

it.sales and operations planning for consumer^{R2R}

SALES & OPERATIONS PLANNING IN THE CONSUMER GOODS INDUSTRY

NTT DATA Business Solutions



INTEGRATED SUPPLY CHAIN PLANNING THAT STRIKES A BALANCE BETWEEN DEMAND VOLATILITY AND PROCUREMENT BOTTLENECKS

One particular challenge for the consumer goods industry has been and remains rapidly changing demand situations accompanied by high requirements in terms of product availability. At the same time, there are limits to the extent and flexibility of production and procurement capacities. Supply chain planners always have to strike a balance between volatile requirements planning, restrictions in production and procurement, and annual budgeting.

A growing number of companies are now scrutinizing their existing process structures – and moving from largely independent traditional sales and procurement processes toward an integrated sales and operations planning process.

The ready-to-run solution it.sales and operations planning for consumer^{R2R} reflects this development. It is based on the SAP cloud solution Integrated Business Planning and places particular emphasis on streamlined process design with optimal support for the individual planning activities. The focus on typical industry requirements makes the solution especially attractive for companies that are looking to quickly establish effective support for their sales and operations process without the need for costly and time-consuming implementation.

“ The sales and operations planning process is increasingly playing a central role, as it combines the sales, procurement and finance perspectives while making the reciprocal influences between these aspects visible and hence manageable for companies.

Michael Galla, Head of Center of Excellence Supply Chain Planning, NTT DATA Business Solutions AG

Coverage of all central sub-processes in the S&OP process

The it.sales and operations planning for consumer^{R2R} solution from NTT DATA Business Solutions encompasses the entire process from sales through to production planning, and is especially tailored for the challenges of the consumer goods industry.

In sales planning, for example, promotion quantities can be planned or planning can be automated using additional forecasting techniques (e.g. single to triple exponential smoothing so that trends and seasonality can be taken into account). The solution also offers aggregation levels that are typical for the consumer goods industry, e.g. product group and consumer group, as standard.

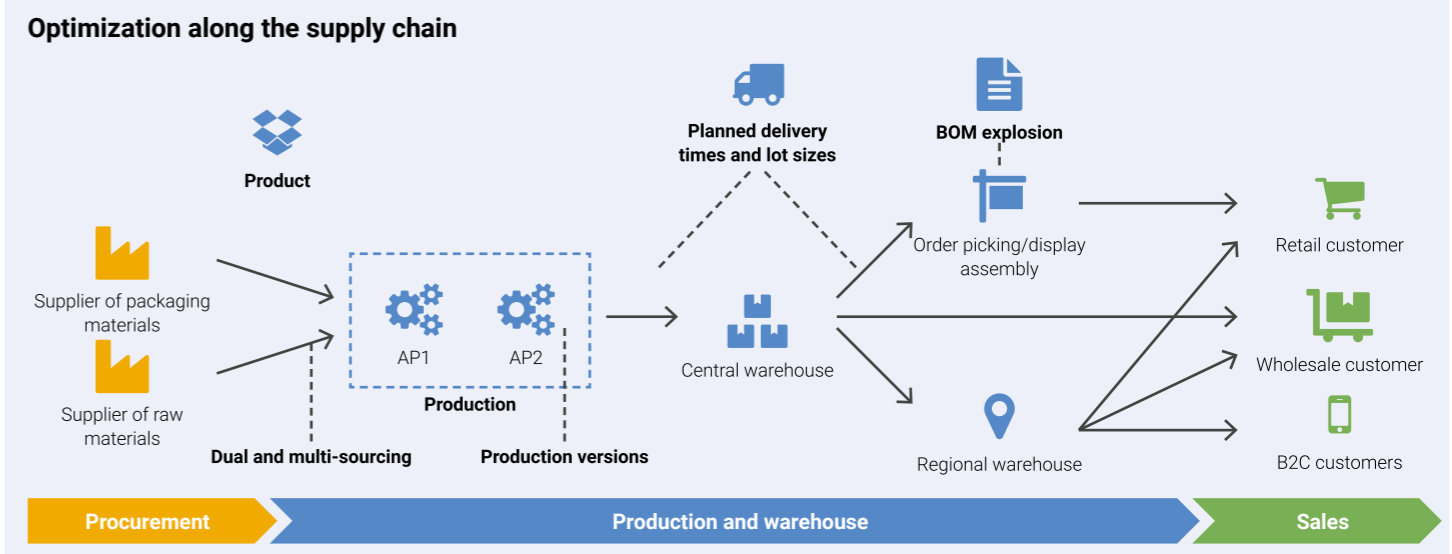
Sub-processes in it.sales and operations planning for consumer^{R2R}



The planning interface is Microsoft Excel. SAP Integrated Business Planning (SAP IBP) is integrated via an Excel plug-in, so planners can work directly in the SAP IBP solution without having to download files. A web-based input interface is also available for use on smartphones and tablets, allowing business partners to be integrated more easily. This offers greater flexibility by allowing planning data to be additionally recorded and analyzed using mobile devices.

However, sales and operations planning depends not only on the valid estimation of the planned sales, but also on the question of what this means for procurement and production. Peaks in demand for production capacity must be identified in good time, as must changes in raw material procurement requirements – sometimes even in relation to specific suppliers. it.sales and operations planning for consumer^{R2R} takes these aspects into account in its analysis functions and dashboards. For example, capacity requirements in production can be visualized, or analyses of future raw material or component delivery quantities can be generated on a per supplier basis. Where necessary, suppliers can even be given direct web-based access to all of the required quantities that relate to them.

The master data model in the solution encompasses all of the areas of the supply chain that are relevant to the consumer goods industry. In particular, its coverage extends from suppliers, production and distribution through to retail and wholesale.



Risk-free implementation – ready-to-run

Our many years of experience in the consumer goods industry and the tried-and-tested SAP best practices that we have tailored and adapted for specific sector requirements mean that the solution can be implemented quickly once the SAP IBP cloud solution has been provided.

Following a brief set-up phase including connection to the existing SAP ERP or SAP S/4HANA system, key users are trained in how to use the system before it goes live.

Your benefits at a glance

- Solutions based on best practice and adapted for the specific industry requirements
- Optimized, transparent planning processes for more efficiency
- State-of-the-art cloud solution for planning and simulation
- User-friendly planning interfaces
- Predefined data integration with SAP ERP 6.0 EHP4 and SAP S/4HANA
- Streamlined processes, immediate value added
- Quick implementation

Functions at a glance

 Sales forecasts incl. planning for new product launches	 Consensus demand planning that takes promotion quantities into account	 Forecast consumption
 ABC segmentation	 Demand and production planning with infinite, time series-based heuristics	 Forecast error calculation and analysis
 S&OP process support with S&OP process templates	 Analyses and dashboards with the internal IBP analysis apps	 Time series-based data integration from SAP ERP or SAP S/4HANA
	 Handover of planned independent requirement to SAP ERP or SAP S/4HANA	

We Transform. SAP® Solutions into Value

Digital transformation helps companies realize their full potential. Provided the technology works FOR the people who use it! At NTT DATA Business Solutions, we continuously plan, implement, manage and evolve SAP solutions for businesses – with employees in mind.

Just contact us – we will be happy to assist you.

<https://nttdata-solutions.com/contact>
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*Since April 1, 2021, itelligence has been operating as NTT DATA Business Solutions

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