

GET AHEAD OF THE COMPETITION WITH S&OP

Companies everywhere are achieving significant improvements in overall business performance by using Sales and Operations Planning (S&OP) strategies and software. The process is allowing executives to align operational plans with strategic goals and priorities and some of the results have been stunning.

At FocusConnect 2012, **JDA** are partnering with **Oliver Wight** to run an S&OP workshop, to give people valuable experience managing an integrated business planning process using S&OP tools, including the JDA software. Need more convincing? Look at some of the benefits of an S&OP plan below.

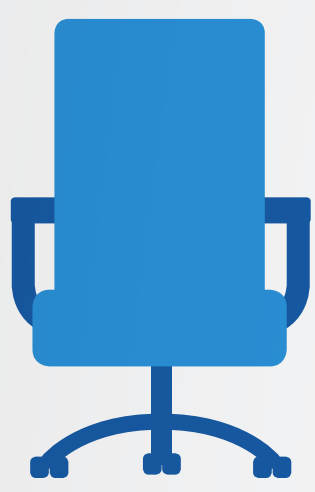
S&OP Myth Busting

Transforming an S&OP process from supply-demand balancing to a strategy that incorporates an entire business can future-proof a company, creating increased supply chain visibility, improved customer service and better profitability. But there are some myths surrounding S&OP.

Some companies are still clinging on to archaic processes that focus on historic and short to mid-term operational issues. These outdated processes are stopping companies from being competitive and, as such, they're losing opportunities to increase sales, services and profits. We're going to bust a few of those myths.

Myth

The S&OP process should be owned by the demand planning or supply chain teams.

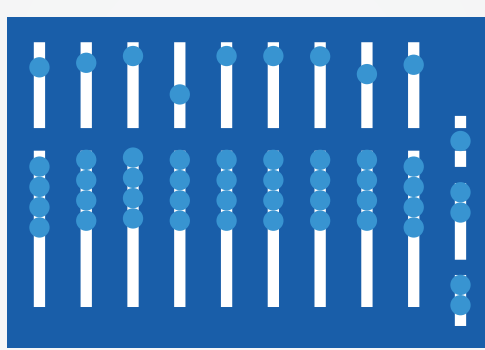


Busted

The S&OP process needs to be owned by executives. This enables them to have an overview of the process and identify opportunities and need between the supply and demand chain, financial projections and strategic business objectives.

Myth

The numbers will support decisions, while S&OP is limited to quantitative views of the business.



Busted

Good S&OP processes, supported by technology, allow for the evaluation of risks and opportunities, while also capturing and archiving qualitative information that can lead to better future business decisions.

Myth

S&OP is just another time-consuming job that leads to little action.



Busted

S&OP puts executives in control, allowing them to define the information they need, in the format that they need it in, to ensure they can make smarter business decisions.

S&OP Tips

An effective S&OP strategy can help business survive a volatile market place. Here are some top tips for getting the most out of your S&OP plan.

Tip 1

Having the latest corporate information, demand, supply and financials in one place, enables you to see the impact of multiple changes on an S&OP plan, highlighted through exception messages.

Tip 4

Understanding the nature of a change to the S&OP plan allows a better comprehension for everyone and the ability to reuse strategies based on an understanding of success.

Tip 2

Visualisation of an S&OP plan at different levels, in terms of product and customer hierarchies and time dimensions, allows the correct corporate resources to be directed to the appropriate focus areas.

Tip 5

A typical failing of an S&OP process is the administration of the process itself. JDA's S&OP solution helps maintain process cadence through enforcing timelines, highlighting exceptions like data gaps and providing information to back up numerical changes, allowing a greater level of corporate transparency.

Tip 3

Highlighting deviations to an S&OP plan, to allow for rapid and, more importantly, informed responses, enables assessment of multiple resolutions.

The big numbers

Customers using JDA S&OP solutions have seen dramatic benefits to their business.

Increased order booking efficiency by more than

80%



Improved order promising accuracy within desired delivery week of up to

92%



Reduced late orders running in the production line to less than

10%



Register for **FocusConnect 2012** and you can discover the advantages of using the S&OP tools and techniques that will help your business respond to changing market conditions and stay ahead of the competition.

For more information and to register, head over to www.jda.com/focusconnect.