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.

- Key Planning Departments
- Key Alignment Activities
- Core Plan Components

- Financial Management
- Production and Logistics
- Inventory Management
- Sales & Marketing Management
- Product Life Cycle Management

- Financial Plan
- Product Pricing
- Response Consensus
- Financial Targets Set

- Integrated Business Plan
- Annual operating plan (AOP)
- Strategic targets

- Resource capacities
- Supplier constraints
- Transportation planning

- New product introductions (NPI)
- End of life time management (EOL)

- Inventory targets
- Service level agreements
- Multi-stage distribution network

- Demand forecast
- Sales forecast
- Campaigns management
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

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

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

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

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

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.

**Today**

**SAP APO**
- SAP DP
- SAP SNP
- SAP gATP
- SAP PP/DS

**SAP ECC**

- Supply Chain Execution

**Future**

**SAP IBP**

- Enhanced User Experience
- Supply Chain Control Tower
- IBP for sales and operations
- IBP for inventory
- IBP for demand
- IBP for supply & response

**SAP HANA Platform**

**S/4 HANA**

- Supply Chain Execution
- SAP gATP
- SAP PP/DS

**SAP HANA Platform**

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

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

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<th>3D Planning View</th>
<th>What-If Analysis</th>
<th>Real-Time Data</th>
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<tr>
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<td>Create what-if scenarios and compare financial, supply and demand impact of scenarios against each other</td>
<td>Capitalize on real-time data availability</td>
<td>Leverage familiar Microsoft Excel front-end, incl. use of macros</td>
<td>Design your planning process in multiple levels</td>
<td>Collaborate across teams on Facebook-like application (SAP JAM)</td>
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<td>Adjust aggregation levels to your needs (product hierarchy, time buckets)</td>
<td>Simulate complex decisions to identify bottlenecks and assess potential solutions</td>
<td>Accelerate decision making</td>
<td>Personalize web-based “apps” dashboard</td>
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<td>Share planning updates with your team with a single click</td>
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What-If Analysis

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- Accelerate decision making
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User Experience

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Process Orchestration

- Design your planning process in multiple levels
- Efficiently track status of each process step
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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

Customer Value Added

- The Capgemini group delivers one-stop End-to-End solutions in the environment of digital transformation by serving customers with consulting expertise & IT solutions

- Digital projects are successfully designed & delivered from a single supplier & implemented seamlessly throughout business and technical areas