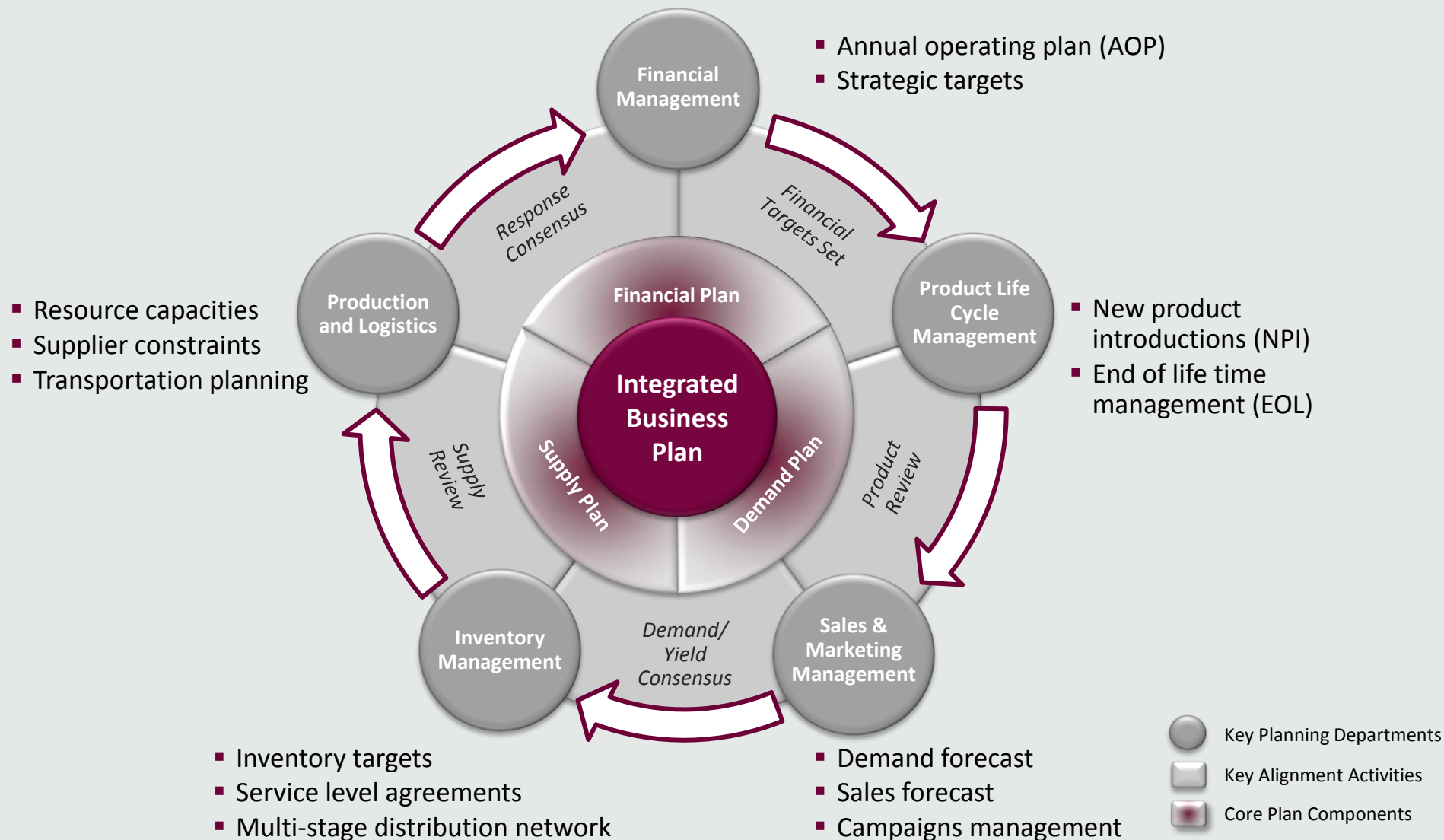


Leader in Digital Transformation

Integrated Business Planning (IBP)

Lifting Sales & Operations Planning to the next level

Within the Capgemini framework Integrated Business Planning defines the process of cross-functional alignment on a consensus business plan



Capgemini's IBP approach supports the organization across all levels on achievement of quantitative and qualitative goals

Quantitative

- Increase revenue
- Increase sales margin
- Reduce inventory
- Reduce logistic costs

- Define safety stock targets
- Design service level agreements
- Increase process effectiveness
- Increase process efficiency

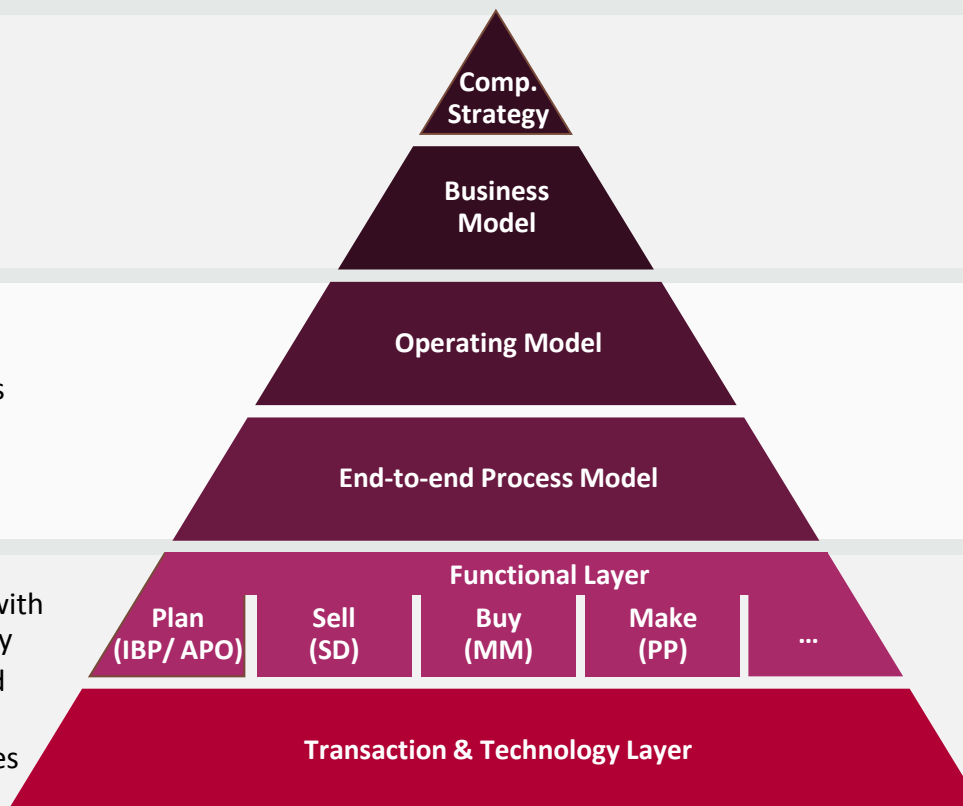
- Identify best-possible solution with help of "Optimizer" functionality
- Execute processes with reduced double-work and idle-times
- Manage resources and capacities

Qualitative

- Increase customer satisfaction
- Increase visibility
- Accelerate decision making
- Ensure plan fulfilment

- Align operational goal setting with strategic roadmap
- Prepare transparent basis for decision making
- Realize one-source-of-truth concept for planning data

- Leverage leading IT functionality
- Manage data efficiently
- Operate systems and manage daily business complexity

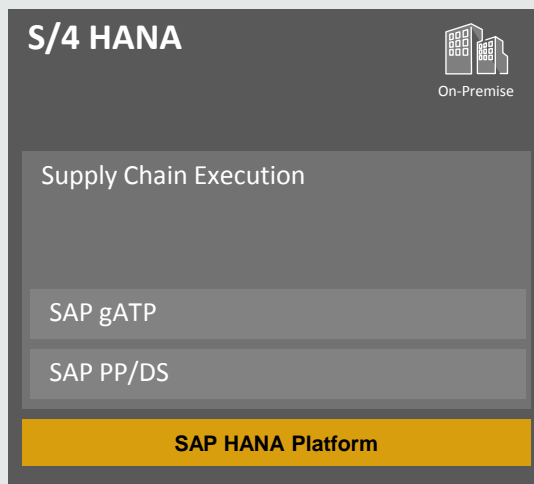
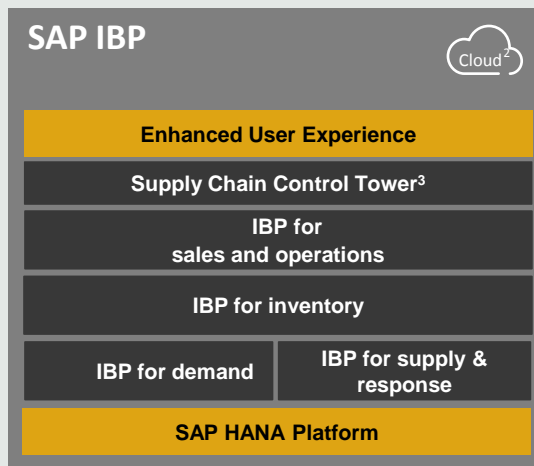


The technology environment on which IBP is executed is fundamentally changing – planning solution focus shifts from SAP APO to SAP IBP

Today¹



Future



SAP Supply Chain Planning Roadmap

- SAP extended its existing Supply Chain planning offering with the new SAP IBP suite
- Long term solution development for SAP APO has been discontinued but maintenance will be provided until 2025
- SAP HANA will be the new planning platform
- SAP APO functionality will partially be available in SAP Business Suite S/4 HANA
 - SAP PP/DS, gATP functionality will be integrated into ERP
 - By then functionality will co-exist in SAP APO and Business Suite S/4 HANA
- SAP IBP
 - Is the new planning solution
 - Is native to SAP HANA platform
 - Is cloud based
 - Has a modular architecture
- Customers are offered to migrate successively to the new planning solution

1 Simplified, commonly used architecture
 2 Standard approach
 3 Long term vision to have SCCT span over planning and execution solution

Cloud based SAP IBP solution introduces a new era of usability and functionality...

3D Planning View

- Consolidate planning results (demand plans, supply plans, financial plans, incl. quantities and profit) to a 3D planning view
- Adjust aggregation levels to your needs (product hierarchy, time buckets)



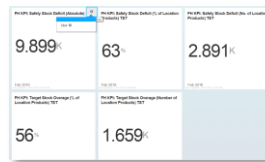
What-If Analysis

- Create what-if scenarios and compare financial, supply and demand impact of scenarios against each other
- Simulate complex decisions to identify bottlenecks and assess potential solutions



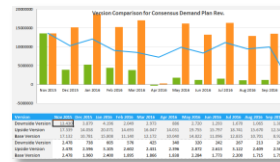
Real-Time Data

- Capitalize on real-time data availability
- Accelerate decision making
- Share planning updates with your team with a single click
- Reduced double-work for merging of templates



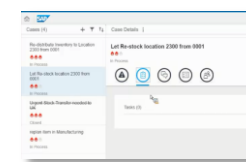
User Experience

- Leverage familiar Microsoft Excel front-end, incl. use of macros
- Personalize web-based “apps” dashboard
- Create and modify graphical diagrams with analytics workbench and generate insights



Process Orchestration

- Design your planning process in multiple levels
- Efficiently track status of each process step
- Design your own deviation alerts and define tasks to adapt to unforeseen changes



Social Collaboration

- Collaborate across teams on Facebook-like application (SAP JAM)
- Share and discuss different versions across planning teams
- Ease consensus finding within your planning team



...that translate into a compelling business case

**Process Efficiency
Improvement**

**Working Capital
Optimization**

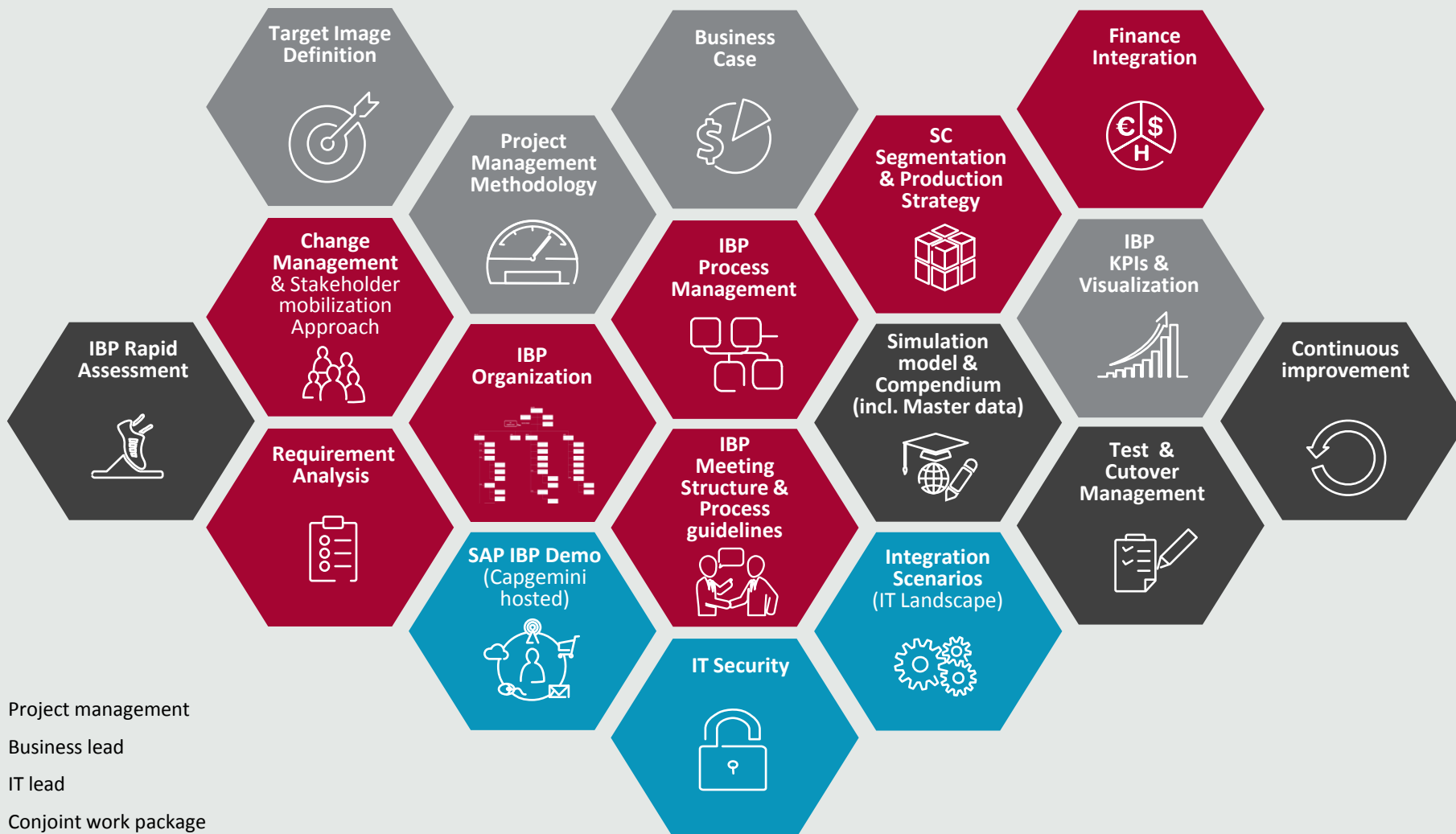
**Revenue / Margin
Increase**

**Value-oriented
Network Planning**

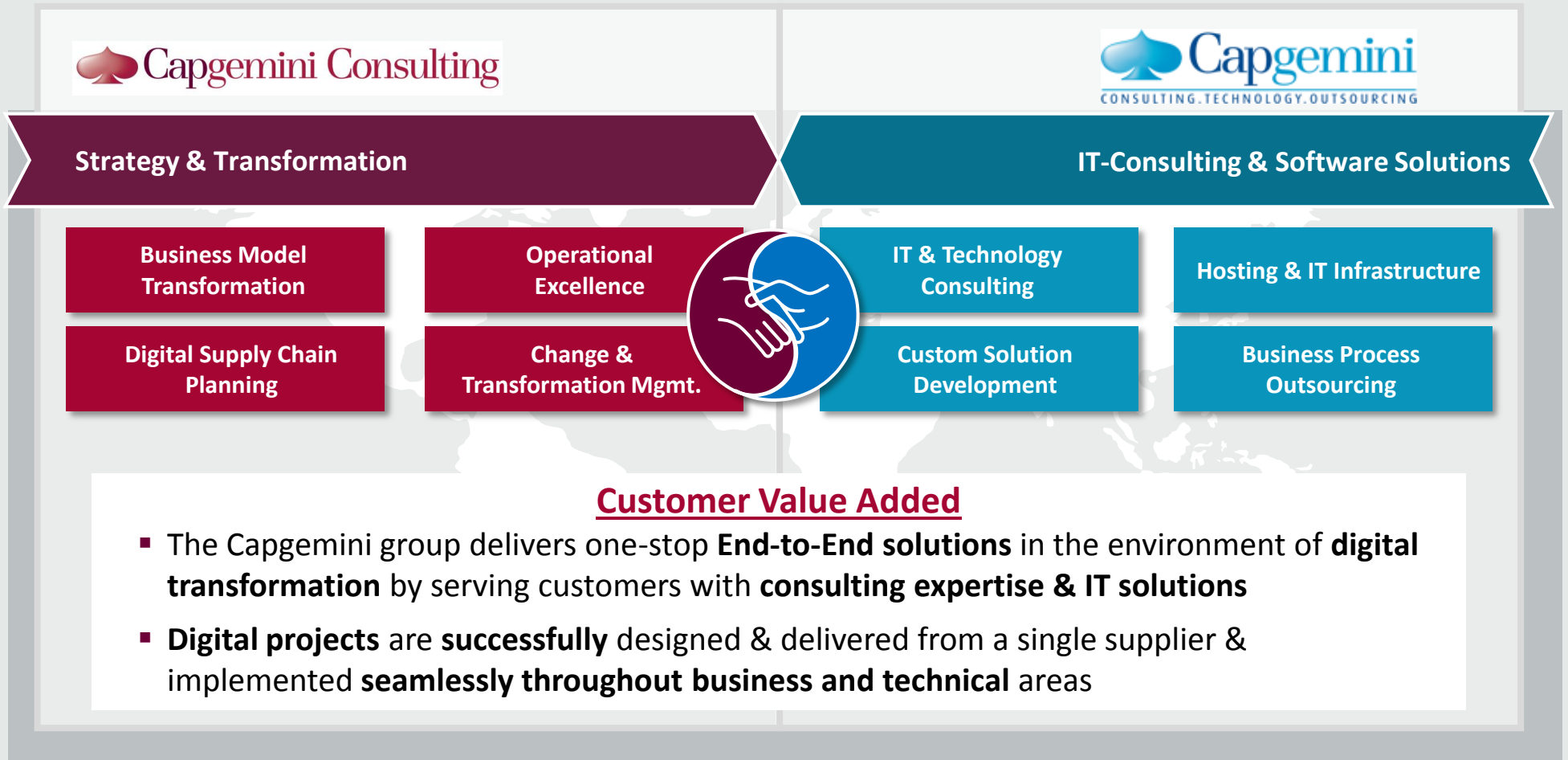
**Service Level
Optimization**

**Process Effectiveness
Improvement**

Leverage Capgemini's IBP toolbox and experience in managing IBP projects to master today's planning challenges



Capgemini offers one-stop End-to-End solutions, delivered by the powerful combination of consulting and IT services





Leader in Digital Transformation

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