



Integrated Business Planning

Key insights and your way to start

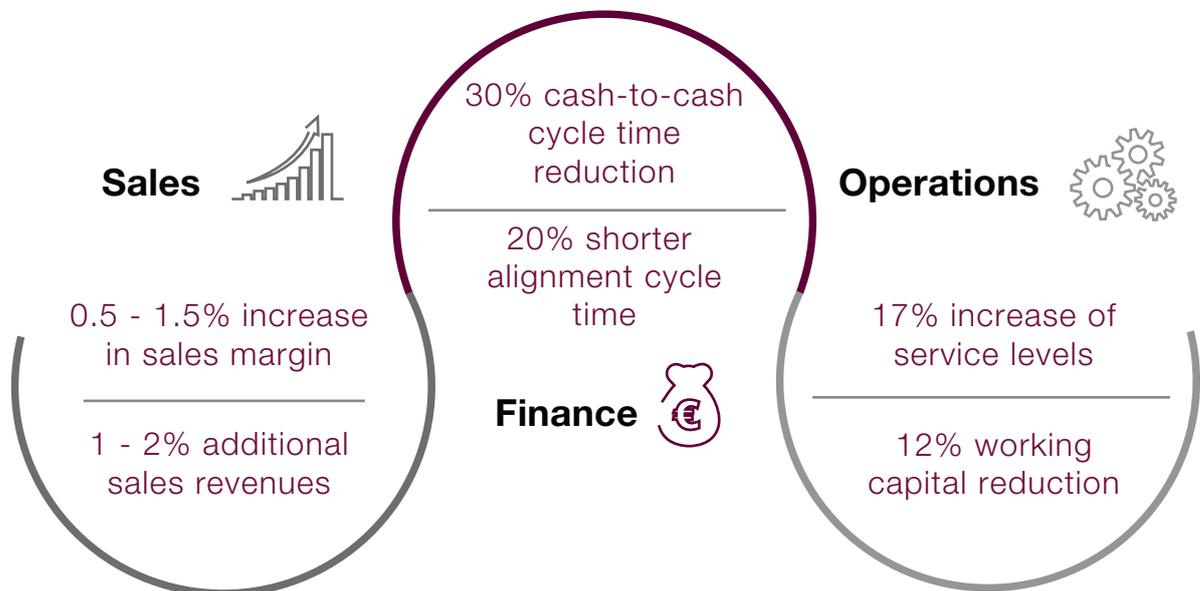


Market leading companies use innovative cloud-based, real-time planning solutions to outrace competitors

Companies today face the tremendous challenge to plan complex and often global, multi-level supply chains. Across different products, markets, profit centers and planning horizons, companies strive to serve their demanding customers and outperform competitors. The challenge includes the attempt to balance production capacities, optimize inventories and improve service levels. This goes along with pushing new products to the markets with shorter lead times than ever before, while managing marketing campaigns and keeping up with annual operating plan.

Even though such business challenges might not have changed for you lately, the potential response for you and your competitors surely has. New processes and tools have evolved to harness multi-level process structures, manage timelines, and orchestrate both heterogeneous IT systems and a unique and diverse organization. Unleashing cloud potential seems to be similar to entering the smart phone era, which allowed for real-time communication and all kinds of mobile computing. Cloud-based disruption to every part of your business is now closer and more

promising than ever, as you can enable your organization to increase resource utilization for storage and transport, optimize working capital, increase conformity and reliability of budget and overall improve accuracy and efficiency of your planning process. Our experience shows that potential for improvement is especially in the areas of Sales, Finance and Operations (see figure below).



Sources: Capgemini internal data

© Capgemini Consulting 2017

Lift your company to the next level of Integrated Business Planning

Your vision...

Supply chain planning has been evolving from a reactive approach to Sales & Operations Planning (S&OP) integrating more business areas towards the vision "One Company. One Plan. One Number". S&OP shaped the planning landscape in the early post-millennium era. Today, with Integrated Business Planning penetrating the market, this evolution continues and enables forward-thinking companies to translate strategic directives into feasible, operational targets. In our view, IBP offers three main benefits:



Planning Process Orchestration

Our experience shows that well-defined timelines and alignment processes are the foundation and yet the weakest link in today's planning processes, because mastering Planning means mastering your organizational processes and real-time collaboration. Fully cross-organizational alignment is a mandatory prerequisite for successfully orchestrating Management, Finance, R&D, Marketing, Sales and Operations. This has to be supported by very flexible processes, meaning to take different levels, numbers and views of interest into account.



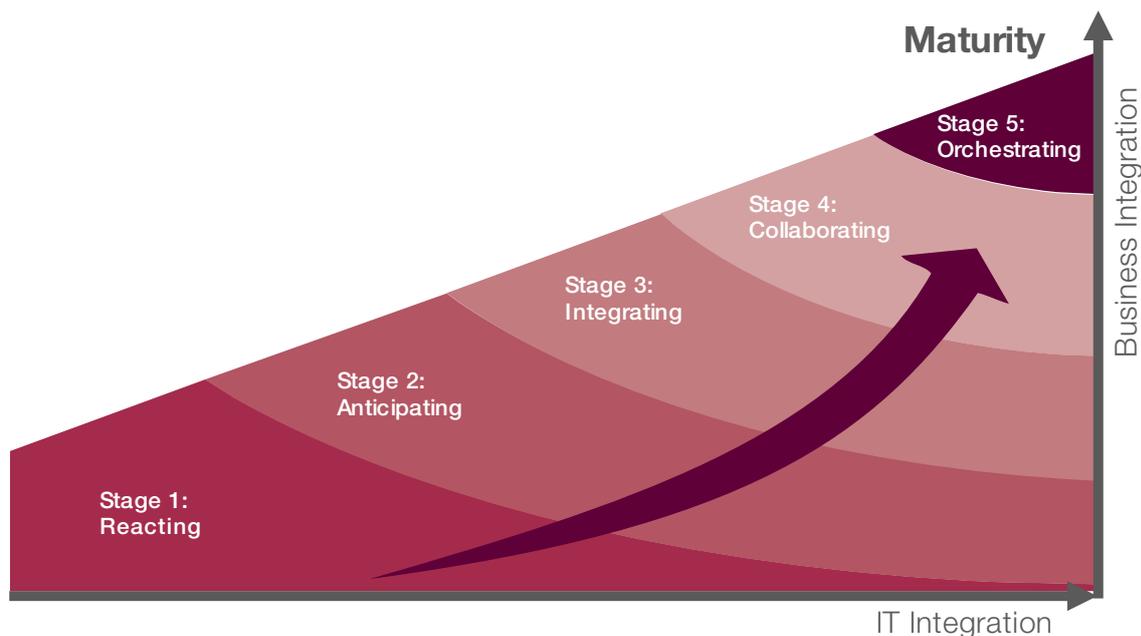
Volume and/or Value Optimization

Standard S&OP processes follow a two-step approach. First, an iteration to a sound and operationally feasible supply plan. Second, the financial analysis of this plan and readjustments in order to match financial targets. With IBP bridging the gap between volume and value based planning, both components can be optimized simultaneously, resulting in often eye-opening insights, e.g. into portfolio planning or the effects of promotions.



Increased visibility

Crucial for successfully managing the digital age is transparency on information and visibility of areas of improvement. For this purpose, leading IBP solutions come with a powerful toolset that support root cause analyses for past events, scenario-based decision making in daily business with actual numbers, and what-if analyses for planning the future company development.



Lift your company to the next level of Integrated Business Planning

... empowered by digital tools

Thought leaders heavily invest into getting their processes digital. Fully digitized planning and analytic platforms, used by well-trained planning experts are key factor for managing an often decentralized organization and will be state of the art for handling strategic, tactical and operational alignment. This new vision can only be realized with three fundamental digital technologies that are just about to launch a new age.



Cloud technology

Cloud-based planning solutions fulfill your demand for scalable solutions. They offer both performance scalability, to serve a developing business volume, and functional scalability, to apply newly released algorithms, reports, data sharing apps or a growing number of add-on tools as they are launched into the market.



Real-time data

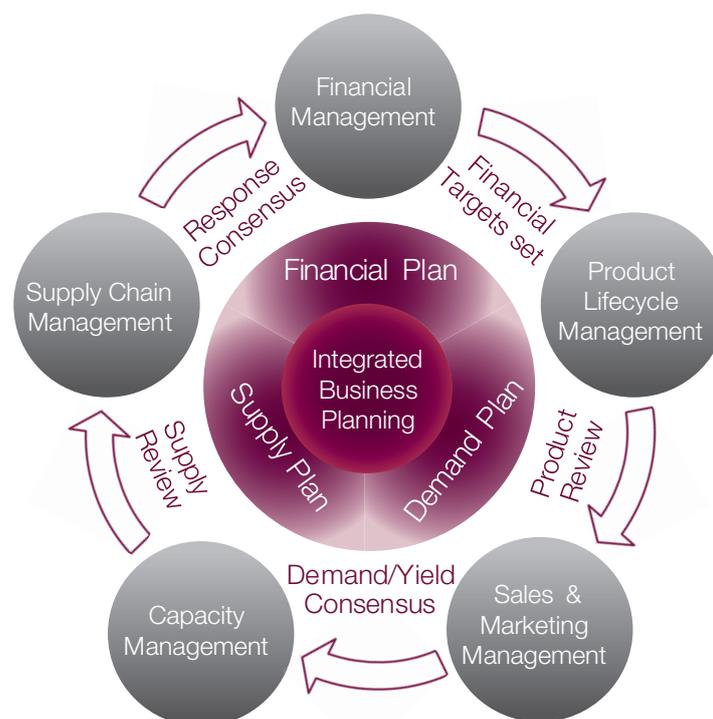
Volatile business environments demand fact-based decision making. Access to real-time data at the required level of granularity enables stakeholders to capitalize on business opportunities as they appear and to react to unforeseen challenges in time. Enhanced usability and support of mobile solutions are enablers that support accelerated data gathering, analysis and decision making.



Data analytics

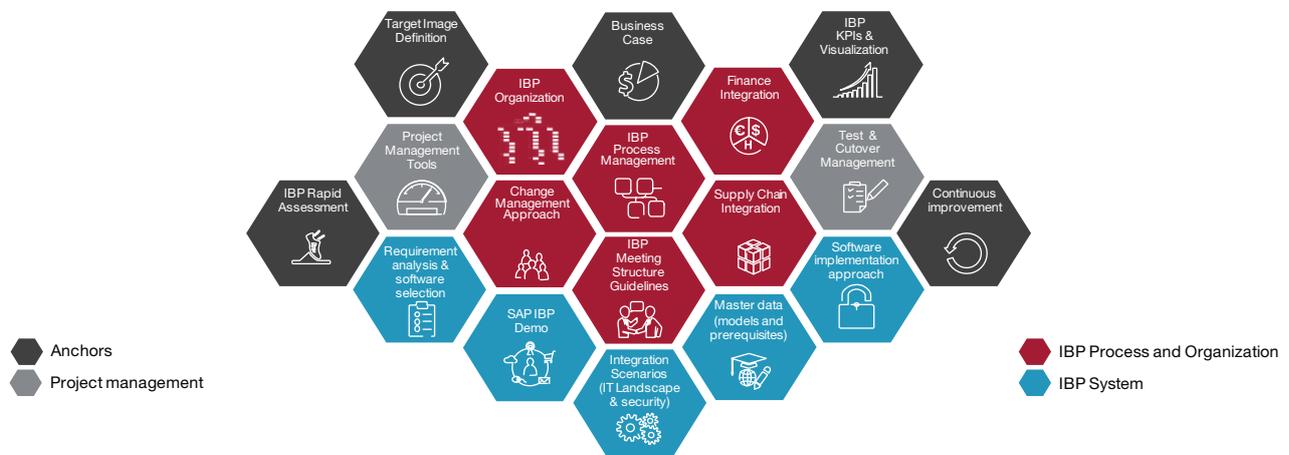
Deducting the right insights from historical data is essential to control your future business.

Analytic engines that are built into leading planning solutions, enable rapid data analysis, visualization of the current state and leverage machine-learning functionality. Therefore, it is possible to point out process abnormalities and to trigger continuous improvement.



Capgemini Consulting's IBP Toolbox as our Approach to Supply Chain Excellence

In order to give answers to the challenges of supply chain planning excellence, Capgemini's toolbox for Integrated Business Planning is well-equipped. Our tools reach into all relevant areas to be able to apply a tailored approach to every customer need.



© Capgemini Consulting 2017

● Anchors

Our rapid assessment delivers a detailed evaluation of your status-quo, upon which clear targets can be defined. By constantly tracking strategic KPIs, a continuous improvement cycle is implemented for performance enhancements along the whole supply chain.

● IBP Process and Organization

Every organization has a different setup and therefore processes have to be built around them. Our change management mobilizes relevant stakeholders and keeps them on track through structured

IBP meetings and guidelines to achieve your one plan target. Realized impacts extend beyond the supply chain and influence finance and controlling KPIs.

● Project Management

Large-scale transformation projects always bear significant challenges. Capgemini's expertise in project management combines existing standards with profound project management tools. Automation of tests and result-oriented allocation of resources is done by experienced consultants.

● IBP System

Successful transformations imply changes of IT landscapes and systems. Based on our analysis of your exact requirements, our collaborative software selection process ensures a seamless integration into your existing system landscape. The necessary IT support for such a transformation is provided by our software implementation approach and supported by an efficient and sustainable master data management.

Choose our Integrated Business Planning Offering

Capgemini Consulting offers various opportunities to get your company started into your individual IBP process



Get-in-touch Workshop

Our experts discuss your individual challenges with you.



Rapid Assessment

Determine your company's IBP potential through our rapid assessment.



Live Demo

State-of-the-art IBP software presentation for you on site.

Capgemini Consulting is the right partner to understand and master your individual business challenges. Together, we pave the road towards a successful future.

Contact:



Markus Bornfleth

Senior Expert for Integrated Business Planning
Olof-Palme-Straße 14
81829 München
+49 151 4025 0164
markus.bornfleth@capgemini.com



About Capgemini Consulting

Capgemini Consulting is the global strategy and transformation consulting organization of the Capgemini Group, specializing in advising and supporting enterprises in significant transformation, from innovative strategy to execution and with an unstinting focus on results. With the new digital economy creating significant disruptions and opportunities, the global team of over 3,000 talented individuals work with leading companies and governments to master Digital Transformation, drawing on their understanding of the digital economy and leadership in business transformation and organizational change.

Find out more at

www.capgemini.com/consulting-de/

About Capgemini

With more than 190,000 people, Capgemini is present in over 40 countries and celebrates its 50th Anniversary year in 2017. A global leader in consulting, technology and outsourcing services, the Group reported 2016 global revenues of EUR 12.5 billion. Together with its clients, Capgemini creates and delivers business, technology and digital solutions that fit their needs, enabling them to achieve innovation and competitiveness. A deeply multicultural organization, Capgemini has developed its own way of working, the Collaborative Business Experience™, and draws on Rightshore®, its worldwide delivery model.

Learn more about us at

www.capgemini.com/de-de/

Rightshore® is a trademark belonging to Capgemini