

Ten weeks to value

Jump start supply chain improvements with SAP Integrated Business Planning



Supply chain leaders know that the supply chain itself is the subject of endless scrutiny from the business at large—when times are tough, it's a natural target for cost-cutting, and at times of growth, supply chain planning can play a big role in addressing increased demand. As a result, many view the supply chain as a constant work in progress—and have enlisted a host of tools such as SAP's Integrated Business Planning suite (IBP) to help.

Deloitte takes a radically simple (and fast) approach to establishing IBP capabilities for clients. Instead of spending months scoping, planning, designing, building, testing, and implementing a custom IBP solution, we start with a 10-week implementation, using a baseline approach developed and refined through multiple implementations. Clients essentially start realizing value at "go"—recognizing that the system can evolve as processes mature. It's an approach that can begin generating results in as little as ten weeks.

Smarter answers to better supply chain questions

With IBP in place, leaders can examine, understand and answer questions that may have gone unanswered, or were previously too difficult to address—fast. Here are a few examples.

- How is market demand likely to evolve in the coming months?
- Is there enough production capacity in certain regions to support expected market growth?
- What is the likely impact of upcoming promotional campaigns on our distribution network?
- Is the storage capacity of our main distribution center sufficient to meet the demands of likely annual growth for a newly introduced product family?
- Given logistics costs, demand footprint, and raw material price differences across regions, what is the appropriate product mix and production capacity utilization across regions?

How we can help

Deloitte is recognized around the world for our depth, experience, and leadership in helping our clients manage their supply chains. Clients choose to work with us because we combine business insight with technical know-how to deliver practical, results-driven solutions that work in alignment with larger strategic goals.

The combined strength of our global network of SAP practitioners and supply chain insights and capabilities enable our clients to realize benefits make us one of the global supply chain leaders. That's what sets apart our approach to Integrated Business Planning (IBP)—a service of deep supply chain insights, experience in S&OP process optimization and IBP's powerful capabilities. We bring hands-on experience to implementing world-class S&OP processes through IBP and have worked directly with SAP on IBP from its inception.

Along the way, we help clients use IBP to introduce a host of best practices to their supply chain organizations. This approach goes far beyond world-class implementation. Using templates, predesigned/prebuilt scenarios, and S&OP implementation capabilities, it can be done quickly—in as little as ten weeks.

Here are some of the specific services we offer to clients interested in IBP-based supply chain solutions:

- Implementation
- Integration and Project management
- Process coaching
- Organizational change management
- SAP software bundling and hosting

Contacts

Deb Bhattacharjee

Principal
Deloitte Consulting LLP
debbhattacharjee@deloitte.com

Alistair Thornton

Specialist Leader
Deloitte Consulting LLP
alithornton@deloitte.com

Jeroen Kusters

Manager
Deloitte Consulting LLP
jekusters@deloitte.com

For additional information please visit:
www.deloitte.com/SAP

Bottom line benefits

- Reduce risk and uncertainty with an approach that is already designed and tested.
- Save time and money with most of the heavy lifting done before the project gets underway. We have been able to get clients up and running with IBP in as little as ten weeks.
- Build on current best practices in S&OP processes
- Build a world-class supply chain by implementing an enhanced version of IBP based on years of supply chain and SAP experience.
- Support end-to-end S&OP processes.

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