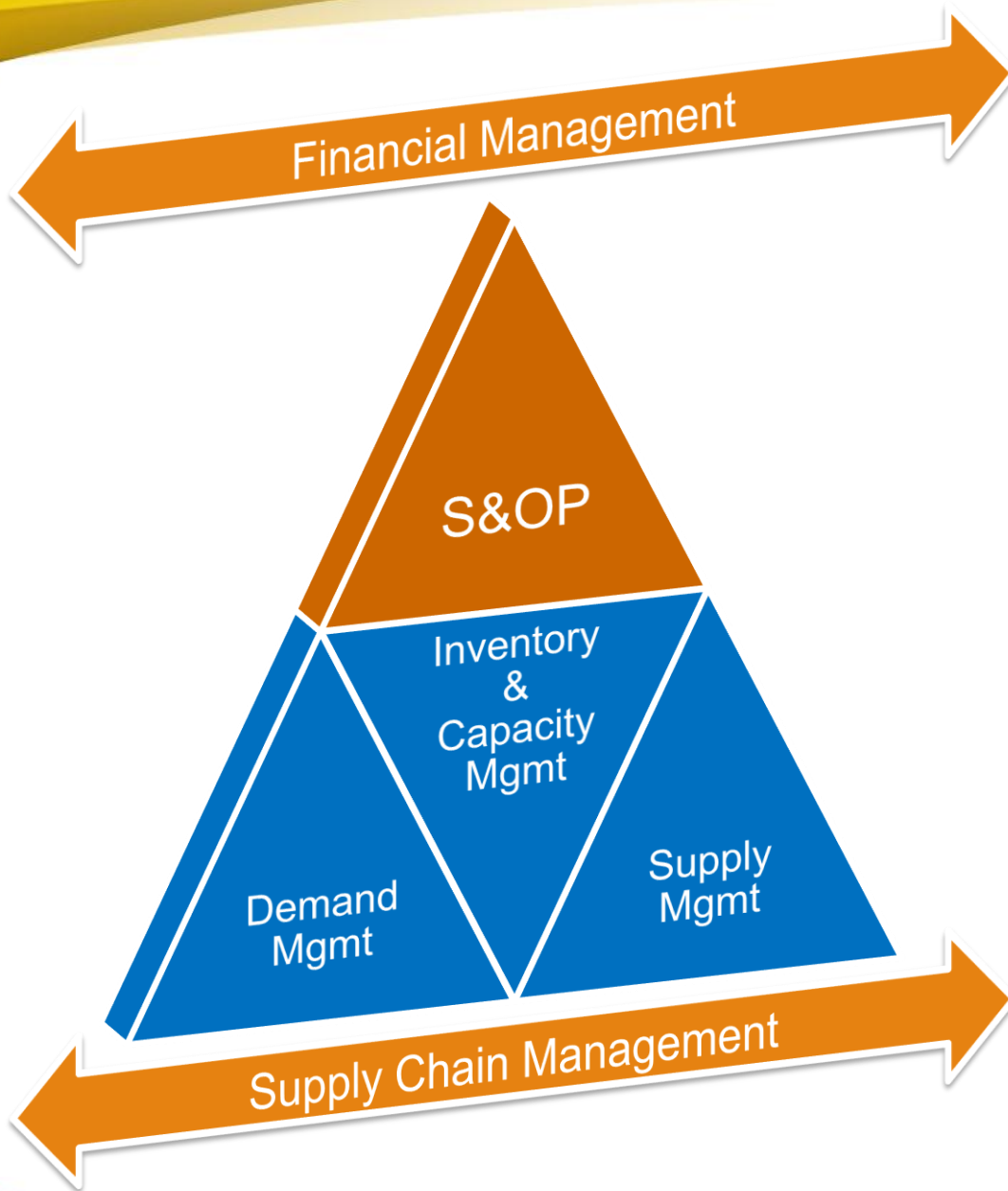
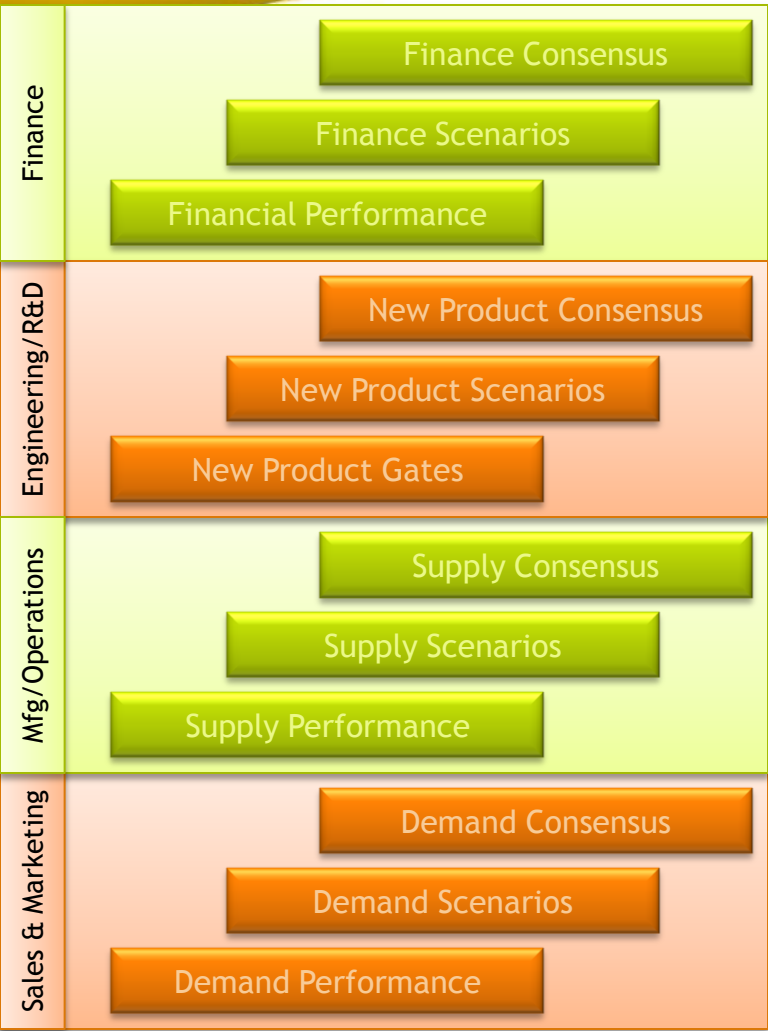


Sales & Operations Planning





- Identify
 - Insights
 - Risks
 - Opportunities
- Across
 - Demand
 - Supply
 - Products
 - Finance



Operational Planning & Execution

Continuous demand, supply, and market input

Learning from the past

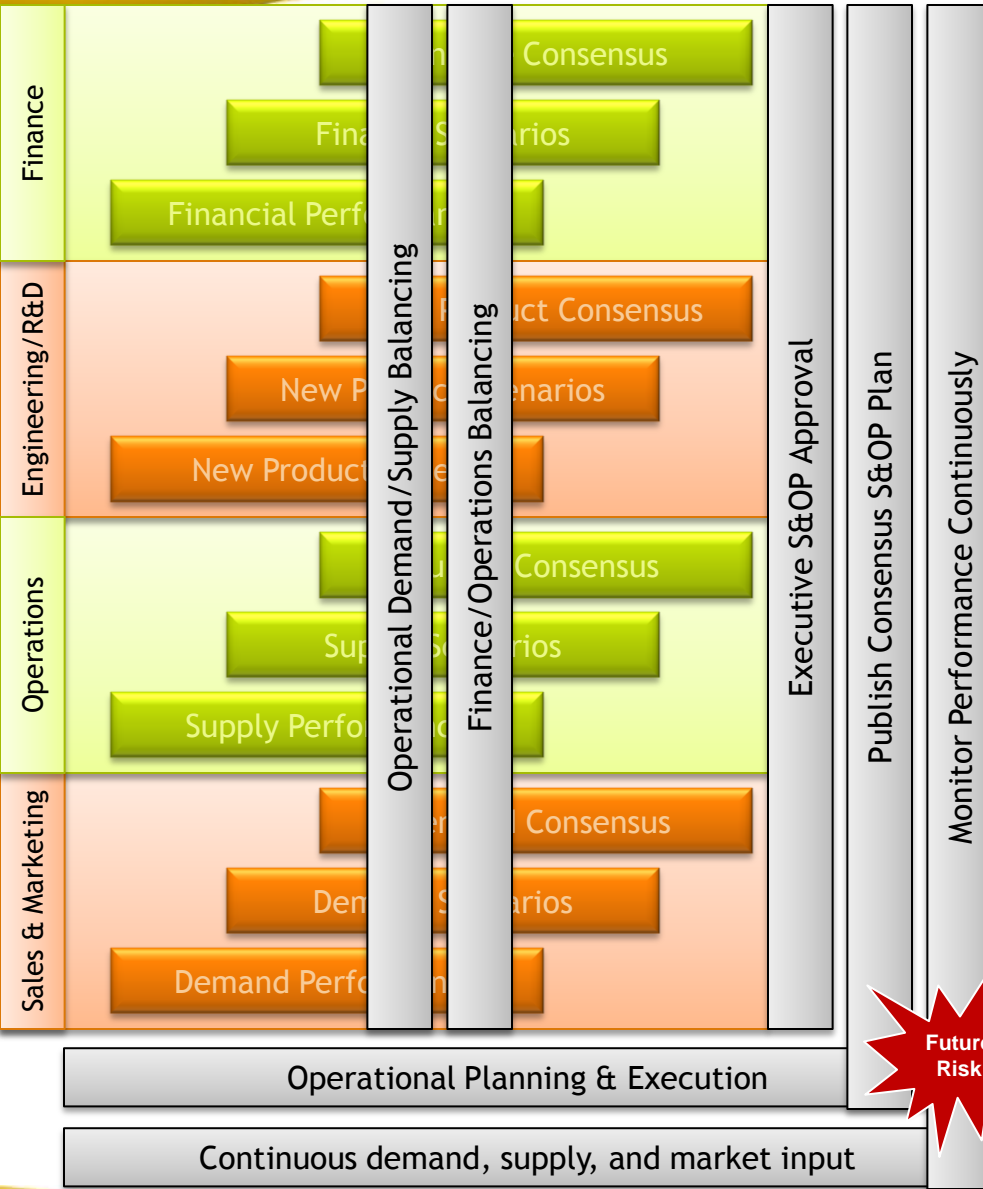
- Understand which assumptions worked, which didn't, and why

Assessing the future

- Sensing market drivers
- Evaluate risks & opportunities

Arriving at a consensus

- Trade-offs between Make, Source, & Deliver



Orchestration

- Focus on the “and”
- Ensure feasibility of S&OP

Meeting company objectives

- Set operational goals & objectives

Staying on top of things

- Detect shift in market drivers
- Identify future risk early

Technology-Enabled S&OP

- Plan quickly, collaboratively
- Monitor plan continuously
- Assess future risk/opportunities
- Respond quickly when necessary
- Seamless Financial & Operational alignment



**Efficiency enabled
Effectiveness**

Questions?