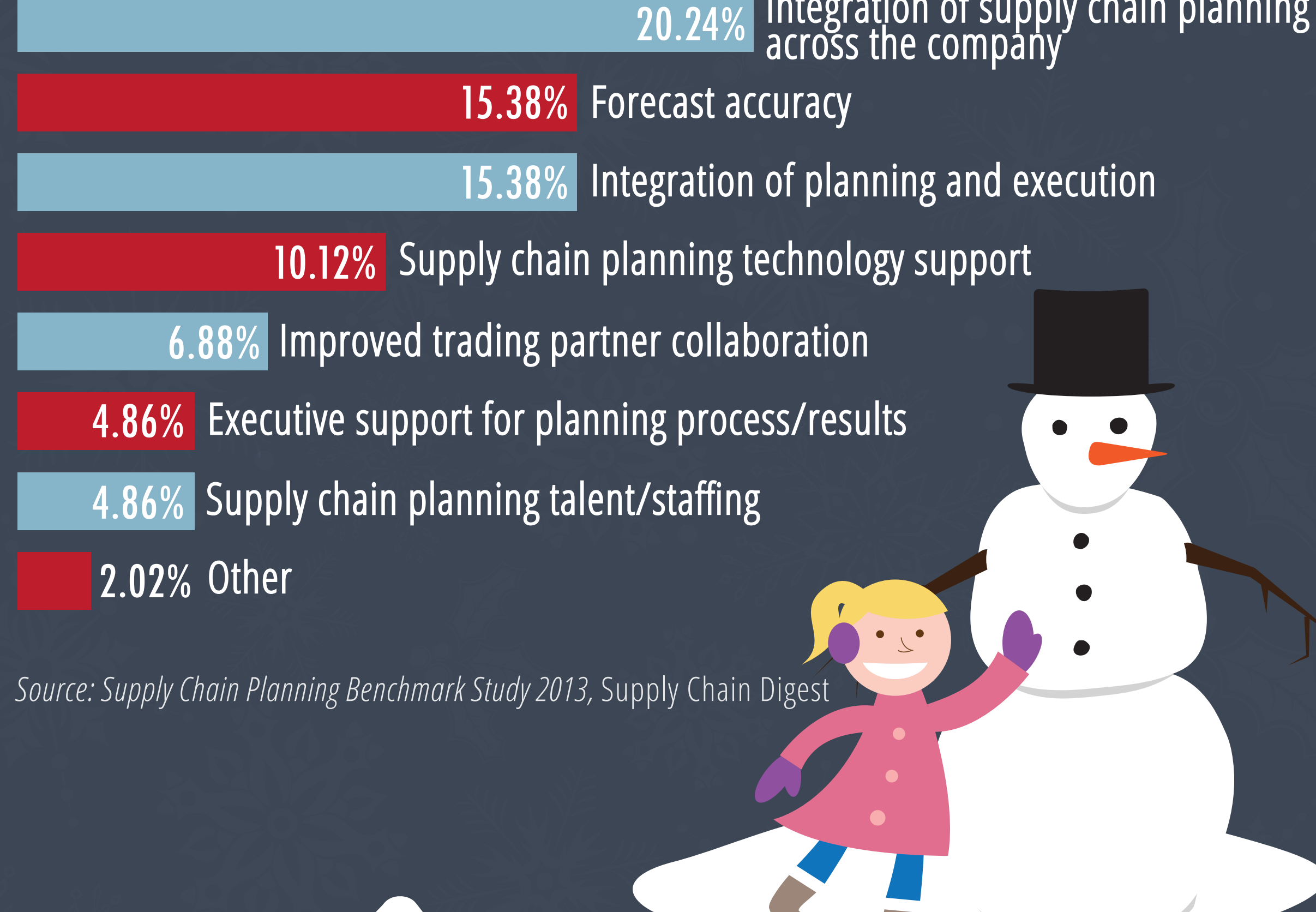


S&OP MADE EASY

Which area will provide the single most significant opportunity for improvement, which would lead to better supply chain planning results?



Source: Supply Chain Planning Benchmark Study 2013, Supply Chain Digest



What is the Purpose of an S&OP Process?

An S&OP process balances Demand, Supply, Revenue, and Margin plans in an uncertain world.



How to Ensure the Effectiveness of Your S&OP Process

- Integrate** Be sure to provide a collaborative platform for integrating teams within the enterprise as well as your trading partners.
- Plan** Consider granular-level detail, including products, components, geographies, and customers.
- Align** A collaborative platform is critical to collapse planning time, optimize defined priorities, and incorporate modifications to the plans.
- Execute** Once the S&OP stakeholders agree to a plan of record via network collaboration, it can be seamlessly executed.

Know the Questions You Need to Ask

- How much do you need to invest in your supply?
- What risk are you willing to assume?
- How much supply do you need?
- Do you know where your supply chain costs are?
- What are your options for what you could sell?
- How much should you sell of each and at what price?
- What market opportunity exists?

How to Execute a SINGLE or BLENDED Product

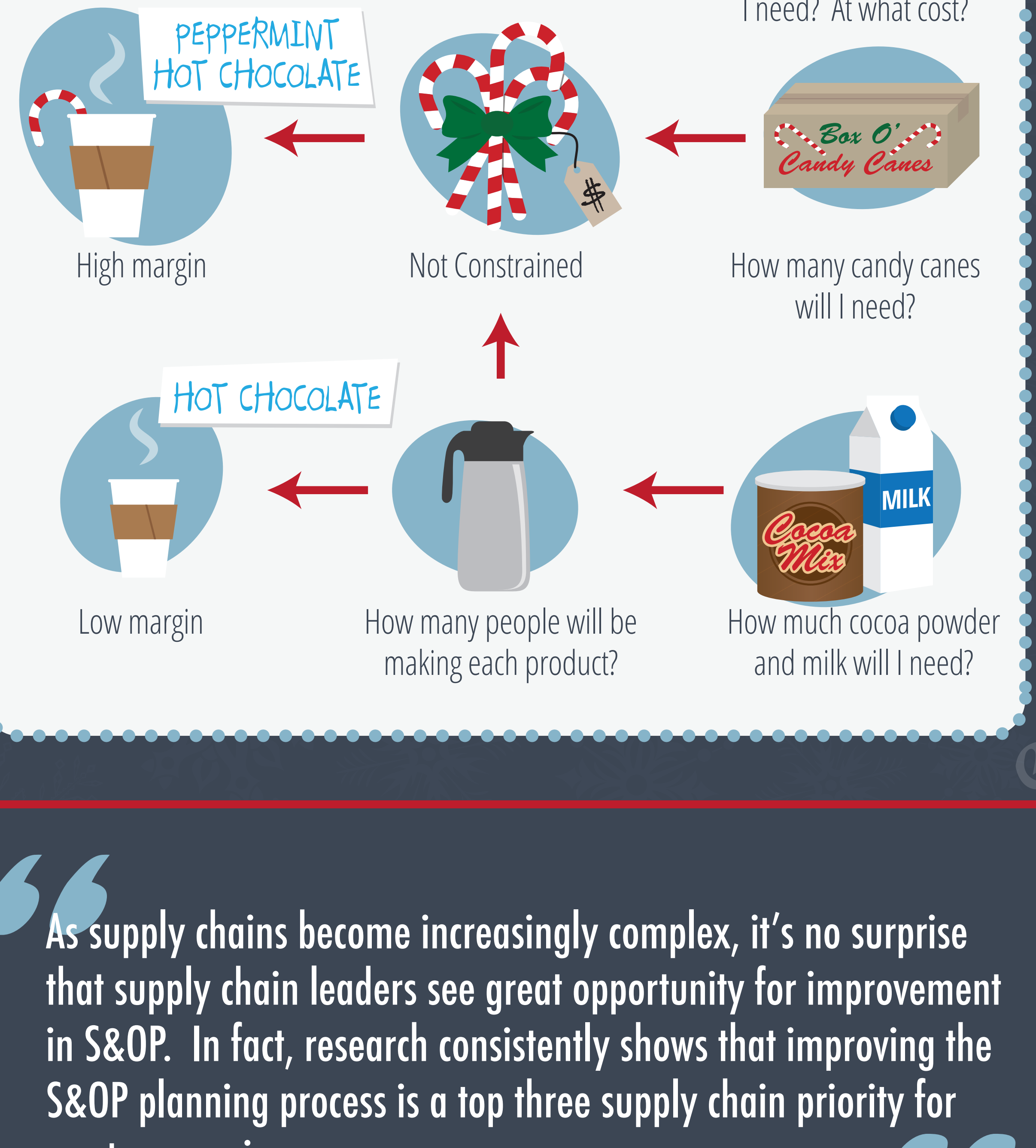
SELL - HOT CHOCOLATE

How much revenue and profit will I make?



EXPAND THE PRODUCT LINE SELL - PEPPERMINT HOT CHOCOLATE

How do I manage the supply of hot chocolate to make sure I can sell both products?



“As supply chains become increasingly complex, it’s no surprise that supply chain leaders see great opportunity for improvement in S&OP. In fact, research consistently shows that improving the S&OP planning process is a top three supply chain priority for most companies.”

Source: Rollings, Sean. "Hit the Refresh Button on Sales & Operations Planning." Supply Chain Management Review. March 19, 2014.

Get started at www.e2open.com/SOP



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