

JD EDWARDS ENTERPRISEONE SALES AND OPERATIONS PLANNING



KEY BENEFITS

- Align customer demand, supply chain and financial plans
- One view of sales and operational data
- Integrate and reconcile plans for sales, supplies and finances

Align business plans from sales, marketing, finance, and manufacturing operations into an integrated, cohesive plan to improve response to demand fluctuations and simulate the financial implications of supply chain decisions.

The Issue: How to Integrate Demand, Supply and Finances into One View

Senior executives across all industries are constantly making decisions based on dynamic changes in customer demand, supply chain conditions and financial situations. Data for making these decisions is typically based on inputs for multiple systems and often there is no mechanism to consolidate the incoming information into a concise and clear picture to facilitate a better and more accurate directive. Companies are adding multiple new abilities to generate larger quantities of data that often leads to more possible choices.

In short, there is more data types and volume from multiple sources than ever before; ironically this plethora of data complicates decision making because there is no concise and normalized picture of the real-time situation. With all this incoming data, you might still:

- Have problems with firefighting because the operational stakeholders cannot agree on a strategic response.
- Lack performance measurements that are tied to and support the sales and operations process.
- Have a product portfolio that changes faster than your infrastructure can support.
- Experience a lack of trust and belief in the target numbers to which you are held accountable.
- Notice that your opportunity and strategy scenarios very difficult to model.
- Observe that your sales and operations planning processes are inconsistent, lacking, or too long with too many spreadsheets trying to manage it.
- Miss earning projections and forecasts.

The Solution: Align Customer Demand, Supply and Finances

Oracle's JD Edwards EnterpriseOne Sales and Operations Planning allows users to align customer demand, supply resources, and financial plans, which in turn can enable a company to:

- Increase revenue by responding faster to customer demands and improving fill rates.
- Meet customer demands faster and more efficiently by better aligning supply and demand.
- Reduce inventories at many different locations in the supply chain.
- Lower costs with better management of resources from aligning business objectives and operational plans.

Adapt and respond to market changes with improved scenario and decision analysis.

The sales and operation planning process is successful when people and processes are put first, then supported with the right technology. Sales and operations planning (SOP) is a common business process focusing on the balance of demand with supply and alignment with financial plans. Richard Ling, the industry-leading expert on SOP, defines sales and operations planning as the process with which companies bring together all the plans for the business (customers, sales, marketing, development, manufacturing, sourcing, and financial) into one integrated set of plans. An ideal SOP process can be described in three major steps:

- Creation and update of demand, supply, and financial plans;
- Integration and reconciliation of the three plans;
- Senior management business review of the integrated plan;

However, in practice, different companies will have varying practices and time frames for the process, ranging from a high level, strategic process to a more short-term, operational focus. Many companies lack a formal and effective sales and operations planning process and typically lack robust software solutions. Microsoft Excel and custom reporting are often seen supporting a process that occurs on a regular basis, but typically happens in department silos and is slow and ineffective.

Stand-alone or integrated approach

JD Edwards EnterpriseOne Sales and Operations Planning assumes demand, supply, and financial plans have been developed elsewhere. There are three ways to use this module in your enterprise.

- Integrate with other JD Edwards EnterpriseOne modules: It can utilize other JD Edwards EnterpriseOne modules including Demand Consensus for demand plans, Strategic Network Optimization for supply plans, and the complete JD Edwards EnterpriseOne Financial Management suite for financial plans and budgets.
- Integrate with other systems: JD Edwards EnterpriseOne Sales and Operations Planning can be used with other systems for demand, supply, and financial plans
- Stand-alone.

Feature/Function Highlights

- Reconciliation and alignment of demand and supply.
- Built-in best practices from sales and operational planning industry visionaries.
 - Virtualize the best-practices process from Richard Ling.
 - Net change and exception reports, Key Performance Indicators (KPI), decision methodologies based on Goldratt and the Theory of Constraints using range forecasting including planning for optimistic, pessimistic, and most likely forecasting cases.
- Enables decision support and analysis for sales and operational planning events.

- Multiple plan comparison including old vs. new and simulation results.
- Combine supply\demand what-if scenarios to build options for executive team.
- Collaborative, personalized, low cost web infrastructure.
 - Collaborative plan calendar for sales and operational process management.
 - Targeted for multiple users, locations, languages, and skill sets.
 - Different data views for different roles.
- Alignment of budgets.
- The business process is supported with work flow, task management;
- Sales and operations planning specific Key Performance Indicators (KPI), reports, and views that are pre-packed with the solution.
- Global balancing of supply to demand.
- Develop scenarios and enabling decision support.
- Managing business processes.
- Detailed reporting and analysis tools for custom data views.
- Time frames from weekly to multiple-years.

Solution Integration

- JD Edwards EnterpriseOne Demand Forecasting module
- JD Edwards EnterpriseOne Demand Consensus module
- JD Edwards EnterpriseOne Strategic Network Optimization module

Copyright © 2005 Oracle. All Rights Reserved.

This document is provided for information purposes only, and the contents hereof are subject to change without notice. This document is not warranted to be error-free, nor is it subject to any other warranties or conditions, whether expressed orally or implied in law, including implied warranties and conditions of merchantability or fitness for a particular purpose. We specifically disclaim any liability with respect to this document, and no contractual obligations are formed either directly or indirectly by this document. This document may not be reproduced or transmitted in any form or by any means, electronic or mechanical, for any purpose, without our prior written permission.

Oracle, JD Edwards, and PeopleSoft are registered trademarks of Oracle Corporation and/or its affiliates. Other names may be trademarks of their respective owners.

Z460A