

# Plan4Demand Profiles— SAP Supply Chain Optimization

Customized Training • Network Optimization • Sales and Operations Planning



Get Maximum Value from Your SAP Supply Chain —  
*Affordably, Effectively, Realistically!*

**plan4demand**  
Global Supply Chain Specialists



**Lisa M. Kustra, CEO**  
Plan4Demand

***A pragmatic approach to improving your efficiency and profits.***

***As client advocates providing **SAP** supply chain solutions for companies around the globe, we at Plan4Demand believe that the best way for our company to grow is by offering reality-based guidance to help your organization succeed in the long run.***

***“With deep business and technical expertise, our industry-veteran consultants do this rapidly and affordably by assessing our client’s people and processes first, before proposing a mere technology fix,” says CEO Lisa M. Kustra. “By helping people understand how a \$100 savings at one end of their supply chain may ultimately cost \$1,000 at the other end, we’re driving self-sufficiency, sustainable value, and greater ROI.”***

***When business leaders and employees have a fuller grasp of their impact on local supply chain issues, Plan4Demand helps improve planning and operations across their enterprise.***

## Customized Training: Chemical Manufacturer

Driving deeper insight into supply chain best practices drives business

improvements, strategic planning, forecast accuracy.

### Common Knowledge of Standard Processes:

- Achieving strategic goals requires shared focus on processes — and the technology that enables them.

Supply chain planners and planning managers at this global corporation were struggling to implement consistent planning practices and results across their organization, which supported six major production plants. Some groups had sophisticated planners who understood statistical rationale and technology that drove demand forecasting; others simply relied on spreadsheets more than their installed SAP tools.

Realizing that their SAP Flexible Planning module had more functionality to offer than originally deployed by their IT peers, managers invited Plan4Demand to review their use of the tool in an effort to develop a training program to help **make the most of the technology**.

Within one week, our consultants teamed with the client's planning group to design a workshop curriculum that addressed current use of the tool, additional capabilities to leverage, and untapped functionality worth further review. Within just two weeks, our consultants developed and presented an interactive workshop to all members of the global planning team, using content based on actual business processes and data.

**“Once we determined that knowledge of their SAP tools was so fragmented, we developed a workshop to address basic concepts that all planners needed to know, while challenging more sophisticated team members by presenting advanced concepts — to help everyone do their jobs better,”** says Plan4Demand's vice president of Business Strategy, Andrew McCall. **“The key was developing a hands-on course that everyone could relate to based on day-to-day realities, not plain-vanilla content. With deeper understanding of their tool, and shared knowledge about their goals, these planners are driving improved financial results across their enterprise — thanks to Plan4Demand.”**



**“Training end users in the art and science of advanced planning is *not* a point-and-click proposition. Planners must understand, embrace, and *own* the knowledge about the iterative processes and ever-changing dynamics that drive supply chain performance.”**

—Lisa M. Kustra, CEO, Plan4Demand

## Supply Chain Management 101: Regional Baking Company

Establish demand and supply/network planning disciplines first;  
tackle complex technology issues second.

### Walk before you run.

- We reveal the value of testing and enabling supply chain requirements in current technology *before* investing in complex tools.

Growth has its rewards *and* challenges; one of the biggest of which can be fine-tuning supply chain operations; getting the most bang for your buck without breaking the bank. To succeed, business leaders must focus on areas that are ripe for growth, drive process improvements, and enable their teams to manage more complexity without adding staff.

Faced with a need to improve supply chain planning quickly, managers with this company turned to Plan4Demand to help

decipher what processes **could** be changed, what **results** they could expect from the change, and how they could **enable change using SAP tools already in place** and being implemented.

In short order, Plan4Demand's global supply chain specialists helped our client break down the opportunities into several core elements: improve demand planning and management; create tighter integration between customer service, supply planning, and bakery schedules. By developing a roadmap that detailed necessary process changes, configuration requirements (for Flexible Planning and Production Planning), and guidelines for a custom training program to support and manage the changes, Plan4Demand helped this client complete the process in less than four months.

**"This was a case of ROI coming directly from process changes and training,"** says P4D's vice president of Business Strategy, Andrew McCall. **"The enabling technology helped drive initial improvements in forecast accuracy, inventory levels, and product freshness goals. But by understanding what changes were driving business benefits, our client avoided a complex technology project and leveraged their early experience to plan a smarter implementation of select APO components down the road."**



People – Process – Technology

## Reality-Based S&OP – Material Science Corporation: Global Success Based on *People – Process – Technology*

### A Pragmatic Framework:

- Clearly defined roles, process definitions, a realistic calendar and tools to enable data reporting – P4D offers the *total package*.

Effective S&OP requires a foundation of roles and responsibilities, supported by planning practices and calendars, backed by properly configured tools.

When leaders with the U.S. operations of this global company decided to tackle S&OP, they faced challenges touching all facets of their *people, process, and technology*. Based on P4D’s approach to providing supply chain solutions, and our deep S&OP experience, we were a logical choice to help.

Developing effective S&OP processes and calendars required defining and executing solid, tangible change management practices, then rapidly enabling the supporting APO technology to create a holistic environment to sustain their S&OP efforts.

P4D’s professionals were able to work quickly across all areas of this supply chain to create a process designed to speed planning and increase the functionality of their APO DP and SNP modules. And they did so while maintaining a tool configuration mandated by the client’s global headquarters. By leveraging their deep understanding of supply chain processes *first* – followed by their solid technical expertise – Plan4Demand’s professionals helped this \$3 billion division “eat” the S&OP elephant one bite at a time.

“S&OP is an ongoing journey, not a pit stop along the road to operational excellence,” says Plan4Demand CEO Lisa M. Kustra. “We approach it pragmatically by providing a framework based on our client’s preparedness in terms of the S&OP maturity cycle. Our goal is to utilize as much of their existing infrastructure as possible – processes, reports, etc. – and then optimize from there.”



“By delivering a total solution – making sure their technology is properly configured and that end-user training is highly customized – we help clients solve their most complex problems *rapidly, economically, predictably.*”

—Lisa M. Kustra, CEO, Plan4Demand

## Leverage our expertise to drive success in your supply chain.

Contact Plan4Demand's global supply chain specialists to discuss our proven abilities to help optimize profits in *your* business.



### People—Process—Technology

By first collaborating with your **people**, we jointly determine the best ways to optimize your business **process** requirements. Only then do we move forward with the right **technology** to help you achieve your bottom-line goals.

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