



QAD DYNASYS SALES & OPERATIONS PLANNING (S&OP)

Today, manufacturing companies operate in a new world; constant changes in geopolitics, the exponential speed of innovation and the digitization of everything. Customers are more demanding and less committed. Supply chains are no longer chains but a network of opportunistic demand, supply, and capacity entities.

This has led to many companies struggling with a clear view of the business. In these times of change, we make decisions relying on a “gut-feeling” devoid

of fact based analysis; assumptions are made without objective measurement and operational plans become disconnected from corporate objectives.

It is within times of flux that Sales & Operations Planning (S&OP) becomes more vital than ever. S&OP provides a unique capability to reconcile cross-functional plans, problems, risks, and objectives in a way that provides visibility, stability and alignment with corporate goals.

QAD DYNASYS S&OP SOLUTION

QAD DynaSys solution uses four key pillars to provide a best in class S&OP solution.

Visibility and Analytics. QAD DynaSys Demand & Supply Chain Planning (DSCP) is a best of breed solution designed from the ground up to cohabitate with many systems-of-record. It is uniquely engineered to bring together data from disparate transactions systems as well as IoT. DSCP solution embeds best of breed business analytics capabilities providing complete visibility across the supply chain in a decision supporting and intuitive manner. DSCP embedded analytics is capable of digesting millions of data points capturing outliers, trends, and step-changes; generating actionable insights.

Business Simulation. Having potential future insights is only of value if one can quickly measure the impact of the business and its alignment with corporate objectives. DSCP supports the rapid execution of multiple what-if business scenarios; each scenario must be comparable

side-by-side with key KPIs, risks and opportunities for presentation to a Pre-S&OP forum.

Collaboration. Modern day supply chain plans require much more than just how much to make, sell, move and buy. There are volumes of real-time intelligence in the minds of S&OP stakeholders that can add business value. There are opportunities to be exploited, risks and assumptions to be measured, and new initiatives to be implemented. DSCP is designed to harness the collective qualitative intelligence of all stakeholders complimenting the quantitative plans with auditable qualitative contributions.

Operational Reconciliation. A key benefit of DSCP is the use of a single data model with the QAD DynaSys S&OP and DSCP solutions. This provides a tight synchronisation of S&OP planning decisions and the corresponding impact on operational plans.

VALUE AND BENEFITS

- **Improve Business Alignment.** DSCP links business execution activities (sales and marketing, manufacturing and procurement as well as other functions) across functions to better align them with the organization's business plan. This resolves decisions based on conflicting cross-functional KPIs and resolves conflicts on resources or inventory. The benefit is a mutually accepted result that is best aligned with the corporate goals of the enterprise.
- **Reduce Expedite Costs.** DSCP provides visibility of cross-functional future events such as product launches or scheduled downtime for production. This reduces the surprise of unforeseen events and the subsequent costs in overtime or expedited freight and additional handling.
- **Improved Utilisation of Capacity & Improved Return on Assets.** S&OP provides a workbench to shape demand using price and other market mix levers to maximise the throughput of fixed resources. This allows planners to think beyond demand planning by improving revenue, reducing costs, and improving customer satisfaction.
- **Cash Requirement Reduction.** DSCP measures the cash impact of each planning scenario. This provides an additional dimension to S&OP plan evaluation and is imperative for companies sensitive to financing fees and overdraft restrictions.
- **Reduces Supply Chain Risk.** DSCP provide comprehensive framework for risk identification and mitigation. The same process is used to identify and measure assumptions by removing the element of surprise, and allowing companies to mitigate and create contingencies against risk.

KEY CAPABILITIES

The QAD DynaSys suite helps companies adopt and use S&OP by facilitating better communication and planning across the company. DSCP simplifies S&OP by offering the following key capabilities:

EXECUTIVE DECISION SUPPORT

DSCP provides management with an optimal decision support for the entire supply chain. DSCP adopts scorecards and dashboards providing “at a glance” information about business performance across the enterprise.

DSCP is engineered to support finance stakeholders. This is evident in the support for:

- financial KPIs, such as ROCE, EBITDA and EPS
- planned income statement reports for trading expenses and revenue
- planned balance sheet “impact” including cash, payables and receivables.
- capital planning and budgeting

PLANNING PROCESS CONTROL

DSCP task management provides the ability to generate a set of repeatable and auditable tasks for each S&OP planning cycle. This ensures the process gets executed exactly the same way every planning cycle irrespective of external events.

A common planning horizon that transcends fiscal years while still providing fiscal year based metrics, alerts and dashboards. A unique feature of DSCP is its ability to plan over an extended planning horizon (usually 18 months) while also providing a fiscal year view to the finance stakeholders.

CROSS-FUNCTIONAL COLLABORATION & ALIGNMENT

DSCP facilitates clear and formal collaboration and cross-functional communication across the business. It ensures a company-wide vision shared by all business stakeholders. DSCP collaboration techniques provide a social like collaboration capability to comment, and share details of the plans or raise risks, tasks, assumptions and issues for stakeholder follow-up.

DSCP synchronises demand data with demand planning and supply data with supply planning including Production Planning, Distribution Planning and Procurement Planning solutions. All three solutions share a common data model which reduces the need for integration, double entry, or additional master data ownership, and ultimately reducing the cost of ownership, and provides a faster and lower risk implementation.

The solution provides a “closed-loop” with operational plans. S&OP plans need to align in two directions; firstly with executive goals and secondly with operations to ensure the decision of the S&OP are put into motion.

Due to the close synchronisation between QAD DynaSys S&OP and Demand & Supply planning, DSCP provides a unique capability to reconcile S&OP planning decisions with the operational demand and supply plans.

SCENARIO MANAGEMENT

Plan for the Risk. The best way to measure the impact of the risk is to model it. What if there is a cost increase from a trading country imposing trading tariffs? What if there is a short term supply constraint due to a natural disaster? DSCP provides a comprehensive end-to-end scenario management process to model different scenarios, and uses balanced scorecards to identify that plan that best deals with a given situation.

How to Achieve the Desired Outcome. Not every intention turns out the way it was intended. DSCP scenario management provides the ability to try alternate initiatives to re-align the plan with the corporate objectives. The impact of every plan change can be measured in terms of adherence to corporate objectives. The alternate what-if scenarios are crucial input into the pre-S&OP meeting for stakeholder consideration.

FUTURE PROOF TECHNOLOGY

QAD DynaSys cloud – safe, secure and available. DSCP is available in the QAD Cloud. QAD Cloud services are ISO certified and carry SSAE15 SOC 1 Type II certification. Business continuity is assured with comprehensive disaster recovery planning.

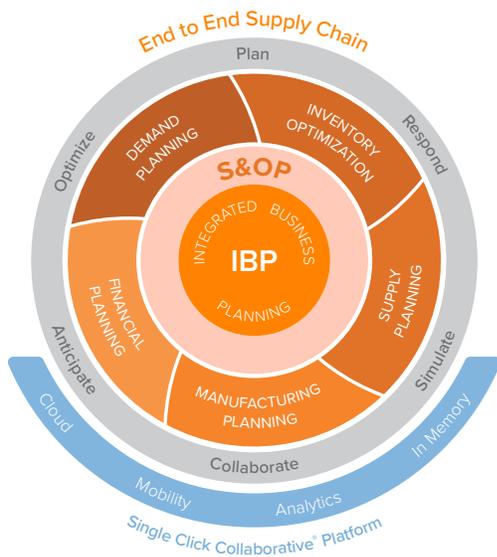
Mobility. DSCP user experience supports Web, mobile and touch screen user interfaces.

Analytics. As the IoT and machine learning deliver a greater number of data points, supply chain solutions must have a best-in-class capability to translate data into trends and decision grade analytics. DSCP seamlessly embeds capability from Qlik, a leading business analytics provider. This provides a beautiful and pleasant to use data experience supporting responsive and accurate decision making.

In-Memory. DSCP uses a highly scalable, rapid in-memory data model enabling real time simulation planning and effective decision support.

SALES & OPERATIONS PLANNING IS OUR HERITAGE

DSCP has been empowering customers to improve productivity and profitability through better supply chain decision-making for over three decades. QAD DynaSys, a division of QAD, invests heavily in research and development to future proof our solutions. QAD DynaSys customers leverage the latest technology and planning methods to meet current and future supply chain challenges.



Available Solutions

- Demand Planning
- Distribution Planning
- Production Planning
- Procurement Planning
- Network & Inventory Optimization
- S&OP
- DDMRP

At QAD DynaSys, we are helping our customers build the future of their supply chains.



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