

# SAP IBP – Sales and Operations Planning with ORBIS



# Sales and Operations Planning ...

## Planning isn't everything ... or is it?

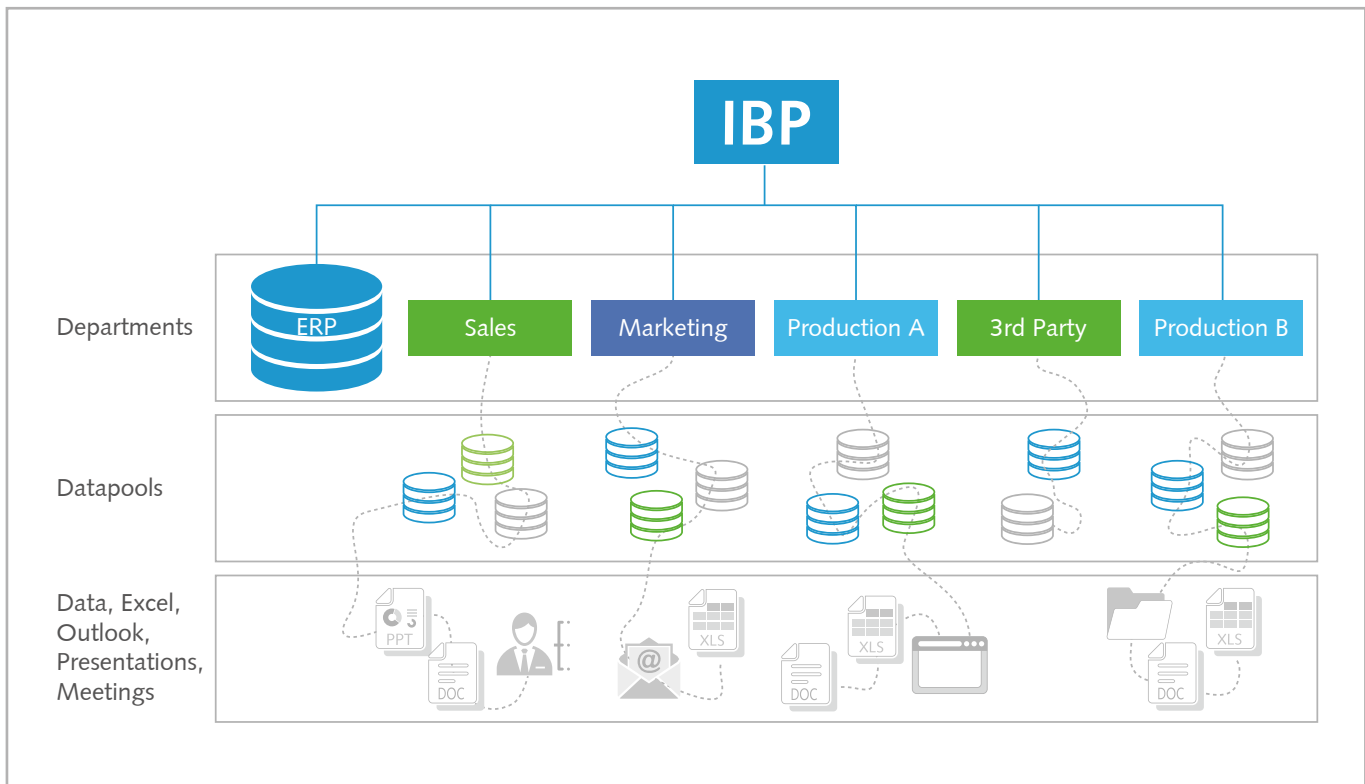
### Interdisciplinary planning

Companies follow plans. Plans created by a range of employees with a whole variety of viewpoints. This means there is planning data from the point of view of the finance department, sales and the key account responsible locally along with the marketing department. Of course, the viewpoint of production when it comes to the planned available staffing and machine capacities is also an important piece of planning information. Frequently, these plans emerge in a detached way, independent of one other, which creates problems in the coordination and understanding of the individual departments. A marketing activity, for example, will have a sales promotional impact on a product portfolio, which often takes production by surprise and jeopardises the ability to deliver. The solution is a **consistent Sales and Operations Planning Process (S&OP Planning) perfectly illustrated in adequate tools**. Only in this way can a basis for a stock-optimised scheduling and control of the supply chain on the purchasing and production side be created. Scheduling and detailed production planning rest on shaky foundations. An adequate and flexible S&OP planning in terms of content is the driving force behind a good delivery service level and contributes significantly to the reduction of disruption costs.



### Cost drivers and quality inhibitors

Supply chain-relevant plans are often created using different tools and data pools. No cohesive, interdisciplinary planning is performed, resulting in lengthy preparation and processing times along with system breaks with increased susceptibility to errors. The quality of planning will increase significantly if a planning system automates the merging of plans and provides a basis for consensus-based planning across different planning instances.



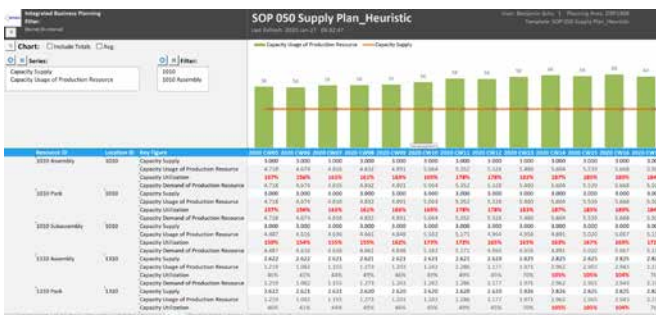
# ... with SAP IBP and ORBIS

## SAP IBP for Sales and Operations Planning

SAP IBP for Sales and Operations Planning offers consistent, harmonised planning across multiple departments, allowing the consolidation of strategic and operations planning in companies. All information is depicted in a unified, consistent data model. Local plans can be consolidated on a centralised basis and correctly mapped out in a supply chain network. Feasibility can be ensured as early as the planning stage, which proactively reduces faulty materials, excess stock and capacity problems in the supply chain, enabling efficient detailed production planning and purchasing control. Of course, IBP takes the entire supply chain across all plants into account, and the suppliers can be integrated into this data basis.

### A few IBP features at a glance

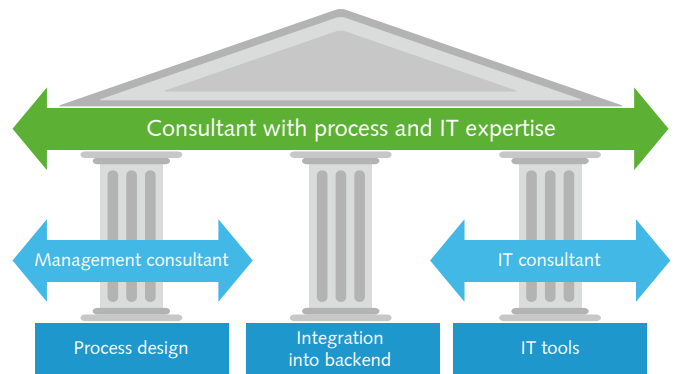
- Interdisciplinary business plan to balance plans from different departments
- Consideration of the entire supply chain across plant boundaries and, if applicable, ERP system boundaries
- Implementation of planning tasks in one tool,
- e.g. calculation of the capacity load resulting from the demand plan
- Presentation of the plan data in quantity and value
- What If Simulation and Scenario Planning
- strong analytical and visual functions based on the latest SAP Fiori technology
- Use of a SAP HANA database for high-performance implementation of planning changes and aggregations/disaggregations
- Intuitive operation of the Excel front-end without major training effort; promises good user acceptance



## Simple system integration

Sales and Operations planning is a module of the “SAP Integrated Business Planning” solution (SAP IBP). SAP IBP is an ERP-independent Cloud solution, which gets by without lengthy implementation phases. Based on the delivery status, which works from the very beginning, your requirements are implemented quickly and, following an agile project methodology, efficiently. We offer you a test and demo system for carrying out the conceptual project work without you having to bear the SAP licence costs usually incurred at the start of the project.

## ORBIS expert knowledge



ORBIS offers you process expertise based on a variety of projects in a demand and sales/operations field. In addition, we are one of the leading SAP partners, with experience in the technical implementation of SAP IBP. You will receive process and IT consultation from a single source.

## The result

With SAP IBP for Sales and Operations Planning, your supply chain planning receives the ideal level of support. This results in **process transparency** on all levels, **increased efficiency and planning precision** along with the **creation of a basis for scheduling, production planning and purchasing**.

Find out more



[www.orbis.de/en/sap-scm/sop](http://www.orbis.de/en/sap-scm/sop)

### Contact

**Karsten Schulz**

Tel.: +49 681 9924-604

Email: [karsten.schulz@orbis.de](mailto:karsten.schulz@orbis.de)



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Microsoft Partner



ORBIS AG, Nell-Breuning-Allee 3-5, D-66115 Saarbrücken, Phone: +49 (0) 681 / 99 24-0, Email: [info@orbis.de](mailto:info@orbis.de), [www.orbis.de](http://www.orbis.de)

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