

Is your Sales & Operation Planning relevant?

The S&OP or SIOP process is not only a demand & production plan adjustment activity, but a founding process which drives the companies' business, its growth and sustainability.

We propose to S&OP teams 5 points to quickly identify if your S&OP is robust enough, regarding the S&OP Best Practices & fundamentals.

1

DEMAND MANAGEMENT AND S&OP PROCESS

- Are volumes, validated during S&OP, inputs to the budget process?
- Are marketing and sales teams using demand review to implement actions?

2

NEW PRODUCT MANAGEMENT

- Are NPI managed into the S&OP ? As soon as the design phase starts?
- Are the results of the product launch analyzed (impact on expected Turnover, capacity adjustment,...)?

3

TOP MANAGEMENT COMMITMENT

- Do the Sales, Operation, Finance & Supply Chain managers participate in final review and decision agreement?
- Are the investments and ROI driven into the S&OP process?

4

S&OP OR SIOP PROCESS MANAGEMENT

- Is the monthly process including demand review, production plan review and scenarios simulations ?
- Are problems shared clearly with all the S&OP team ?
- Are all inputs of the S&OP analyzed without confusion ?

5

COMMUNICATION

- Are meeting expectations clearly defined?
- After each S&OP review, are outputs and decisions clearly communicated and action plan shared to the impacted team leaders?

Did you ticked all the boxes? Congrats! You set up a robust S&OP process.

You are wondering about your S&OP process' efficiency ?

We built a complete S&OP/SIOP analysis tool to support the improvement of your S&OP.

Contact our teams !

www.agilea.us