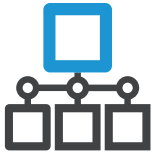


## THE PLEX MANUFACTURING CLOUD

# Sales & Operations Planning (S&OP)



In today's globally connected supply chain, you need to be able to anticipate supply disruptions, compensate for fluctuating demand and plan for operational changes. You need a cross-functional planning system that translates your business strategy into operational directives for desired customer service levels, estimated market potential and forecasted future demand.



### **Proactive Enterprise-wide Planning**

Plex S&OP – a cloud-based multi-entity multi-channel sales and operations planning solution – combines strategic data from multiple departments including sales, marketing, engineering, operations and finance to assess and project demand and supply forecasts for your enterprise. With Plex S&OP, excuses wither away and accountability becomes the norm as it drives the operation and execution of the plan throughout your extended supply chain.



### **Customer-responsive Forecasting and Modeling**

Plex S&OP drives a multi-criteria workflow-driven hierarchical planning process at the product family level. Overrides to computed forecasts force the change to roll top-down and bottom-up. Based on various what-if scenarios and demand patterns, Plex S&OP helps you deliver on a robust forecast that forms the foundation for strategic actions, superior customer service levels and near-term operational adjustments.



### **Closed-loop Sales and Operations Planning**

Once the plan is adjusted and finalized, Plex S&OP releases it as a baseline for comparing with actuals, course corrections and ongoing reporting. Plex S&OP helps you manage your business against demand volatility and stay on course – reducing supply chain costs while maximizing resources. A closed-loop integration with manufacturing operations and execution eliminates the need for manual spreadsheets and reliance on outdated information.

“Plex S&OP balances growth, cost, inventory and customer service levels for your manufacturing enterprise.”

# THE PLEX MANUFACTURING CLOUD

## Sales & Operations Planning (S&OP)

### Cross-functional Collaboration

- Develop a cross-functional consensus-based plan leading to an actionable master production schedule (MPS)
- Combine strategic input from multiple teams including sales, marketing, engineering, operations and finance in a formal S&OP structure
- Plan across multiple products, production lines, manufacturing and distribution facilities for a holistic enterprise-wide plan – with user-defined planning frequency and planning horizon

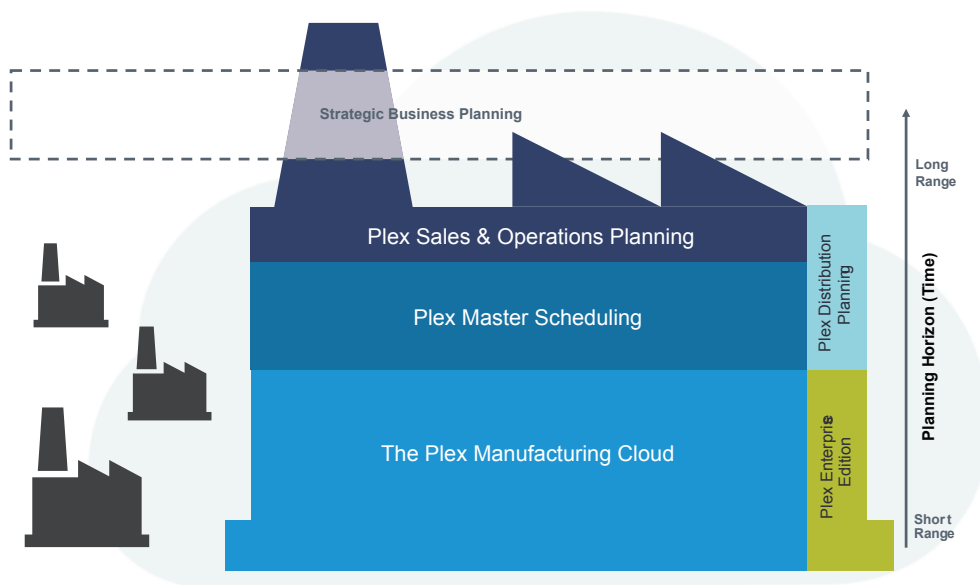
### What-if Analysis and Modeling

- Drive a multi-criteria workflow-driven hierarchical planning process, matching supply and demand plans with financial considerations
- Account for strategic business possibilities including product launches, price adjustments, marketing promotions, etc. for a simulated version of the plan

- Evaluate the impact of various what-if scenarios and different demand patterns, without affecting the live data

### Flexible Planning and Tracking

- Plan for level-loaded or demand-chase production and MPS
- Focus your planning to the most significant finished good products, using Pareto analysis
- Compare actual versus projected numbers for timely and responsive operations management and re-planning
- Compute statistical best-fit forecasts and override data to accommodate for the strategic business plan
- Balance supply and demand across potential trade promotions, new product introductions, mergers and acquisitions, production capacity changes, updated distribution channels and other strategic business levers



Plex delivers a multi-plant cloud-based supply chain planning solution, built on a manufacturing operations and business management foundation, for industry-leading customer service levels.