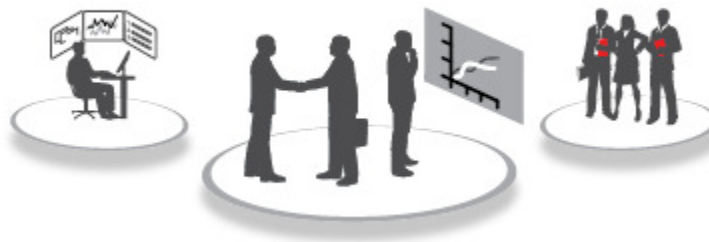


Integrated Business Planning

An interactive workshop from Oracle, CSS and Oliver Wight



Workshop Focus

The workshop was designed to take a fresh look at Integrated Business Planning (IBP) and show how moving from a siloed Financial and Operational plan to a fully-integrated planning process, with the right blend of people, process and technology, can give organizations absolute control over their business and deliver substantial benefits straight to the bottom line.

Workshop Outputs

The workshop session will allow participants to explore the challenges for effective business planning within their own organizations, based on process, people and tools.

The IBP agenda

- Realize sustainable growth, with improved profitability
- Gain complete control of the planning cycles
- Stay ahead of demand – and the competition
- Full alignment with product portfolio developments
- Deploy and align your people behind the business strategy
- Identify performance gaps early
- Enable business scenario modeling
- Generate rolling business plans with a 24-36 month horizon
- Provide full financial appraisal of rolling business plans

Workshop Exploration

Oracle, CSS and Oliver Wight will explore the shortcomings of existing siloed processes and demonstrate what can be achieved through the transition to IBP. Participants will then work in cross-functional, cross-company groups, to conduct self-assessments and begin to meet the challenge of solving real-life problems in their own organizations.

Company's challenges to convert high-level strategic plans into operational reality may be as old as the hills, but many organizations still struggle to achieve the kind of joined-up thinking necessary for optimal service and product delivery. The benefits of IBP are far-reaching. The issue with traditional planning is that it doesn't allow organizations to set ambitions high enough: it is typically assigned as a supply chain process with a one- to 12-month horizon, and no real financial integration. The focus is on the short term – and on the numbers rather than the issues. This does not make for effective decision-making. Many organizations have failed to recognize the evolution of the planning process into IBP and to capitalize on its potential.

What is IBP?

Originated by Oliver Wight, S&OP has developed from its production planning roots in the 1970s to the fully-integrated business management (finance and operations) process that IBP is today. IBP improves trust within the management team, and eases the translation from the detail to the aggregate to improve decision-making.

What IBP delivers

Increased forecast accuracy 18-25%
Increased sales revenue 10-15%
Increased on-time delivery 10-50%
Inventory reduction 18-46%
Safety stock reduction 11-45%
Increased productivity 30-45%

Harnessing people, process and technology

The workshop explores the five steps of the monthly IBP cycle: product management, demand, supply, financial management reconciliation and management review, and demonstrated how tools and processes can be harnessed for improve decision-making and sustainable performance.

IBP removes the need for the annual budgeting process because it introduces the concept of a rolling business plan with an extended horizon (typically 24 months). Oracle Cloud tools provide complete visibility of financial and operational planning, supporting a robust rolling plan. Long- and short-range operational plans can be viewed against financial forecasts to identify gaps. Scenarios can be assessed to close gaps, and ensure goals are met. The modular tool-set spans the evaluation of resources and demand for new products, determining total demand and planning supply across multiple tiers of suppliers. The result is a robust plan using all available information to support decision making and document the assumptions taken



Oracle, CSS and Oliver Wight

Focusing on people and process, Oliver Wight's business improvement services provide the perfect complement to the software solutions supplied by Oracle.

Oracle

Oracle provides a complete, modular toolset, designed to work with existing IT systems to provide all the information and control needed for IBP. This modular approach gives companies the capability that matches their maturity. Modules include: financial planning & budgeting, balanced scorecard, product lifecycle management, demand planning, supply planning and business intelligence.

CSS

CSS is a leading solutions integrator for Oracle's Cloud ERP and on premise solutions, including JD Edwards, Oracle E-Business Suite, PeopleSoft and Value Chain Planning. We provide Cloud support, implementation, integration, business process transformation, managed services and project management for Oracle clients and are solely focused on the Oracle community. CSS is a certified Cloud Select, Platinum and Oracle Specialized partner.

Oliver Wight

Oliver Wight delivers tailored IBP programs to help organizations deliver sustainable business improvement. Through knowledge transfer, Oliver Wight IBP inspires people to drive change throughout their own organization, delivering continuous performance improvement and financial results that last.

