Planning, responsiveness and agility with **GALLOP PLANNING COLLABORATION** AS ONE INTEGRATED SOLUTION

COGNITUS

SPEAKER

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HOST

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OVERVIEW

Planning Visibility Why move to Planning Collab?

Best time to implement?

GALLOP ROADMAP

Industry specific

Anything reusable?

Urge clients to revisit best practices

Do These Planning and Forecast Challenges Sound Familiar?

- Volatility in supply plans leading to increase production disruption
- Unreliable customer order promise dates due to lack of synchronicity between demand and supply signals
- High buffer inventories needed to guard against supply uncertainty
- Proliferation of custom build products and outsourced manufacturing requiring a more precise view of internal and external inventory to meet customer expectations
- Suppliers lacking timely view into customer demand



Network-based Collaboration Drives Resilient Outcomes



Reduce latency and improve quality of demand and supply signals that are critical inputs to net requirements planning calculations



Reduce planning cycle time and overall product lead time with a responsive, process-driven workflow



Improve assurance of supply upstream in the supply chain allowing for more complete and reliable delivery to downstream customers

Why Gallop Planning Collaboration?

Solution main benefits

Increase Forecast Frequency and Accuracy

 Real-time, digital collaboration of unconstrained forecasts and supplier forecast commitments and upside allows for an iterative process of planning between supply chain parties.

Gain visibility into Supplier Manufacturing Capacity and On-hand Inventory

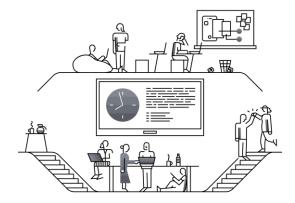
• Enhance contract manufacturing scenarios with real-time visibility into the onhand inventory and manufacturing capacity of n-tier suppliers and contract manufacturers.

Management by Exception

 Proactive monitoring and alert signals on the Supply Chain Monitor and Supplier Monitor allows both planners and suppliers to collaborate better and manage by exception, reducing FTE costs.

Differentiators

- Natively integrated to work with SAP IBP and S/4HANA planning solutions and the rest of the SAP Business Network for Supply.
- Supplier Enablement services are included in the subscription to support the onboarding and enablement of supplier partners in a matter of weeks (as opposed to months).
- Leverages over 30 demand and supply signals exchanged in near real-time.
- Fixed price and fixed timeline

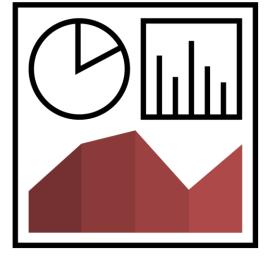


SAP Business Network for Supply Chain – Planning Collaboration

Scenario #1: Forecast collaboration

A common view for buyers and suppliers makes real-time orchestration of supply plans achievable.

Planners are alerted immediately for any under- or over-commitment to component demand so mitigating actions can be taken earlier in the planning cycle.



Comprehensive data with a common buyer/supplier view



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Forecast of

View by Weeki

Stock on hand: 0 Key figures Order forecast

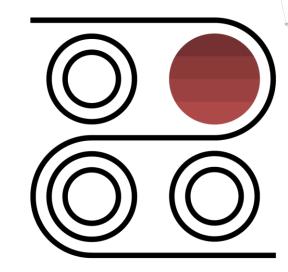
- Alignment of needs from all suppliers can be broadcast at once to all suppliers through process automation
- Planners can have confidence that the plan is feasible based on feedback from suppliers.
- Suppliers can provide "upside" product capacity to alert planners of extra capacity available.
- Same view for buyer and supplier for a quick overview of critical situations
- Plan in the SAP IBP planning system can be constrained based on supplier's commitment

SAP Business Network for Supply Chain – Planning Collaboration

Scenario #2: External manufacturing planning visibility

Achieve complete **supply chain visibility** and equip your organization to work with multiple tiers of **contract manufacturers and suppliers** across key supply chain planning and execution processes.

Suppliers can report the stock on-hand quantities in their inventory so buyers can use this information to better manage strategic components/parts and proactively detect supply disruptions.





ОСТ 24^{тн} - 26^{тн} ВООТН #206

THANK YOU

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