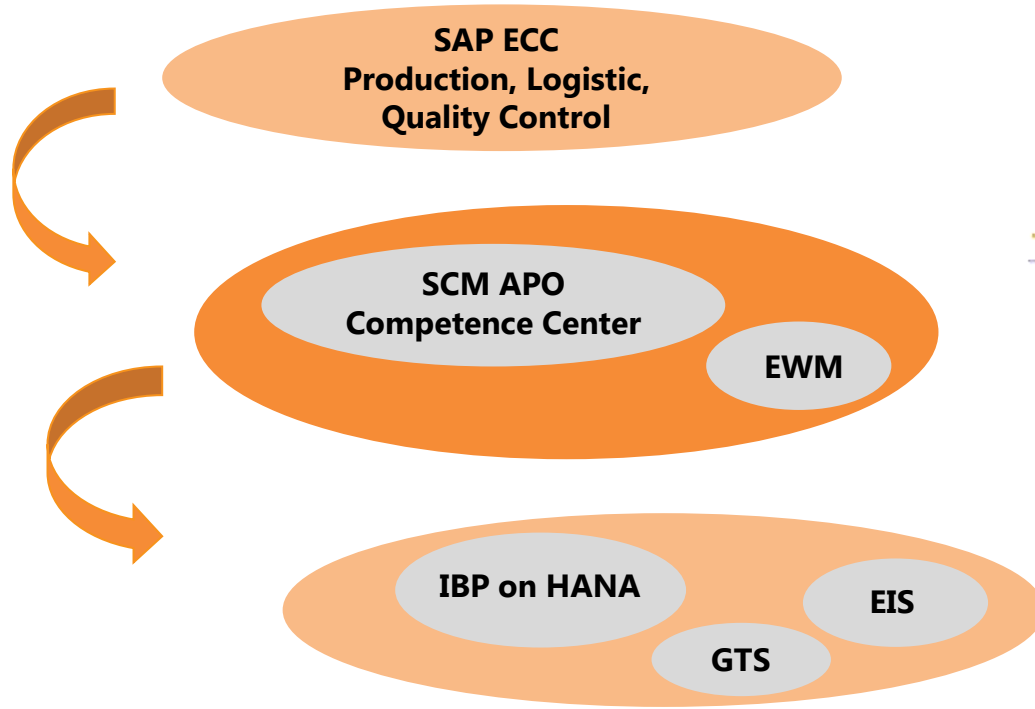
ICM.S
Global Enterprise Solutions



SAP Sales Excellence
EMEA 2013



SYSCONS –Supply Chain Expertise



Agenda

- **SAP IBP for Sales & Operations Planning**
- **The S&OP process in a company with different BUs: *AS-IS and TO-BE***
- **Q&A**

Supply Chain Monitoring

Supply Chain Control Tower

Integrated Business Planning (IBP)

Mobile-Enabled User Experience

IBP for Sales and Operations

IBP for Demand

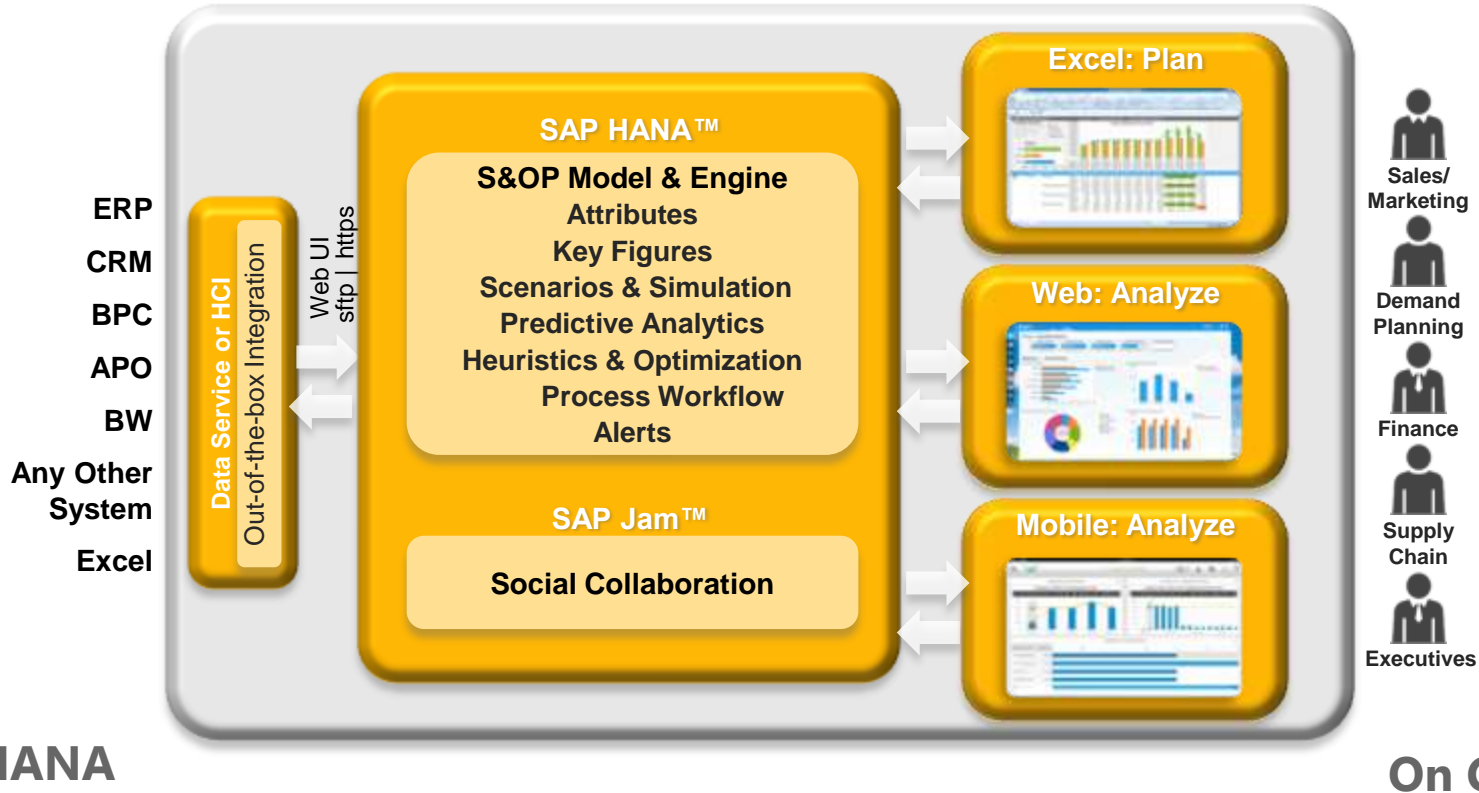
IBP for Inventory

IBP for Supply

IBP for Response

SAP HANA Platform

SAP IBP for Sales & Operations



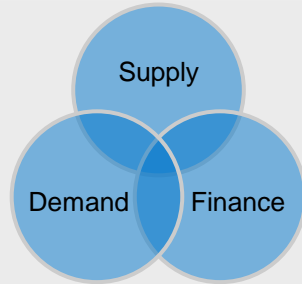
On HANA

On CLOUD

SAP IBP for Sales & Operations



Integrate
logistic &
financial
aspects



Simulation
and what-if
analysis

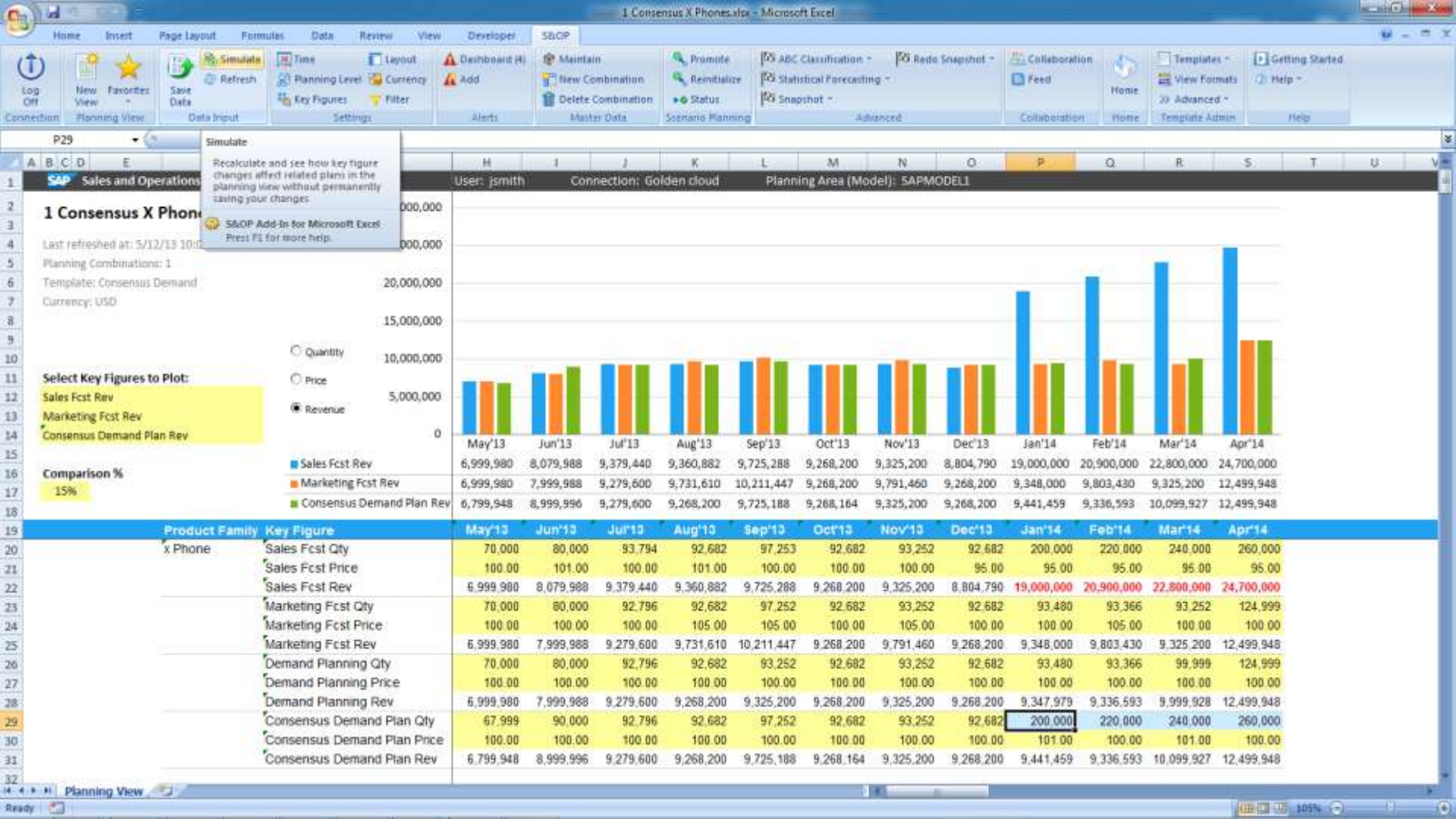


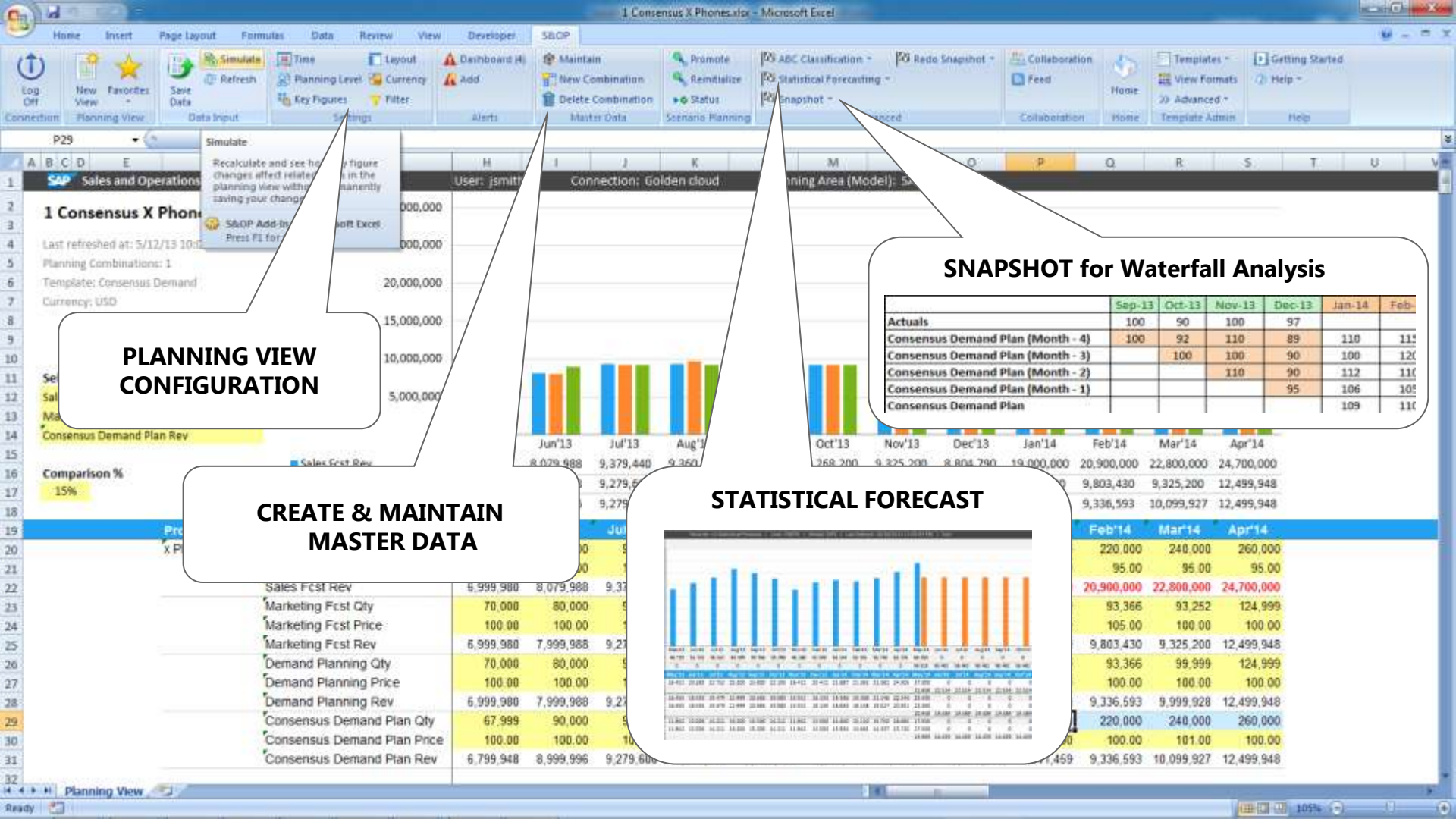
Collaboration
and Process
Management

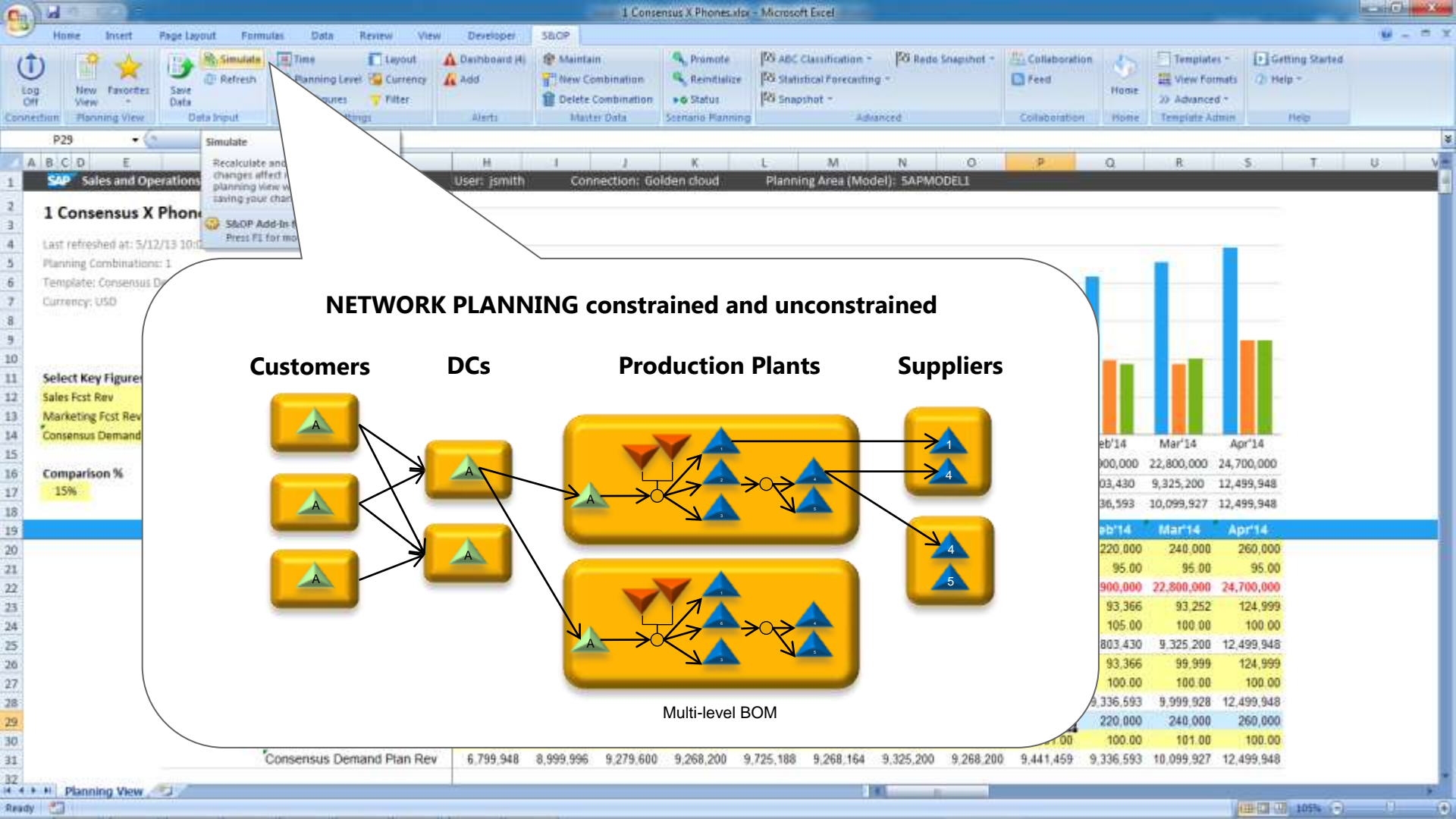


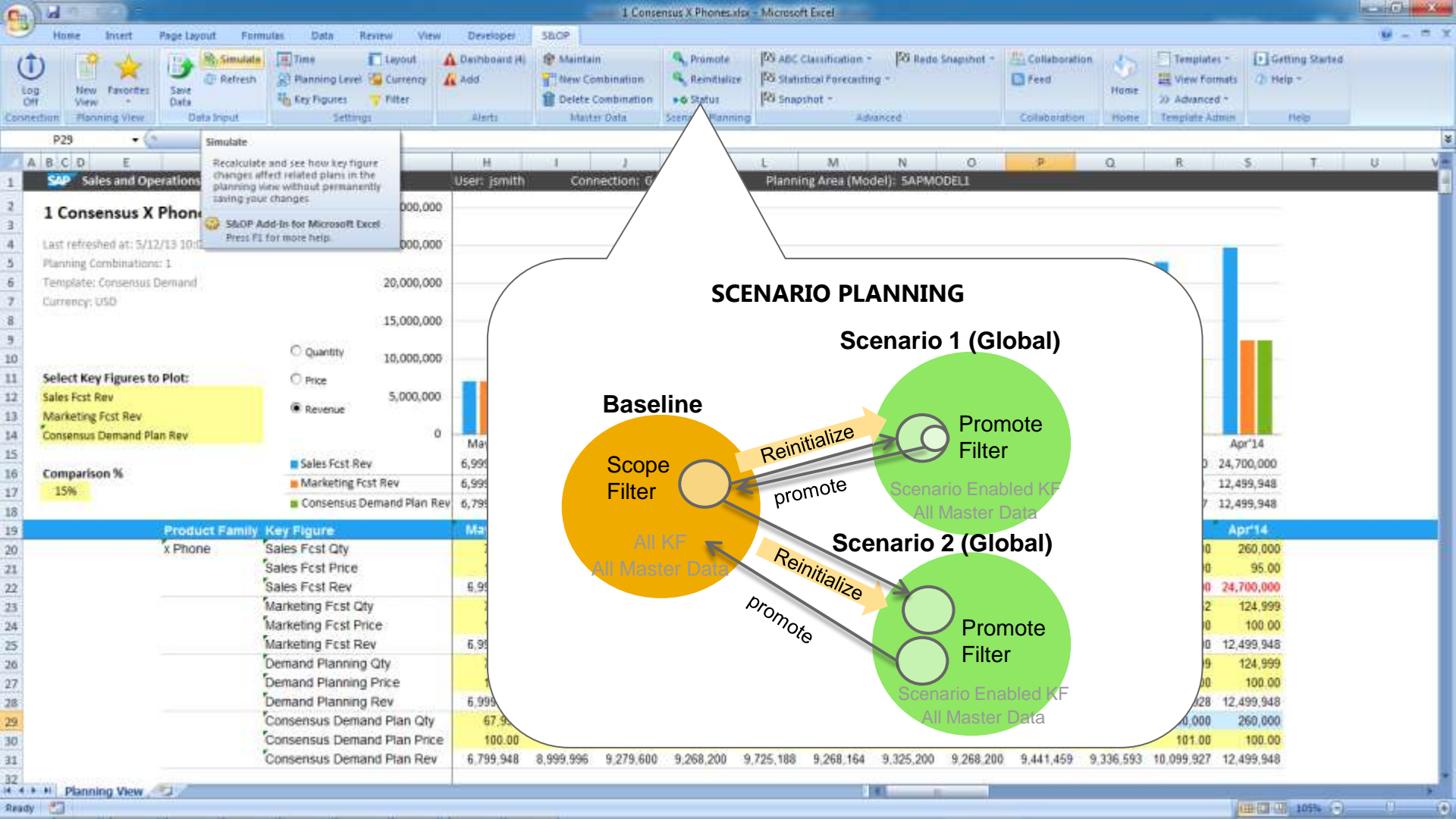
Real Time
Reporting
& Analytics











Process: Global IBP 05/09/2013

Product Review

Completed ✓

5/9/13 - 5/11/13

Demand Review

Completed ✓

5/12/13 - 5/14/13

Supply Review

Completed ✓

5/15/13 - 5/16/13

Pre S&OP Review

67%

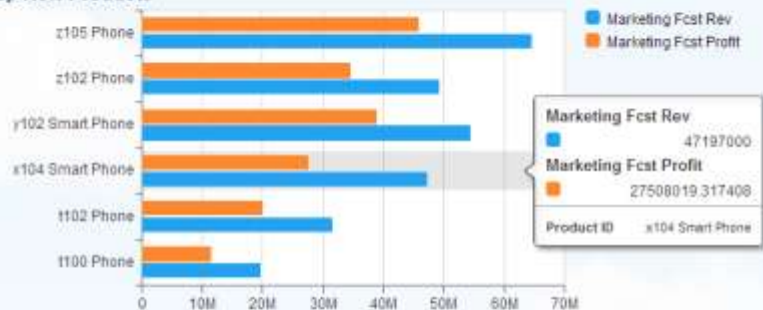
5/16/13 - 5/17/13

Executive Review

5/18/13 - 5/20/13

Dashboard: 1. Product Review

Top New Products



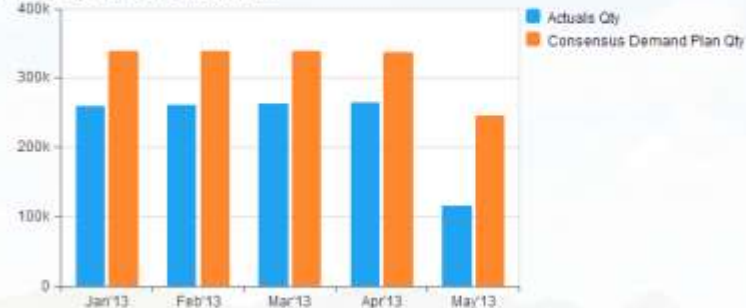
NPI Target vs Proj Inv Cost



NPI Consensus Rev By Family

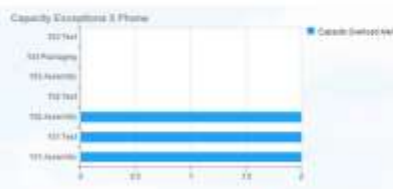


NPI Actuals Vs Consensus Plan



Q1 Revenue Gap

4. Pre-S&OP / Content

[Like](#) [Comment](#) [Tag a person](#) [More](#) [Go To](#) [Zoom In](#)
[Previous Photo](#)[Next Photo](#)

Sales Gap by Article by Rep



David GM commented on the photo **Q1 Revenue Gap**

Team: We're not on target for the x Phone product family. I don't want to miss another quarter.

John: Please set up an ad-hoc S&OP meeting today!

about 21 hours ago



[Comment on this item](#)



Ashlyn Sales commented on the photo **Q1 Revenue Gap**

Made plan edits with reason code #CustomerInput and comment "I won a new account, Customer 107 which gets us above our Q1 target!"

1 minute ago [Reply](#) [Like](#) [More](#)



John Smith commented on the photo **Q1 Revenue Gap**

Sure David. I'll set up an ad-hoc meeting for tomorrow morning.



By **John Smith**

Last Updated:
about 21 hours ago

[9 Views](#)

[0 Members](#)

[0 Likes](#)

Description:

No Description

Tags: [+Add](#)

People in this Photo:

none

Related

http://vwdc215.ad.sap.biz:8025/sap/krpph/service/after_order.aspx?workbookid=1%20Consensus%20X%20Phones
By **John Smith**
6 days ago

[Demand Review Issues](#)
By **John Smith**
6 days ago

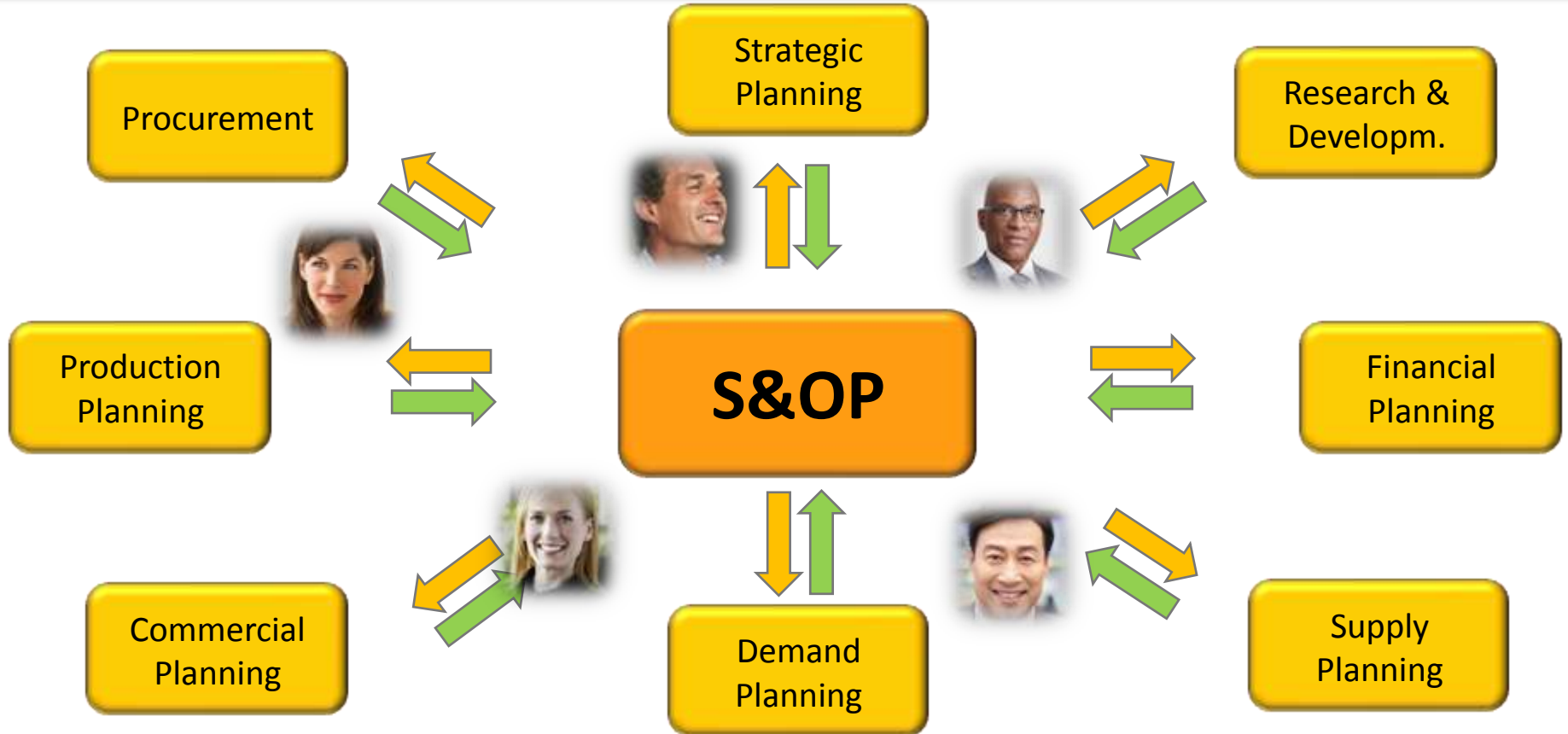
[Revenue Issue \(Video\)](#)
By **John Smith**
6 days ago

[We've got to close this gap](#)
By **John Smith**
6 days ago

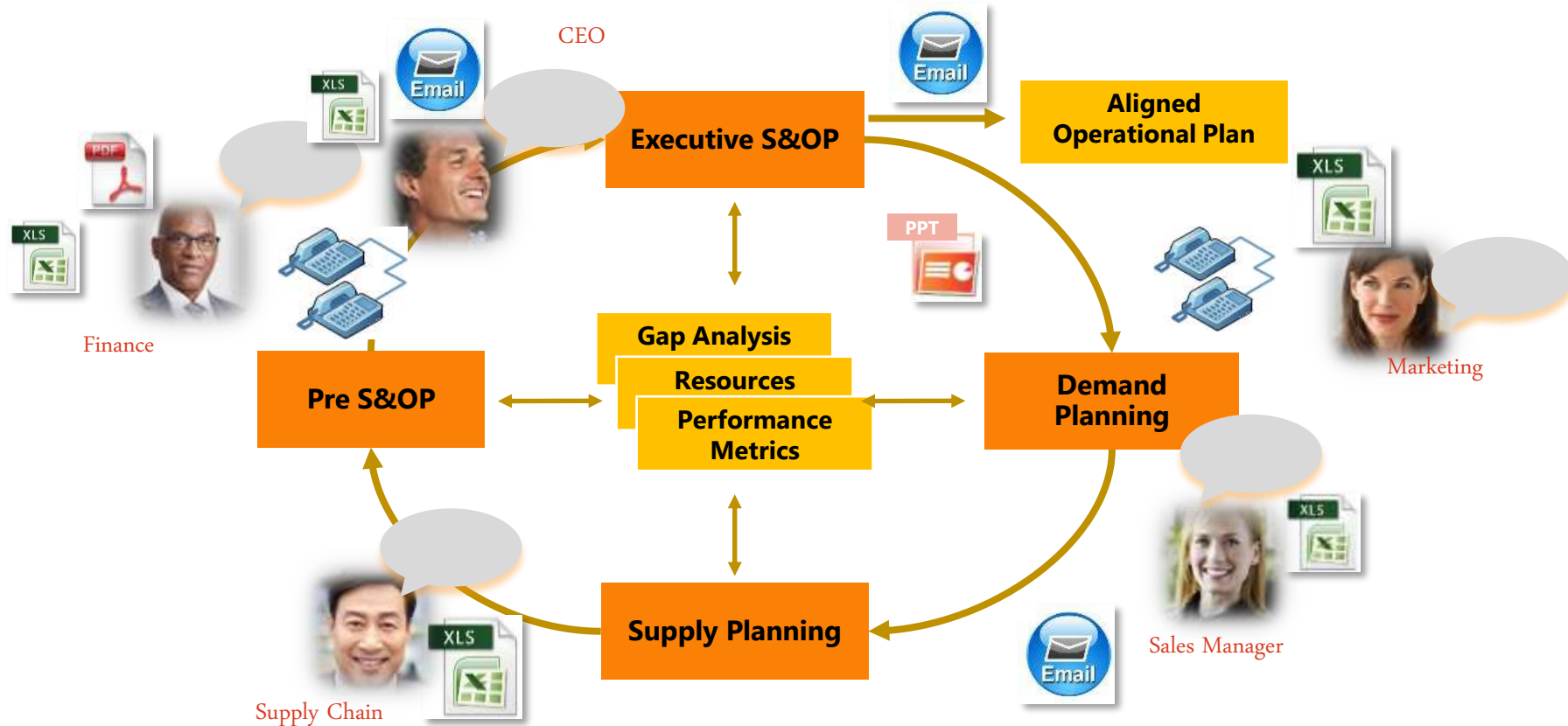
Agenda

- **SAP IBP for Sales & Operations Planning**
- **The S&OP process in a company with different BUs: *AS-IS and TO-BE***
- **Q&A**

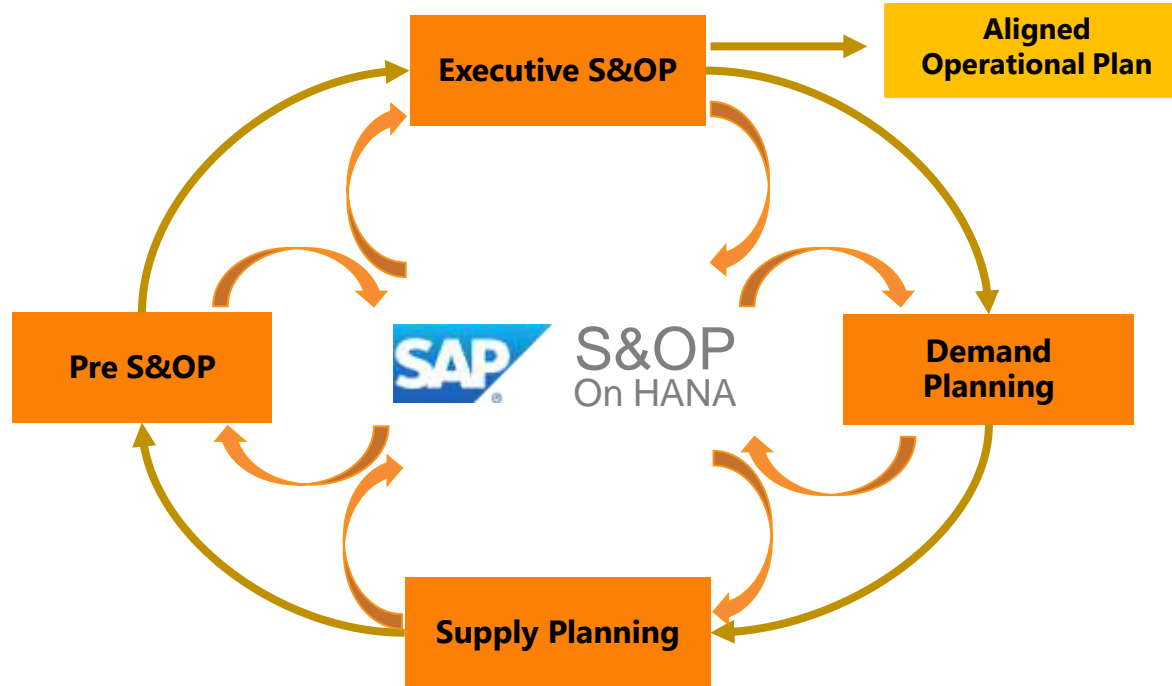
S&OP Players and Information



S&OP Process – AS-IS



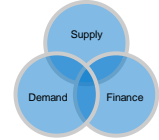
S&OP Process – TO-BE



Business Benefits



Integrated language between finance, demand and supply



Scenario planning and What-If analysis

Effective and quick decision making



Manage the S&OP process and timing in a structured way



Reduce effort to gather, convert and analyze data, and to produce reports



Enhance communication and information sharing

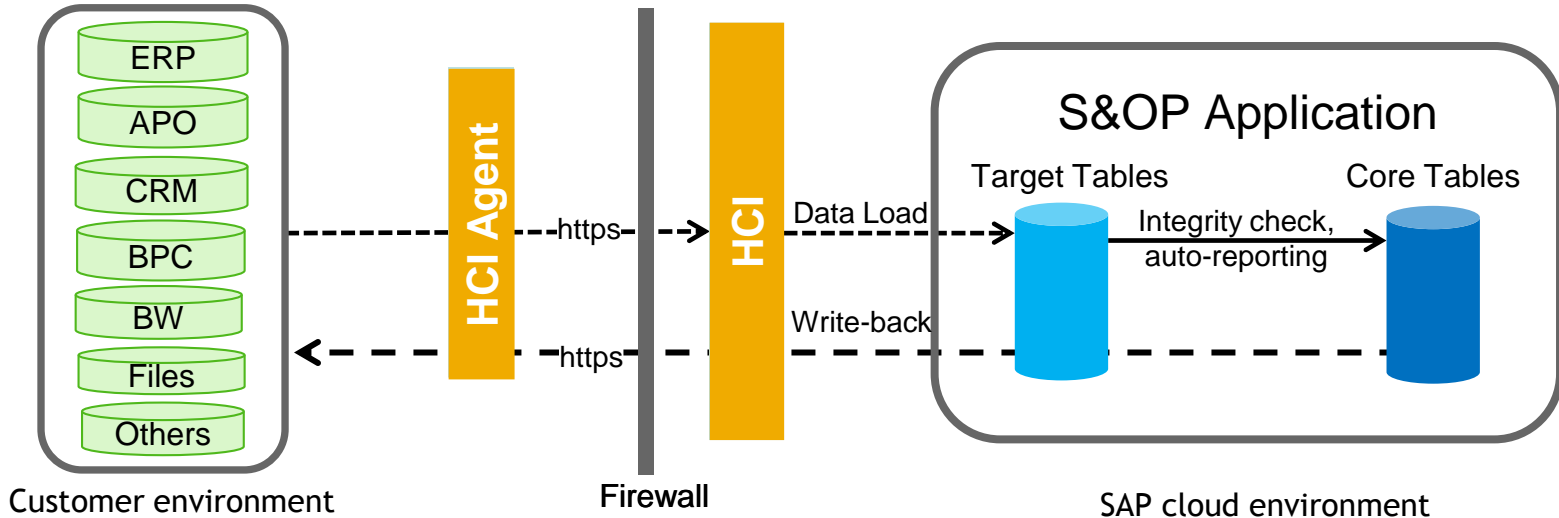


Cloud solution: Standard and scalable, automatic upgrade



Reduced IT effort: Out of the box models, users reports and dashboard

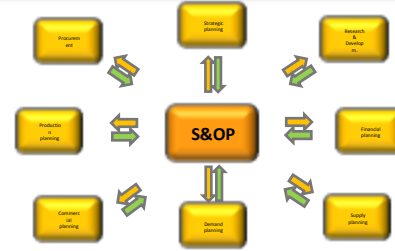
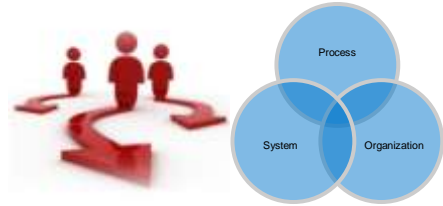
Easy integration with HANA Cloud Integration



Points of Attention

Points of Attention: Business

- Identify and involve stakeholders
- Define a RACI matrix
- Change management



Points of Attention: IT Strategy

- Solution positioning
- Cloud:
 - Reduced customization
 - Security and compliance
 - Change management control



Agenda

- **SAP IBP for Sales & Operations Planning**
- **The S&OP process in a company with different BUs: *AS-IS and TO-BE***
- **Q&A**



Patrizia Urbani

Senior Manager - Supply Chain



Mob. +393288793043

patrizia.urbani@syscons.it

Marco Zaglio

Senior Manager - Supply Chain



Mob. +393351508206

marco.zaglio@syscons.it