

A Strong S&OP / IBP Process is Designed to Reduce Costs While Growing the Top Line

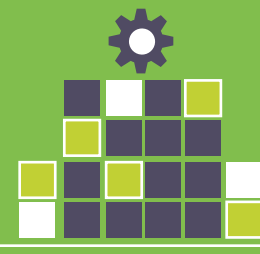
Top Business Pressures facing Sales & Operations Planning / Integrated Business Planning (S&OP/IBP) Process

45%



Reduce Supply Chain Operating Costs

36%



Need for better integration between supply chain planning & execution

41%



Improve Top Line Revenue

Top Strategic Actions

for S&OP/IBP Users

Top Measurement Capabilities

Exercised by IBP Users

IBP USERS ARE:

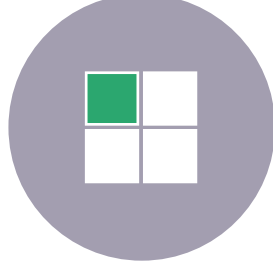
54% more likely to

Integrate Financial Planning & Budgeting Process with S&OP Process.



22% more likely to

Manage Supply Constraints within the S&OP Plan



15% more likely to

Establish a Formalized Demand Planning Process within S&OP



IBP USERS ARE:

78% more likely to

Measure End-to-End Order-to-Delivery Lead-Times



34% more likely to

Measure Supply Performance*

* % of planned production / supply achieved to plan



30% more likely to

Measure Forecast Accuracy at SKU Level



Are You Best-in-Class?

Business and process performance advantages S&OP/IBP Users have:



21%

Shorter cash-to-cash conversion cycle than Non-users



4.3%

Greater average customer service level for the organization



24%

Greater forecast accuracy at the SKU level

S&OP/IBP Users have superior customer service, cash-to-cash cycle, and forecast accuracy, driven by the effective measurement of their process and strategic actions. These improvements move them from predicting results toward a prescriptive approach, allowing them to manage their costs while growing their top line.

To learn more,

[Read the Full Report](#)