



KNOW MORE. ACT FASTER.

SERVICE OFFERING

S&OP Health Check

SAP® Certified
Powered by SAP NetWeaver®

SAP® Certified
Integration with Applications on SAP HANA®

Many companies have launched a Sales and Operations Planning (S&OP) process, but have failed to see the results they expected. Maybe initial benefits were achieved but results have since plateaued. Many times this is due to difficulties in accessing the right information to support an effective S&OP process. The inability to gain real business insight from your SAP data, especially in regards to populating the key performance measures that drive S&OP, can make the process unwieldy, time-consuming and cumbersome. It will also obviously have a negative impact on its effectiveness.

This can be frustrating, preventing the executives realizing the rewards of their efforts and from progressing further in the S&OP maturity journey towards fully Integrated Business Planning.

Sound familiar? If you are currently using SAP and struggling with extracting the required insights and metrics to support your S&OP process, and would you like to know where you are on the S&OP maturity scale, then Every Angle can help.

Turbocharge your S&OP Process

Every Angle's S&OP Health Check service can give your S&OP process a well-needed boost. This program is designed to provide rapid insight into the process, using Key Performance Indicators (KPIs) that measure your current level of S&OP effectiveness, benchmarked data to highlight current performance levels and recommendations as to how to improve the results.

Every Angle's S&OP Health Check will provide the following outputs:

- ✓ **Measure:** Quickly gain insights into your current level of S&OP performance using relevant process KPI's, without going through a long, drawn out project
- ✓ **Analyze:** Interpret and understand the result of these KPIs, highlighting what is working well and where improvements can be made
- ✓ **Act:** Develop a prioritized improvement roadmap, with actions designed to improve your S&OP process and move you to Class A and beyond.

Two Steps to S&OP Transformation

Every Angle uses the following two steps in conducting an S&OP Health Check, focusing on minimizing the overhead on the business:

Kick-off and data gathering

Define Roadmap for Improvement

Step 1: Project Kick-off and Data Capture

The S&OP Health Check program begins with a one-day workshop, led by an Every Angle S&OP consultant. In this workshop, they will explain the objectives and approach of the health check, and detail the S&OP KPIs that will be used.

The consultant will also interview the key stakeholders of your S&OP organization to get a clear picture of the as-is process and determine your current level of maturity.

The Every Angle consultant will then use the Every Angle analysis tool to collect the KPI results, configuring the reports based on the insights gained in the workshop to ensure they are appropriate to your organization. Then, they will execute the analysis, extracting the current and past values of all the S&OP relevant KPIs.



Step 2: Define Roadmap for Improvement

After the workshop and the data gathering exercise, the consultant will analyze and benchmark the S&OP KPIs and determine your current S&OP level of maturity according to Gartner's S&OP process maturity framework.

This will enable our consultant to identify any areas of improvement for your organization's S&OP process, allowing them to develop a clear improvement roadmap.

At the end of this step, a management presentation will be conducted where this roadmap will be presented and discussed. The next steps required for the implementation of this roadmap will also be proposed and hopefully agreed upon.

The standard S&OP KPIs that are contained in this Service Offering are as follows:

<ul style="list-style-type: none">✓ Demand Planning Meeting<ul style="list-style-type: none">• Forecast accuracy• ABC analysis on Volume• ABC analysis on Margin.	<ul style="list-style-type: none">✓ Supply Planning Meeting<ul style="list-style-type: none">• Current Customer Service levels• Inventory Overview, consisting of:<ul style="list-style-type: none">- Inventory turns- Inventory trends- Slow movers- Obsoletes• Production Plan Adherence (Production OTIF)	<ul style="list-style-type: none">✓ Integrated Reconciliation Meeting<ul style="list-style-type: none">• Sales vs budget• Forecast vs budget• Margin development.
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The results of these, and any other captured data, will then be used as a key input for the next step.

Deliverables from this Program:

- ✓ List of predefined KPIs for your S&OP process
- ✓ Objective and expert based analysis of the current maturity level of your S&OP process.
- ✓ Defined series of reports (called 'Angles' in Every Angle) that can be used to measure the value of each of KPIs moving forwards
- ✓ Personalized, detailed and agreed S&OP improvement roadmap

**The market is changing rapidly and your senior team's time is too precious.
Don't waste any more time on an ineffective S&OP process.
Find out now how to make it 'A Class' and future ready.**



Every Angle Cross-process Self-service Analytics for SAP®

Every Angle's self-service, cross-process analytical capability empowers organizations with new levels of actionable insight - enabling them to **'know more and act faster'**. Every Angle provides real **understanding** of what is actually going on across the business (and why), enabling people to act early enough to **control** performance and drive significant financial **improvements**.