Integrated Business Planning on SAP IBP
Deloitte market offering
Challenges for business planning...

Typical symptoms

- High working capital and high product obsolescence
- Misalignment between demand, supply and financial plans
- Limited transparency on business risk & opportunities
- No validation of assumptions
- No harmonized KPI-framework, wrong performance drivers
- Limited monetisation of the forecast and plans

Market trends

- Speed of business continues to accelerate
- Complexity of business environment is increasing
- Volatility is increasing

...and Deloitte’s view on IBP

"Process, people and technology integration enables transformation of S&OP into a business management process. This connects strategy with operations, local with global and volume with value."

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Deloitte’s approach to implement IBP...

We help our clients realize projects in stages and with "time to value" focus

- **Assess**: Definition of IBP as-is and to-be maturity states
- **Design**: Design of future IBP processes
- **Pilot**: Implementation of processes and technology
- **Scale**: Global roll-out roadmap

We support our clients through the whole IBP journey, from maturity assessment to global rollout.

1. **Accelerated IBP projects**: Delivering a pilot “S&OP solution” with a focus on time-to-value
   - 12 weeks
2. **Hybrid agile**: Hybrid agile full scope IBP project
   - 26 weeks
3. **Co-innovation**: Build your own solution together with Deloitte and SAP to drive unique business requirements and address new opportunities in the solution
   - 40+ weeks

Delivering a pilot “S&OP solution” with a focus on time-to-value (12 weeks)

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...creates value for our clients

- **Operating margin**
- **Sustainability**
- **Revenue growth**
- **Asset efficiency**

**Value**

**Time**

- **Value**
- **Time**

**IBP Value**

**Operating margin**

- Reduction of inventory write-offs
- Increase of forecast accuracy
- Reduction of cost to serve

**Sustainability**

- Robust global process
- Integration enables new planning capabilities
- Improvement of working capital utilisation

**Revenue growth**

- Reduction of lost sales
- Increase of customer service level

**Asset efficiency**

- Lower total cost of ownership through cloud technology
Why partner with Deloitte…

S&OP 2.0
IBP for Sales & Operations Planning

IBP 4.0
IBP for Inventory & Supply

IBP 6.1
IBP for Response

IBP 5.0
IBP for Demand

IBP 17Q2
Enhancements to Product Lifecycle Management

Future plans…to enhance:
- Heuristic and optimizer
- Supply and inventory collaboration
- Demand Sensing

Future plans…to start your SAP IBP journey?
- Heuristic and optimizer
- Supply and inventory collaboration
- Demand Sensing
- Demand Sensing

Methodology and accelerators

Advanced trainings
EVD change management methods & tools

EVD for SAP proven project methodology
Industry/Print process modelling method and tool

Greenhouse innovative and creative problem-solving space
ThinkTank crowdsourcing platform
Noteworthy PoC factory

Global team

Innovative impact

IBP consultants headcount

North America
On customer projects: 25 Ready-to-go 100+

EMEA
On customer projects: 20 Ready-to-go: 75+

India
On customer projects: 20 Ready-to-go: 100+

APAC
On customer projects: 10 Ready-to-go: 25+

Implementation experience

8 live projects
15+ on-going projects
40+ assessments

People

Process

Technology

Supporting elements

Preconfigured planning areas
Comprehensive library to facilitate data integration
ThinkTank crowdsourcing platform
Noteworthy PoC factory

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How our IBP project experience... 

**Key challenges**

- Previously independent companies with very different approach to demand planning
- Distributed legacy master data architecture
- Limited S&OP process proficiency

- Global S&OP process with decentralized sales forecast and account management, resulting in hidden forecasts
- Limitations in integrated dash boarding and analytics functionality
- Inadequate and slow scenario capabilities

**Approach**

- Demand planning design and build on IBP on HANA
- Strong focus on integration with back-end systems landscape, supported by SAP HCI
- Rapid deployment to deliver benefits in short timeframe

- Setup for demand and supply planning functionality with finance integration
- Provide process and data guidance to establish integrated network planning
- Develop user friendly planning views and dashboards for analytics and planning updates

**Value delivered**

- New IBP capabilities like lifecycle planning and statistical forecasting
- Consensus demand process alignment as first in S&OP process alignment
- Deployment of future roadmap for Integrated Business Planning Processes

- Define vision, strategy, objectives, scope, process design and opportunity
- Translate requirements into specific configuration
- Support SAP IBP improvement and define detailed leading edge S&OP functionalities
- Business user change management and training

- Integrated data model including demand, supply and finance data
- Improved supply chain visibility across different locations and levels
- Real time what-if scenario planning capabilities and collaboration platform
- Excel-based planning views per function for analytics

- Improved cost-to-serve visibility through what-if scenarios
- Improved ability to monitor and manage inventory through alerts
- Cross-functional collaboration through a single system of record
- Ability to monetise plans
Your direct contacts

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Designed and produced by The Creative Studio at Deloitte, Zurich. J11516