



## Sales and Operations Planning

The Kinaxis<sup>®</sup> RapidResponse<sup>®</sup> Sales and Operations Planning application transforms your S&OP by combining demand and supply planning, volume and mix planning, and long-term and short-term planning into a single data model.

Collaboration across functions (demand planning, supply planning, inventory management, capacity planning, finance, sales and marketing) can more naturally occur because you are working in concert from a single data source. S&OP team members can come together to evaluate, collaborate, and choose a sales and operations plan that most closely aligns with the financial business plan.

### Business outcomes

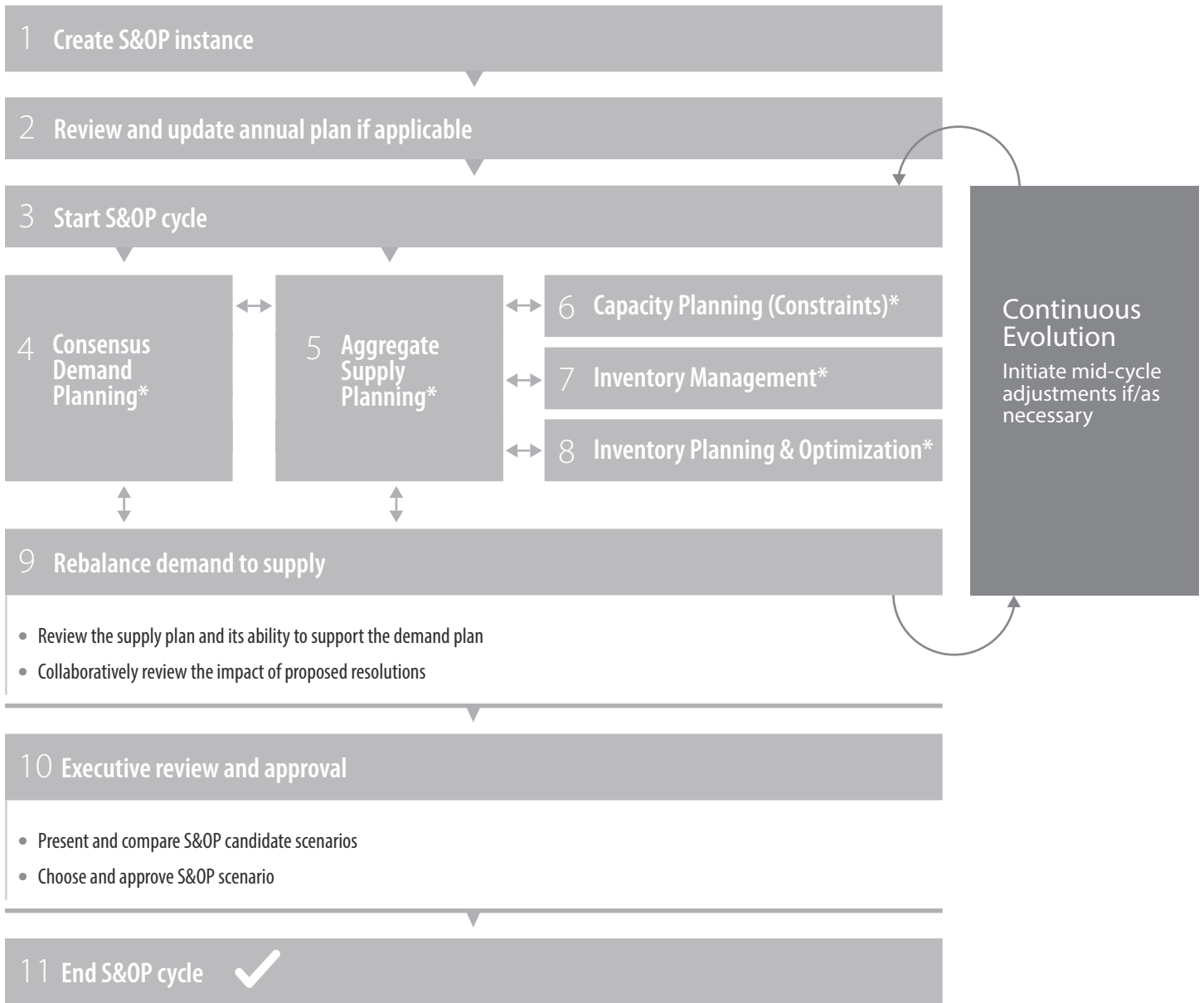
- ▶ Faster and more reliable plan development, drastically reducing the sales and operations planning cycle, while producing more accurate results
- ▶ Increased consensus and fewer surprises, producing viable plans that have been contributed to and vetted by stakeholders
- ▶ Clearer, quicker insight into the impact of changes to the S&OP plan on operations, and conversely the impact of changes within a given function of the business on the S&OP plan
- ▶ An ability to scale and mature the S&OP process to maximize business opportunities and minimize risks

“ The speed in which scenarios can be created and analyzed has gone from 24-48 hours to 10-30 minutes in our S&OP process with RapidResponse.

Operations Manager  
S&P 500 Electronics Company

# Application process components

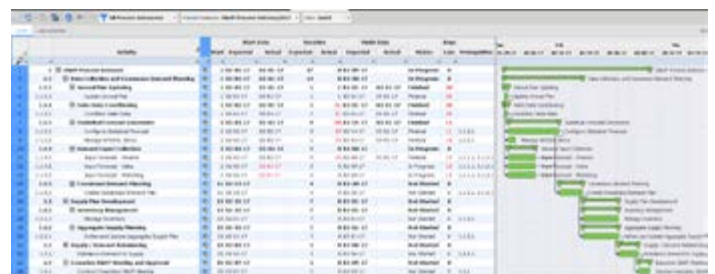
The out-of-the box S&OP application supports these process steps:



\*Optional RapidResponse application or recommended data input.



S&OP dashboard



S&OP process with Gantt chart

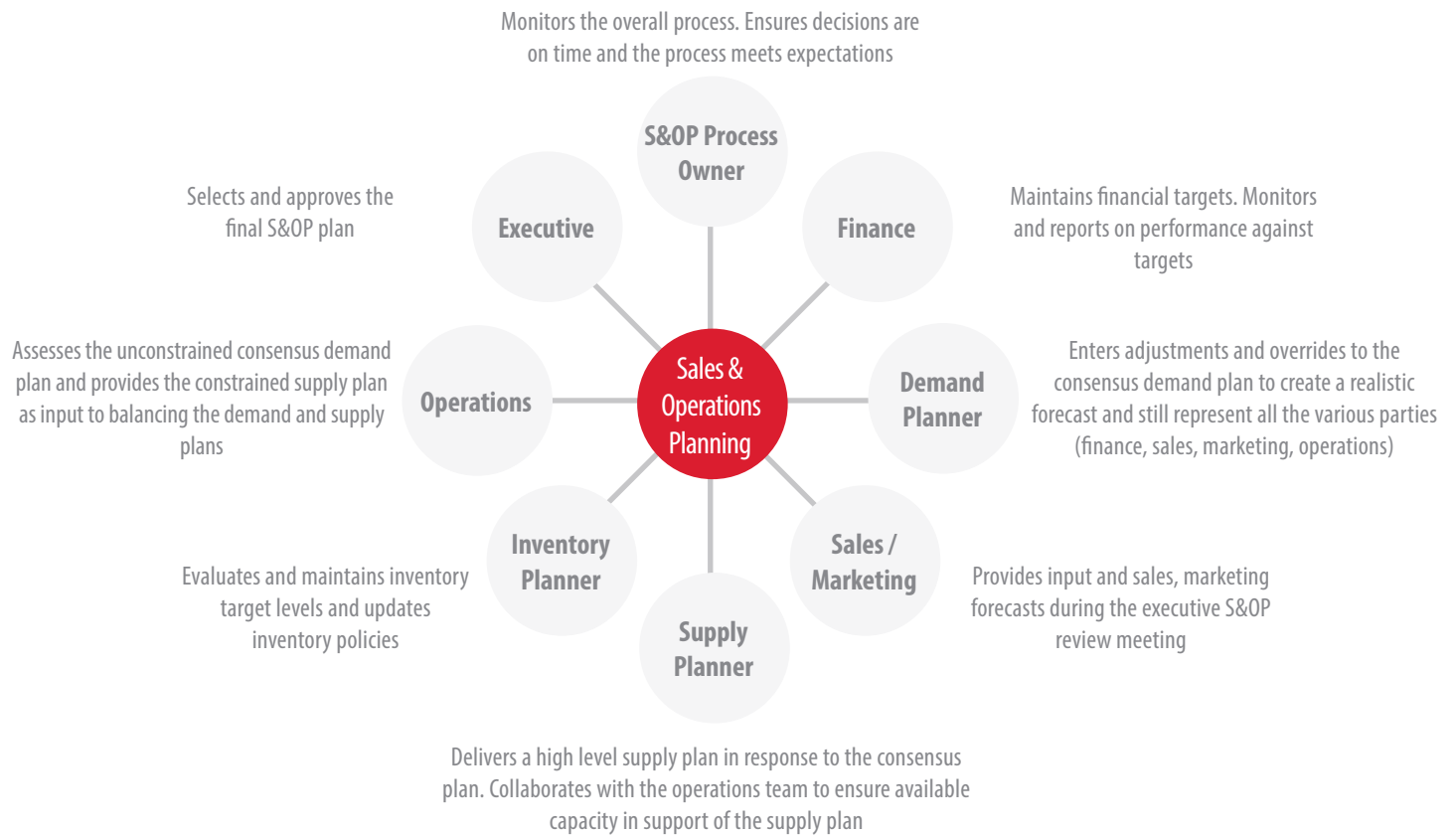
## Managing performance

Standard metrics are included in the S&OP application's out-of-the box dashboards allowing for focused management of the performance measures that are most applicable to the function at hand. Standard measures include:

- ▶ **Ending Inventory Value:** Summary of the value of the projected inventory at the end of each period.
- ▶ **Margin %:** Summary of the difference between revenue and cost of goods sold, by period.
- ▶ **Revenue Value:** Summary of the revenue for actual orders and forecast, by period.
- ▶ **On-Time Delivery to Request:** Historical and projected percentage, by period, of order lines available on or before their request date.
- ▶ **Key Constraint Utilization %:** Summary of actual load, by period, expressed as a percentage of the available load for key constraints.

## Cross-functional collaboration

In the S&OP application, collaboration occurs across these functional roles:



## Kinaxis RapidResponse allows companies to concurrently plan, monitor and respond on one platform, across business functions.

With a single data model and analytics engine, RapidResponse offers an array of supply chain applications all easily accessible through a common user interface. Using our single product, instead of individual disparate software solutions, our customers gain end-to-end supply visibility and the agility to respond quickly to changing conditions. The result is significant operating and cost efficiencies.

Deploy RapidResponse applications individually or together. Designed to be highly configurable, you can easily adapt our applications to meet your company's unique business needs without the heavy burden of ongoing custom coding.

## What's next on your supply chain journey?

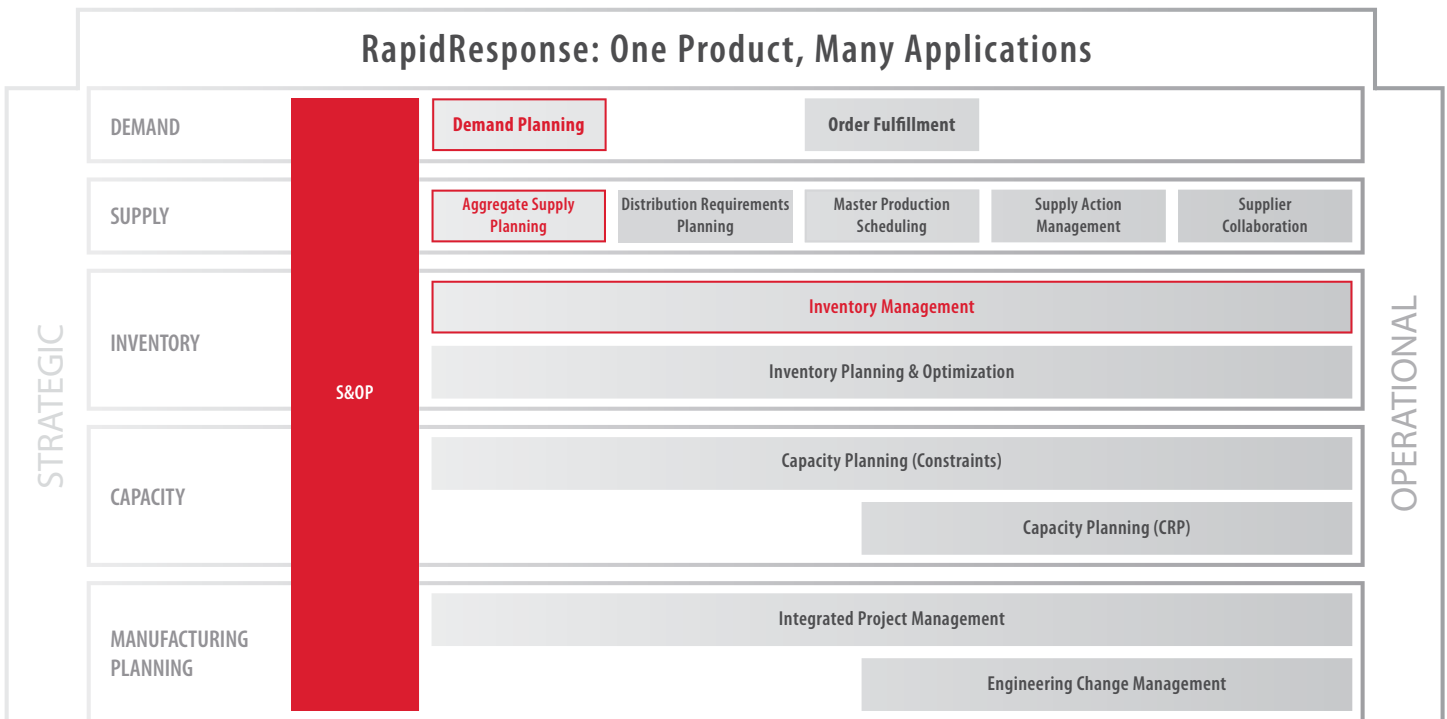
Choose the path that's right for your organization. With all our applications running on the single RapidResponse platform, you have the flexibility to deploy at your own pace. We'll help you mature your planning processes, wherever you happen to be in your supply chain journey. Achieve added benefits by using the S&OP application alongside one or more related applications to ensure synchronization across interrelated planning processes.

You can achieve significant added benefits by using the S&OP application with one or more related applications to ensure synchronization across interrelated planning processes. Organizations that use the S&OP application typically have deployed other applications such as Demand Planning, Aggregate Supply Planning and Inventory Management. The added value of the process orchestration capabilities ensures effective and efficient cross functional planning and course correction.

“ RapidResponse has improved the confidence of company leaders that our S&OP process is dependable and that we can quickly provide reliable data for decision making purposes.

**Operations Manager**

Medium Enterprise Electronics Company



## Revolutionize your planning with Kinaxis RapidResponse

Kinaxis® gives people the confidence to know they're making the best planning decisions to maximize business performance in today's volatile world. Plan for any future. Monitor risks and opportunities. Respond at the pace of change. Our platform blends human and machine intelligence to solve complex planning problems in easy-to-understand ways.



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