

# Plan4Demand SAP Services Snapshot



## Supply Chain Management Consulting Firm specializing in:

- Demand Sensing/Planning/Forecasting
- Supply Planning/Replenishment
- Production Planning & Scheduling/Master Planning
- Sales and Operations (S&OP)
- Transportation Planning and Visibility
- Network Optimization
- Plant Maintenance
- ELearning Customer End-User Training and Education

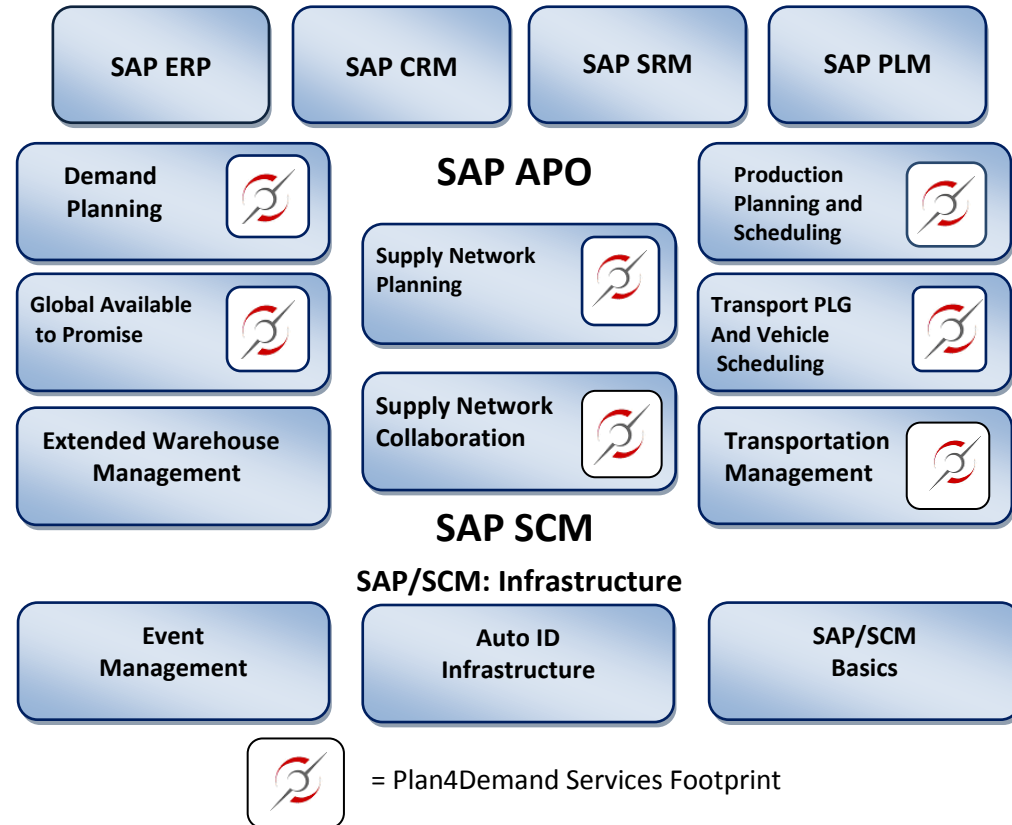
## Services:

- Operational Strategy and Road mapping
- Business Case Development
- Business Assessments/Blueprinting
- Process Implementation
- Package Selection/Validation
- Technology Implementation
- End User Training and Education
- Master Data Readiness
- Change Management programs driving standardization.

## Why Partner with Plan4Demand?

- Exports in Supply Chain Planning
- Strong References within the SAP user community
- Deep resources: Minimum 10+ years supply chain process and technology experience
- Proprietary tool kits, templates and industry benchmarks to identify business case justification and financial improvements for technology investments
- Change Management programs that drive sustainability.

## The Plan4Demand “Sweet Spots” within the SAP Business Suite



*Plan4Demand Solutions was named by ARC Advisory Group as “one of the 10 Coolest Supply Chain Management Boutique Consulting Firms”*

### Contact Information:

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## Client Sampling:

**CPG**

Constellation **Heinz** **MARS** incorporated  
**DIAGEO** **FOSTER'S** GROUP **BIC**  
Ocean Spray Unilever ConAgra Foods QTG  
**BLACK & DECKER** **MAPLE LEAF** **COACH**  
Elizabeth Arden **Sara Lee** **Johnsonville**  
**LANCE** **AIPC** **TASTYKAKE**  
**BUTTERBALL** **Smithfield.**

**Life Sciences**

**BD** **BAYER** **COVIDIEN**  
gsk GlaxoSmithKline **Hollister**  
**smith&nephew**

**Chemical**






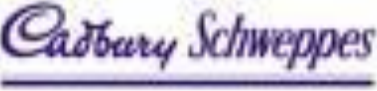


**BASF** The Chemical Company **CABOT** *Infineum*  
**FMC** **LANXESS** *Rhodia*  
**ROHM** **IHAAS**

**HighTech**

**Panasonic** **PLANAR**  
*Seagate.*  
**FAIRCHILD** SEMICONDUCTOR

**Industrial/Auto**

**BrassCraft.** **CAT**  
**PACCAR** **GAF**  
**Pella**  
**Johnson Controls**

Client	Project (s) Description
	<ul style="list-style-type: none"> <li>• RedPrairie WMS implementation support</li> <li>• Map/Gap – migration support from Manugistics DP to Logility DP</li> <li>• SAP APO 5.0 DP implementation support</li> </ul>
	<ul style="list-style-type: none"> <li>• Implementation of SAP R/3 WM Shipment Pick/Pack and Costing</li> <li>• Enhanced financial reporting and costing procedures</li> <li>• Improved SOX compliance and reporting</li> <li>• Designed and implemented SAP Plant Maintenance</li> </ul>
	<ul style="list-style-type: none"> <li>• Map/Gap analysis- Detailed documentation and blueprint design surrounding migration from Manugistics to SAP APO</li> <li>• Led design, configuration and testing of APO DP &amp; SNP modules</li> <li>• Built framework for VMI planning</li> </ul>
	<ul style="list-style-type: none"> <li>• SAP APO Implementation Support</li> <li>• Revamped blueprint design of another consulting firm to implement reality based approach. Real world characteristics and aggregates.</li> <li>• Work in first implementation won the lead on supplemental APO roll-outs</li> <li>• Designed and implemented production planning - roll out ... PP/DS, CTM, ATM</li> </ul>
	<ul style="list-style-type: none"> <li>• Demand Curve Analysis/Demand Planning Review</li> <li>• Conducted SAP APO forecast model selection workshops</li> <li>• Trained client to leverage SAP APO to systematically deliver a better statistical result and create custom alerts according to logical grouping</li> <li>• Trained the client on S&amp;OP best practices</li> </ul>
	<ul style="list-style-type: none"> <li>• Implementation support of VMI process using SAP APO</li> <li>• Configured VMI solution, documented configuration and unit testing scripts</li> <li>• Tested TLB flow from APO VMI to R/3</li> <li>• Responsible for knowledge transfer to internal VMI team lead</li> </ul>
	<ul style="list-style-type: none"> <li>• Created a time-phased S&amp;OP implementation plan including customized training for the client's twelve business units</li> <li>• Delivered SAP APO training and rough-cut capacity training. P4D introducing custom KPIs measured via SAP by business unit to support the S&amp;OP process</li> <li>• Analyzed functionality requirements in a JDA to SAP APO migration assessment</li> </ul>
	<ul style="list-style-type: none"> <li>• SAP APO SNP Proof of Concept</li> <li>• Delivered Road Map with the required business process and organizational design activities providing insight on the suggested change management strategies with a specific focus on S&amp;OP</li> <li>• Provided plan to decrease SLOB by over \$1M within short-term period.</li> </ul>