



SAP IBP – SALES & OPERATIONS PLANNING

Supply and demand in perfect harmony



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What is SAP IBP?

SAP Integrated Business Planning (SAP IBP) is an ERP-independent cloud solution for mapping the complete supply chain planning process based on SAP HANA. It can be implemented very quickly and affordably. IBP offers:

- Sales planning – supported if necessary by modern statistical forecasting methods (IBP for Demand)
- Fully-fledged sales and operations planning, including a medium- to long-term capacity comparison for feasibility checks (IBP for S&OP)
- Functions for rough operational production planning (IBP for R&S)

What's more, IBP offers algorithms for inventory optimization with safety stock calculation and allocation in the SC network (IBP for Inventory), not to mention advanced reporting and alert functions that extend beyond the functions of the modules mentioned previously (IBP Control Tower). Options for mapping scheduling according to the DDMRP procedure are also provided.

SAP IBP is thus the growing basis for all tasks to optimally support supply chain planning along the entire value chain. Based on the templates that SAP delivers, your requirements are implemented quickly and efficiently following a proven project methodology.

Properties of SAP IBP



Real-time insights and monitoring at aggregate and detailed levels



"What if?" simulation and scenario planning



Flexible and extendable data model and ready-made templates



Performance of planning tasks in one tool (e.g. calculating the capacity load resulting from the demand plan)



Intuitive operation of the Excel frontend without a high level of training promises good user acceptance



Strong analytical and graphical functions based on the latest SAP Fiori technology

Why is sales and operations planning so important?

Companies pursue plans. Plans that different employees should contribute to from different perspectives. As a result, planning data is created from the perspective of the Finance Department, the Sales Department and the locally responsible key account managers, not to mention the Marketing Department. Of course, Production's perspective in terms of scheduled human and machine capacities also provides

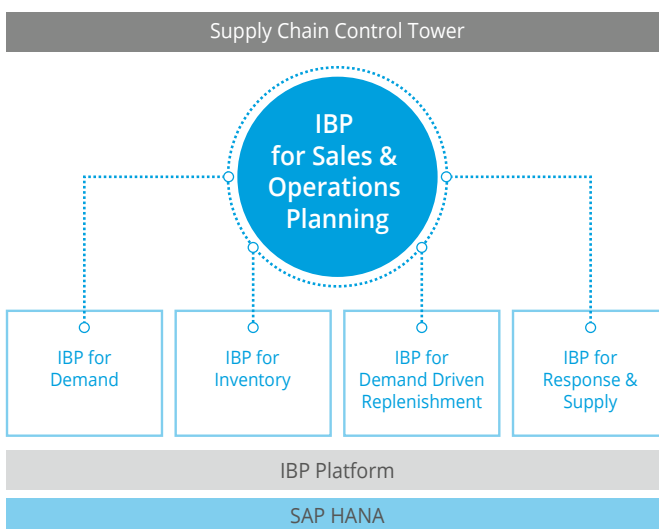
important planning information. Often, these plans are prepared in a disconnected and independent manner, leading to coordination and understanding problems between the individual departments. For example, a marketing activity has a sales-promoting effect on a product portfolio, but this often takes Production by surprise in an uncoordinated manner, thus putting delivery capability at risk.

Effort drivers and quality inhibitors

Often, supply chain-related plans are developed in different tools and data pots. Planning is not cohesive and does not take place across different divisions, resulting in long preparation and throughput times, not to mention system discontinuities, along with increased susceptibility to errors. Planning quality can be significantly increased if a planning system automates plan merging and enables a basis for consensus-based planning across different, also decentrally organized planning instances.

SAP IBP for Sales & Operations Planning

Sales & Operations Planning – the central module of the SAP IBP solution – provides a modern and adequate basis for companies whatever their size and whatever industry they operate in. All planning-related information is mapped in a uniform, consistent data model. Local plans can be consolidated centrally and mapped correctly in terms of scheduling within the supply chain network. Feasibility can be ensured even at the planning stage, proactively reducing shortages, overstock and capacity problems in the supply chain and enabling efficient materials scheduling, purchasing control and detailed production planning. IBP naturally keeps an eye on the entire supply chain across all plants. IBP works independently of the local ERP systems, so it is not limited to working with R/3 or S/4. What's more, the suppliers can be involved too.



Why should you implement SAP IBP for Sales & Operations Planning in your company?

- ✓ State-of-the-art support with creating content-optimized planning for proactive supply chain management activities
- ✓ Mapping of the entire supply chain across plant and system boundaries
- ✓ Illustration of planning data with respect to both quantity and value
- ✓ High-performance completion of planning activities based on HANA in-memory database technology

In this way, the basis for inventory-optimized disposition and supply chain control is created. The sub-plans adjoining planning as part of S&OP – in particular scheduling and detailed production planning – are otherwise fragile. Planning as part of S&OP that is both flexible and fit for purpose with respect to content is what drives a good delivery service level and helps to cut disruption costs considerably.



"We use SAP IBP to carry out sales planning across all our sites and business units in a consistent, IT-supported manner that guarantees both high quality and high performance – so it provides genuine added value," explained Daniel Fischer. There is no longer any need to go through the error-prone process of manually copying data required for planning from CO-PA to Excel and planning data from Excel back to SAP. This was previously a regular occurrence.

Daniel Fischer, SAP Application Manager, Jungbunzlauer Suisse AG

Jungbunzlauer

ORBIS expertise

ORBIS offers you process know-how based on many projects implemented in both the demand environment and the sales and operations environment. We are also one of the leading SAP partners, having acquired experience in technically implementing SAP IBP. You receive process and IT consulting services from a single source. This ensures that neither unrealistic concepts are created nor purely technically motivated IT solutions are implemented. We offer you a demo system to carry out the conceptual project work, without any need to pay the SAP license costs usually incurred at the start of the project.



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