

 Luminate Planning

Sales & Operations Planning

Accelerate alignment and agility with sales and operations planning

Business context

In today's fast-changing, highly competitive digital world, it is more challenging than ever for companies to increase revenues, market share and profitability while meeting customers' rising expectations on service and price. An effective S&OP process enables companies to plan and deliver revenue, margin and operating performance gains through improved decision support and cross-functional alignment.

The Blue Yonder solution

As a key part of Blue Yonder's planning solutions, sales and operations planning (S&OP) helps companies realize business benefits quickly by using a closed-loop process to support six distinct enterprise processes and associated scenario planning: demand review, supply review, demand-supply balancing, financial review, continuous plan refinement and business performance management.

With Blue Yonder's S&OP, companies can enhance their S&OP processes creating an integrated sales plan, production plan, inventory plan, new product development and introduction plan, strategic initiative plan and cumulative financial plan.

Capability Details

Data management

Combining all of the demand, supply, financial and new product launch data into an integrated business view is a challenge. Blue Yonder S&OP uses a configurable product hierarchy and attributes schemata— allowing stakeholders to construct “editable pivot” views to analyze and update plans based on any combination of attributes. This enhances the end-user experience while reducing integration costs by leveraging existing data in its original form.

Real results

Margin improvement up to

5%

Inventory reduction up to

15%

Reduction in reporting time up to

80%

Key features:

- **Exception management**
Guides planning discussions by highlighting exceptions with red, yellow and green visual priorities.
- **Detailed audit trails**
Creates detailed audit trails of meetings held, action items, action item assignments, status, and more.

Consensus

Planning cycles include multiple perspectives on the sales forecast, desired inventory levels, production targets and true capacity. A consensus-driven S&OP process can help reconcile these different perspectives, resulting in an operating plan that is approved by executives and has buy-in from every department. Blue Yonder's S&OP processes are more data-driven and less subjective, managing the entire S&OP meeting calendar by creating detailed audit trails of meetings held, action items, action item assignments, status, and more.

Global consistency

Today many companies operate globally in volatile, competitive business environments that can change very quickly. Blue Yonder S&OP is designed to help ensure global process compliance and repeatability even for companies whose stakeholders and participants may be spread out across different geographies and time zones.

Tracks the right key performance indicators (KPIs)

Blue Yonder S&OP enables you to continuously monitor KPI delivery against plan, highlight deviations and key exceptions, adjust configurations and trigger corrective steps using standard process playbooks. The solution can be configured to initiate predefined processes in response to user-defined triggers – thus increasing your company's ability to respond to unanticipated events in a quick yet strategic manner.

Scenario management

Blue Yonder S&OP identifies potential capacity bottlenecks that could occur when addressing a demand spike, introducing a new product or launching a promotion. For instance, if the sales and marketing teams are planning a new promotion to stimulate demand, S&OP can create a demand scenario to quickly analyze the supply chain constraints and contending demands. Based on this guided analysis, better decisions can be made to optimize the product mix and timing of the promotion.

Mix and volume options

Blue Yonder S&OP also includes an options planning module that enables organizations to plan for desired option mix and volume, while respecting capacity and engineering constraints across the supply chain. This capability is especially useful in industries such as automotive and high technology, which offer a large number of options to customers.

- **Flexibility**

Easily construct “editable pivot” views to analyze and update plans based on any combination of attributes.

- **Boundaryless planning with S&OE**

Helps bridge conventional time and organizational silos, closing the gaps between demand and supply planning, the upstream and downstream supply chain, and S&OP and S&OE.

Key benefits:

- **Better planning and execution**

Helps increase revenues, margins and operating efficiencies while minimizing the gap between the demand and satisfied demand.

- **Reconciliation**

Reconciles multiple perspectives on the sales forecast, desired inventory levels, production targets and capacity.

- **Global coordination**

Easily coordinates information across time zones and geographies ensuring process compliance and repeatability.

Digital transformation is at your fingertips

To learn more, visit blueyonder.com

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