

Planning, responsiveness and agility with

GALLOP PLANNING COLLABORATION

AS ONE
INTEGRATED
SOLUTION

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COGNITUS



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

1

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

2

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

3

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

1

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.

2

Gain visibility into Supplier Manufacturing Capacity and On-hand Inventory

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

3

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



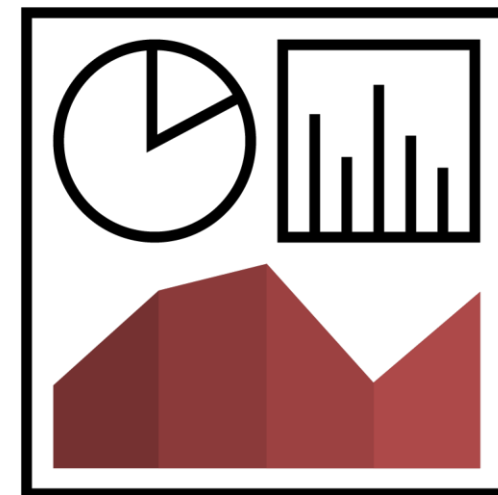


SAP Business Network for Supply Chain – Planning Collaboration

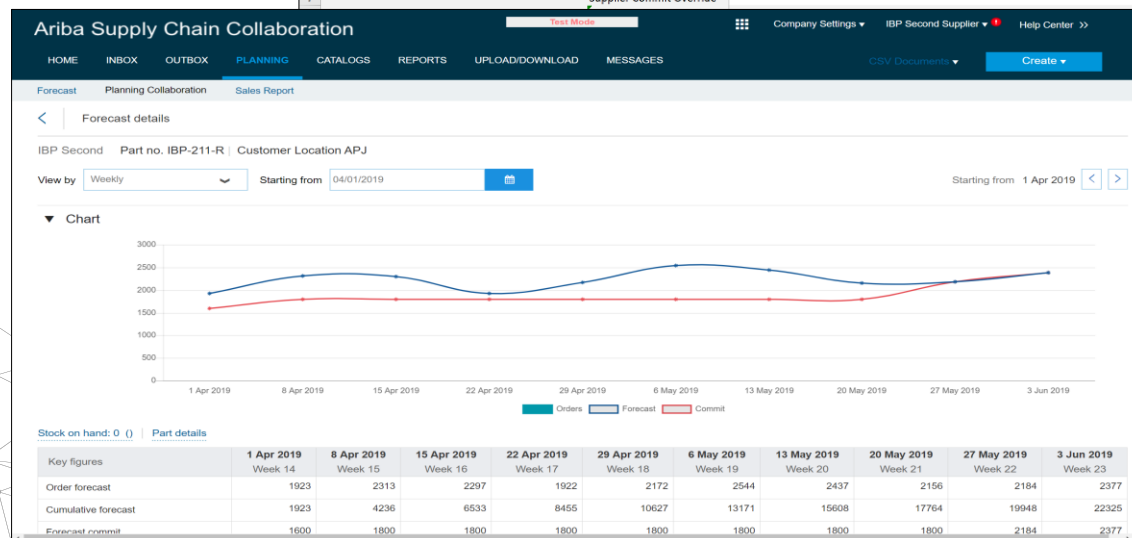
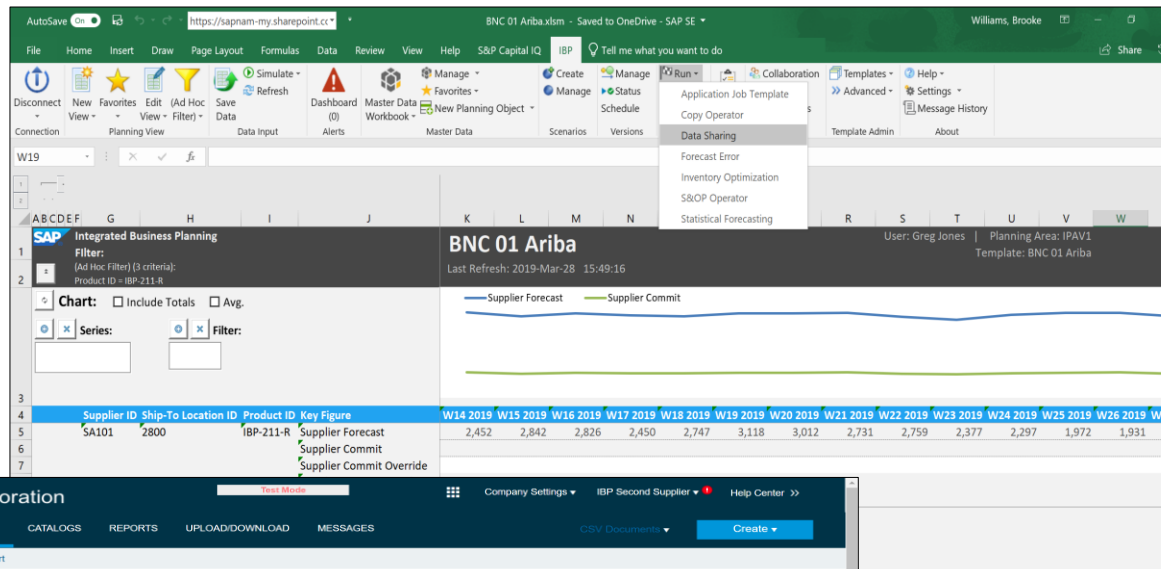
Scenario #1: Forecast **collaboration**

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



- 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

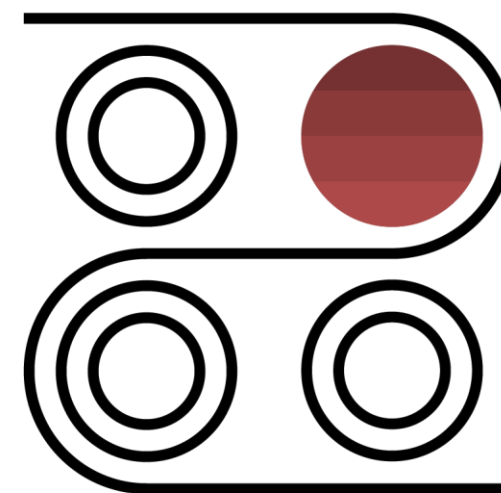


SAP Business Network for Supply Chain – Planning Collaboration

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**.



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THANK YOU

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