

S&OP: simple but not easy



Traditionally, S&OP has been managed as a logical / technical supply chain process



Driven by Supply Chain & Operations

Demand Review



Supply Review



S&OP

Standard textbook process

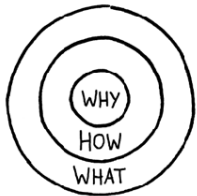
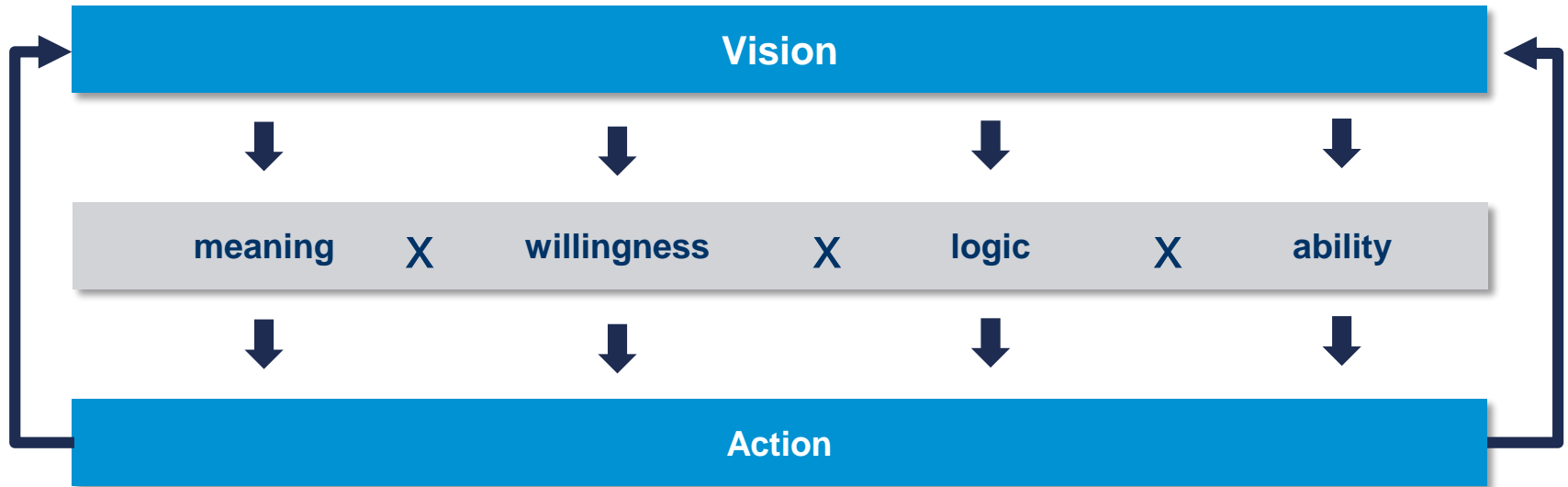
Supported by Excel



Success dependent on senior management commitment



S&OP has matured and all ingredients are available now to address all pillars in a professional way



It starts with *why*?

Design & buy-in
100% based on
targeted business
benefits



Analyse & solve
issues in the
company culture
that affect S&OP



Tailor made process

- Mature software
- Advanced analytics
- Longer horizon



Blended learning

- Coaching
- Communities
- E-learning