

## IBM Software Group

### Sales Operations (S&OP) Planning Executive Review Workbench Performance Blueprint



#### Solution Description

On an annual basis, manufacturing companies undertake Sales and Operations Planning (S&OP) and schedule rolling monthly or quarterly executive management reviews. The purpose of the executive review is to evaluate performance against the existing plan, identify any business or market changes that might necessitate changes to the plan and to make necessary adjustments.

The IBM Cognos Sales Operations (S&OP) Executive Review Workbench Performance Blueprint is an executive management tool designed to facilitate this periodic review.

#### Features & Benefits

The Blueprint is a performance management framework - including planning, metrics and reporting. Key capabilities include:

- Summarization of calculated metrics, exception alerts, linkages to scorecards and reports to measure financial and customer service performance (e.g., plan vs. actual).
- What-if modeling that enables managers to perform multi-dimensional, multi-scenario analysis to test the impact of changes in demand, supply chain capabilities and constraints, and to see the associated financial impact of those changes - capturing assumptions as well as annotations.
- Strategic financial management - ensuring organizational objectives for sales, profitability, balance sheet and cash flow are met.
- Integrated workflow to manage and consolidate plans.
- A visual scorecard to display the status of the planning process, so that appropriate actions can be taken to complete it.
- Alerts that communicate approved plans to stakeholders, ensuring they are aware of initiatives that will impact S&OP.

#### Value Proposition

This Sales Operations (S&OP) Executive Review Workbench Performance Blueprint facilitates periodic executive review of performance against plans. It links sales, marketing, supply chain, manufacturing, and finance, so that executives can easily see the financial impact of evolving plans, spot variances, and balance critical resources to reach performance goals.

#### IBM Segment

- Cognos

#### Business Function

- Performance Management

#### Target Industry

- Aerospace and Defense
- Automotive
- Chemical and Petroleum
- Electronics
- Industrial Products

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