

Sales & Operations Planning – S&OP

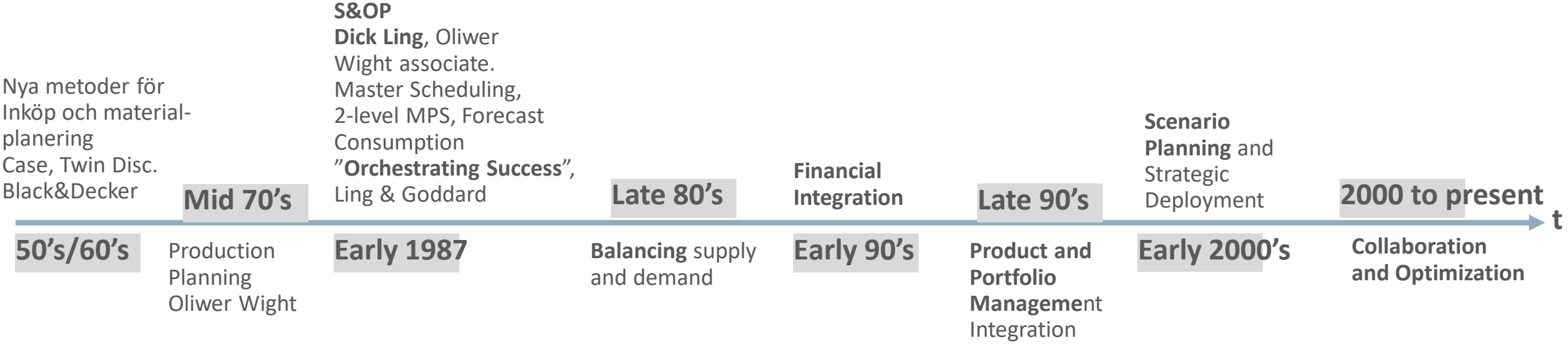
Short introduction

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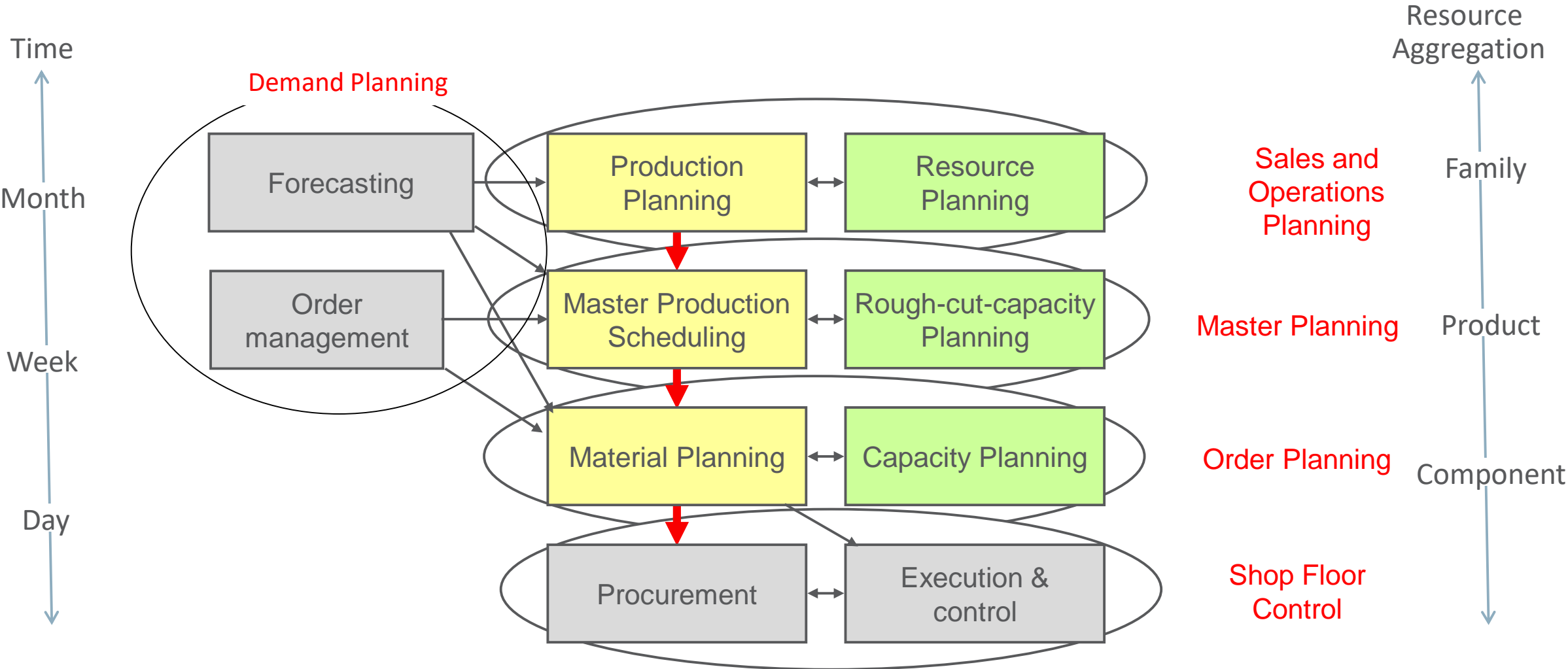
Innan vi startar

- Säkerhet
 - Utrymning
 - Hjärtstartare
 - WC
- PLAN tillämpnings- och forskningskonferens 22-30 April i Linköping

Evolution of Sales & Operations Planning



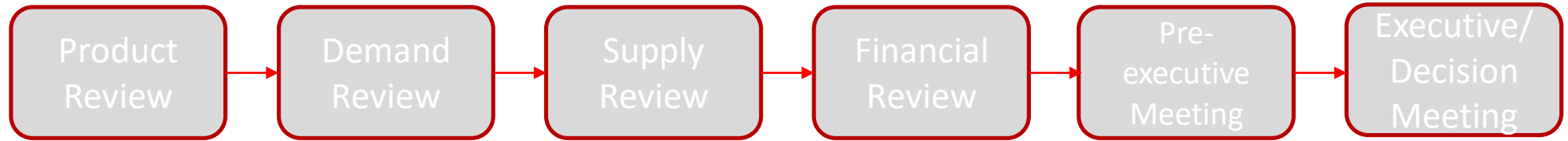
Planning Model (MRPII)



S&OP-participants



The S&OP-process



Process and
time horizon

Meetings

Organisation

Metrics

Technology

Key Learnings

- A strategic/tactical process involving all stakeholders in a company
- Objective: An effective and seamless flow of products to customers
- How: Identify bottlenecks/challenges in advance in order to be able to find alternative solutions
- Output: A feasible production plan

Agenda

- Introduktion
- S&OP i Nordiska företag
- Paus
- S&OP Case- NCR
- En dag för en S&OP-planerare (demo)
- Panel diskussion
- Lättare lunch och mingel

Roger Lindau

Patrik Jonsson

Emir Musabasic

Nanda Kesanapalli

Panel diskussion

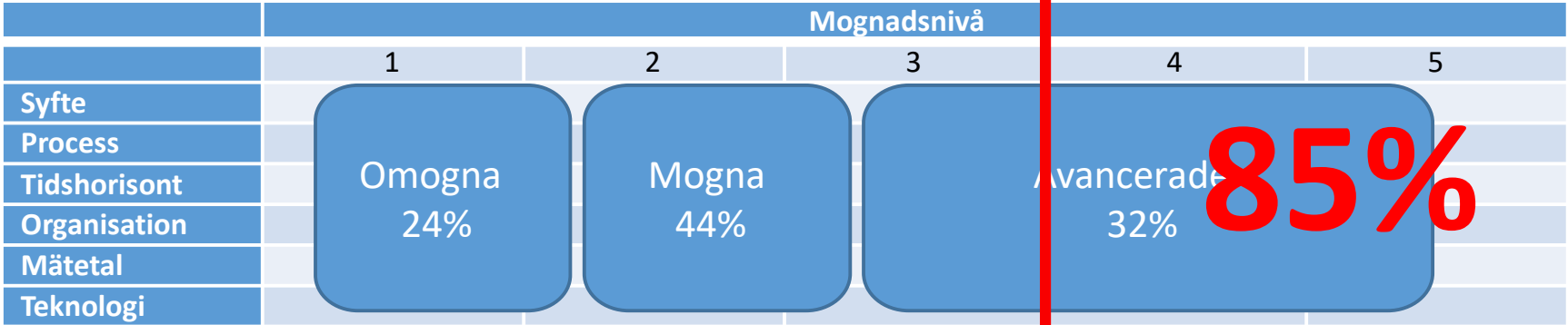
- Deltagare

- Professor Patrik Jonsson
- Emir Musabasic
- Nanda Kesanapalli

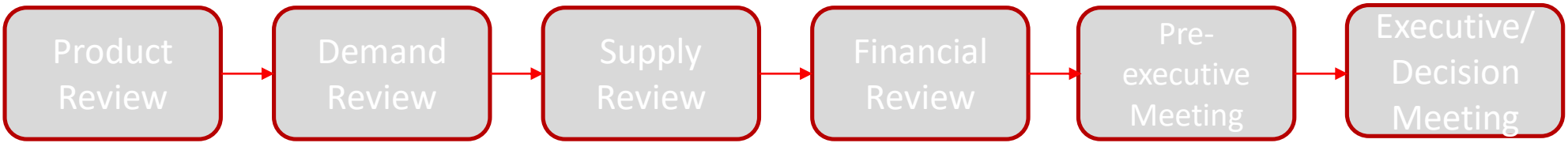
Questions

1. S&OP is a quite mature process and it has been around for some time. However, 85% of companies have not reached the higher maturity stages. Why is that?
2. S&OP involves many different functions and people and is considered as an important strategic/tactical process. However, tangible results are not very easy to derive directly from the S&OP. Which result would you emphasise as the most important output of a well functioning S&OP-process?

Next Step in the Maturity Model



- 85% has reached up to step 3 (Gartner, XXXX)
- How could these companies take the next step in the maturity model?



- This is how it could be done!