

**SUPPLY CHAIN**

# PLANNING SOLUTION GUIDE

## Don't let ineffective S&OP processes derail your company's success

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Without effective sales and operations planning (S&OP) you'll find yourself constantly missing business opportunities because you don't see them coming. And even when you do, by the time you've mobilized a response, it's already too late to take advantage of them. Stop letting slow, siloed and stagnant S&OP put your profit at risk.

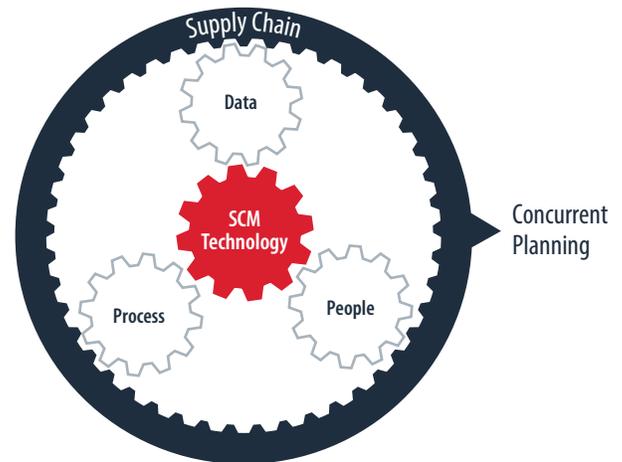
Respond to changes faster, spot opportunities earlier and better align your organization around a common set of goals. Improving S&OP makes staying profitable and ahead of the competition easier, no matter how fast or often your business landscape shifts.



## What does it take to improve S&OP processes?

Effective S&OP doesn't just happen. It requires change – both organizational and technological – to be successful. Old, siloed ways of thinking need to make way for new, collaborative ones. Dated, piecemealed technology needs to be replaced by integrative, connected solutions. And that is exactly what concurrent planning lets you do.

Concurrent planning connects data, processes and people in a single, harmonious system, allowing you to plan expected performance, monitor progress and respond to disconnects when changes in your supply chain happen.



## With concurrent planning, you can improve your S&OP processes by:



**Consolidating disparate data** – gluing together data from disconnected systems is time consuming, error prone and difficult to maintain. When it comes to your S&OP, can you afford to wait four weeks (or longer!) for a typical S&OP cycle to get the answer? Get the right data, when you need it and in a place you can make sense of it.



**Expanding what-if scenario simulation** – having the right data doesn't automatically mean you'll know the right decision to make. That's where what-if scenario simulation comes in. Anyone, anytime should be able to run multiple what-if scenarios in seconds and quickly compare the results to determine which course of action best aligns with your corporate objectives.



**Improving end-to-end visibility** – even if you can wait for the answer, the one you're getting may be wrong if you don't have network-wide visibility. That visibility ensures you have all the data needed to make an informed decision, and that it's as up-to-date as possible.



**Building cross-functional collaboration** – sometimes the right decision for your business means teams need to make tradeoffs or compromises. Bringing together decision-makers allows that to happen faster and more effectively with everyone working collaboratively to identify supply chain issues and opportunities, formulate and evaluate scenarios, and implement solutions that support organization-wide supply chain goals.



## Everyone wins with a different approach to S&OP

### Executives

- Gain a complete picture of the entire supply chain, so you always have your finger on the pulse of what's going on.
- Spot opportunities faster so you can make smarter business decisions and stay on track to competitive and financial success.

### Finance

- Everyone is working toward the same set of corporate and financial goals so you never have to worry metrics like revenue at risk aren't being represented in S&OP decisions.
- Identify potential risks earlier so you can set the wheels in motion to mitigate impacts to the bottom line.

### Managers

- Work collaboratively with other departments for easy problem solving and decision-making, so your actions benefit both your team and the organization as a whole.
- Ensure decisions are on time and the S&OP process meets expectations thanks to increased visibility.

### Planners

- Simplify your day-to-day with access to all the data you need to do your job efficiently and effectively.
- Make decisions and changes with confidence knowing you're aware and understand the implications on others.



## RapidResponse lets you set the S&OP bar higher

Kinaxis® RapidResponse®, our cloud-based supply chain management software, provides you with concurrent planning capabilities and connects your data, processes and people into a single environment for a consolidated view of your entire supply chain. When it comes to S&OP, that means more rapid plan development, reduced cycle times and more accurate results so you can maximize business opportunities, minimize risk and develop plans that align with your financial goals.

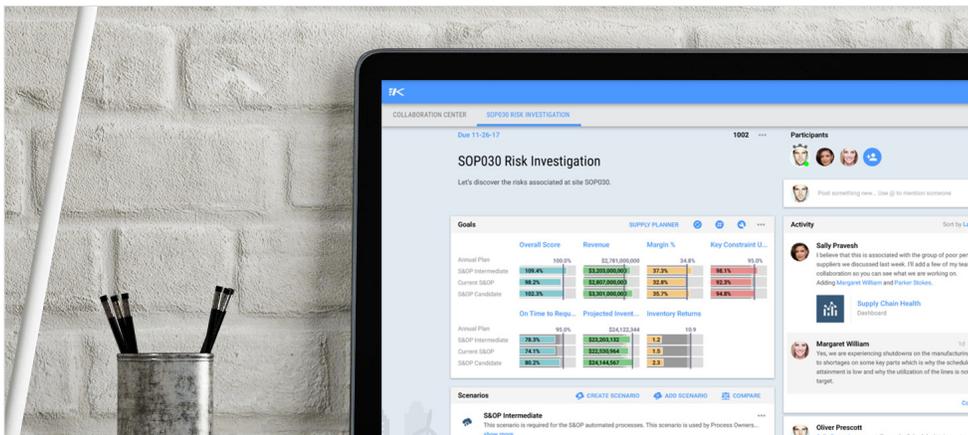
Our [S&OP application brochure](#) shows you how to overcome common challenges like lack of executive support, poor organizational alignment and competing priorities so you can transform and mature your S&OP processes. Since RapidResponse houses all data in a single model, you can combine supply and demand planning, volume and mix planning, and long-term and short-term planning. And with everyone working from the same data source, collaboration across functions happens easily and naturally.

With RapidResponse, your S&OP processes happen concurrently and continuously, improving efficiency and ensuring your current S&OP plans reflect the most recent decisions and developments.

### Executive confidence in data and decisions

*“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



Problem solving is simple with our built-in Adaptive Collaboration capabilities, which let you quickly see the potential issue, share scenarios and context, and work with others to reach a resolution.

**Want to learn more on how you can improve your S&OP?** Request a [RapidResponse demo](#) or check out our eBook, [Powering the future of S&OP: 3 capabilities to fuel your journey](#), to find out how to take your S&OP processes into the future.