

INTEGRATED BUSINESS PLANNING



ROD DAUGHERTY,
Vice President, Product Strategy | Blue Ridge



SANTHOSH SRIRAMBHATLA
Vice President, Product Development | Blue Ridge



BLUE RIDGE
FOR A MORE FORESEEABLE FUTURE

CONFIDENTIALITY

Rights to the content of this work

© Copyright 2018 by Blue Ridge Solutions, Inc. All rights reserved. This material is protected by the Copyright Act of 1976, as amended, as an unpublished work and the foregoing notice and legend shall not be deemed to constitute publication or an intent to publish thereunder. These materials are proprietary and confidential information of Blue Ridge Solutions, Inc., and may not be disclosed and used only as authorized in the License Agreement and Confidentiality Agreement controlling such disclosure and use.

Modification to the content of this work

Blue Ridge Solutions, Inc., reserves the right, at any time and without notice, to change these materials or any of the functions, features or specifications of any of the software described herein. Blue Ridge Solutions shall have no warranty obligation with respect to these materials or the software described herein, except as provided in the Blue Ridge Solutions software license agreement with an authorized licensee.

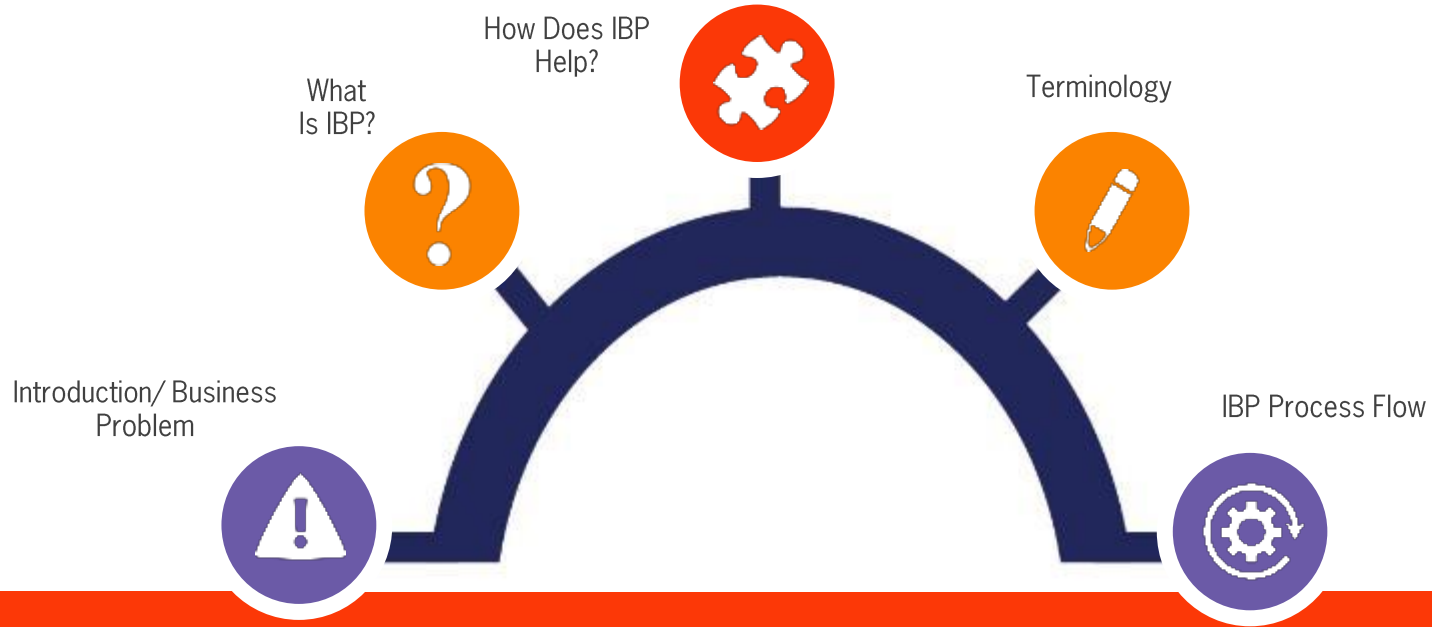


INTEGRATED BUSINESS PLANNING (IBP)

Configurable, long-range collaborative planning

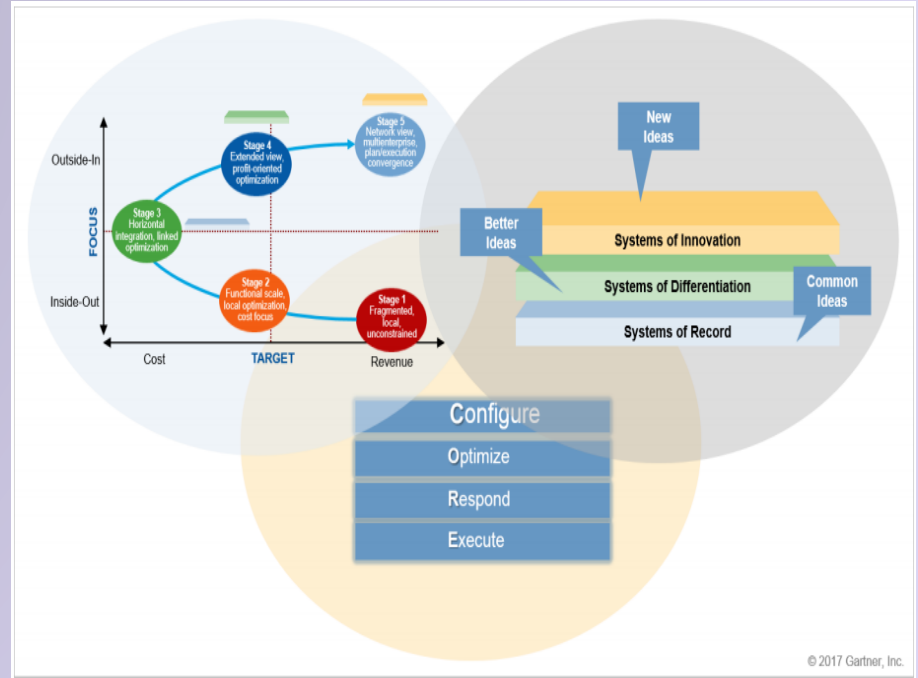
2018 BLUEPRINT





INTEGRATED BUSINESS PLANNING

INTEGRATED BUSINESS PLANNING



“THE DISCONNECT”



	SALES	OPERATIONS	FINANCE
GOALS	Maximize Revenue	Minimize inventory	Maximize profit Minimize costs Manage cash flow
UNITS OF MEASURE	\$ Typically by product family	Units Typically by SKU	\$ Typically by business unit
FORECAST HORIZON	Current quarter Current year	Planning horizon	Fiscal year 2-5 year projection



WHAT IS IBP?

Integrated Business Planning

- A formal process led by senior management that on a monthly basis, evaluates time-phased projections for new products, demands and resulting financials
- Is a decision-making process to ensure the tactical plans in all business functions and geographies are aligned and in support of the companies' strategy
- A Process to reach consensus on a single operating plan, which allocates critical resources to most effectively and profitably meet customer's needs
- Cross functional involving Top Management, Sales, Supply and Purchasing



HOW DOES IBP HELP?

Integrated Business

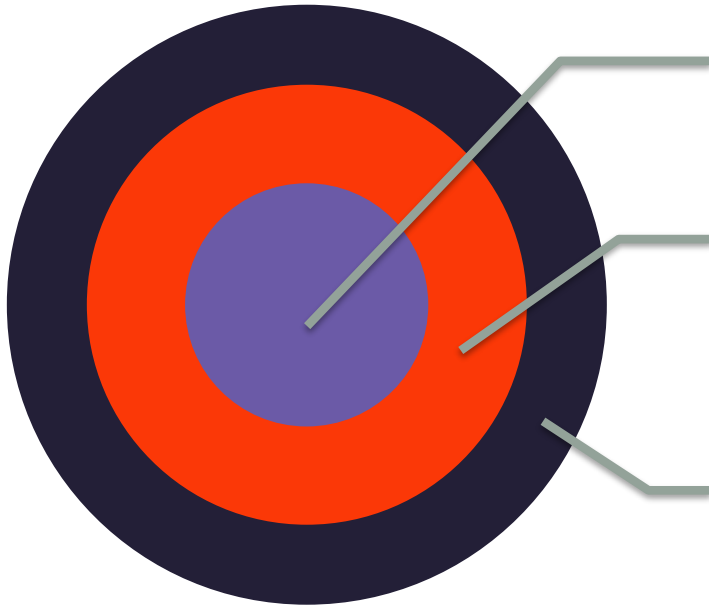
- Highlights imbalance between supply and demand
- Requires action to be taken
- Allocates resources effectively (people, facilities, equipment, materials)
- Meet customers needs
- Consider short and long term constraints
- Drives profitability



S&OP **IBP** **Accountability** **BUYER** **Accountability** **COLLABORATION** **Brand Manager** **Sales Growth** **Cost Reduction** **Supply Planner** **Demand Planner** **Team work** **VISIBILITY ACROSS ORGANIZATION** **Integrated Business Planning**

INTEGRATED BUSINESS PLANNING

A FEW DEFINITIONS

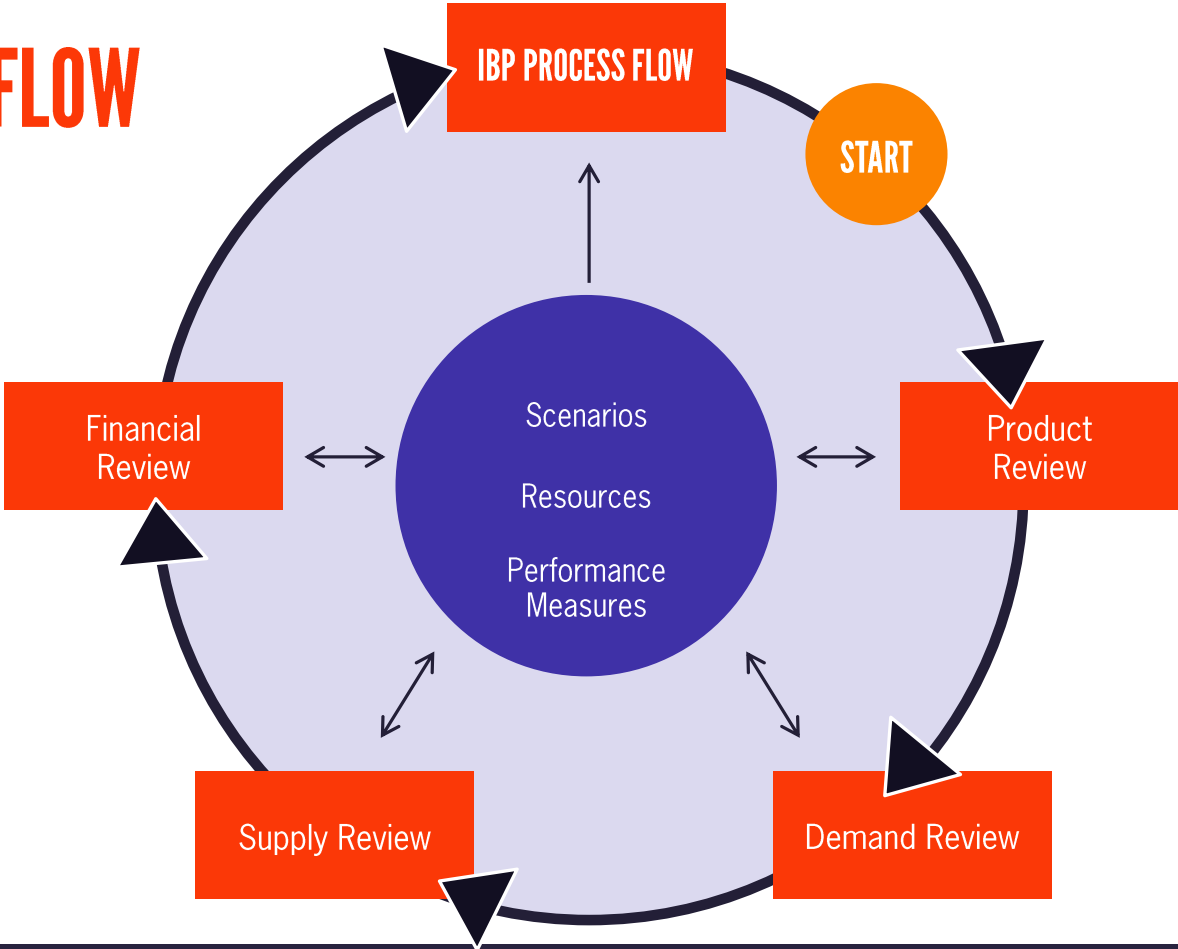


FORECASTING: An attempt to predict the future. In business, an attempt to predict demand and impact on resources (materials, labor, equipment, facilities, etc.).

DEMAND MANAGEMENT: Method of recognizing independent demand for goods and services. Users forecast, firm customers orders and other analysis to project and support market demands.

INTEGRATED BUSINESS: A process used to bring together functionally separate business groups to develop a consensus plan of record.

IBP PROCESS FLOW



INTEGRATED BUSINESS PLANNING – A LIST OF TEMPLATES

BLUE RIDGE Dashboard Daily Tasks Advanced Tasks **Collaborative Planning** Administrative Reports Help User: test System Name: IBP Demo System Date: 1/22/2018 - [Logout]

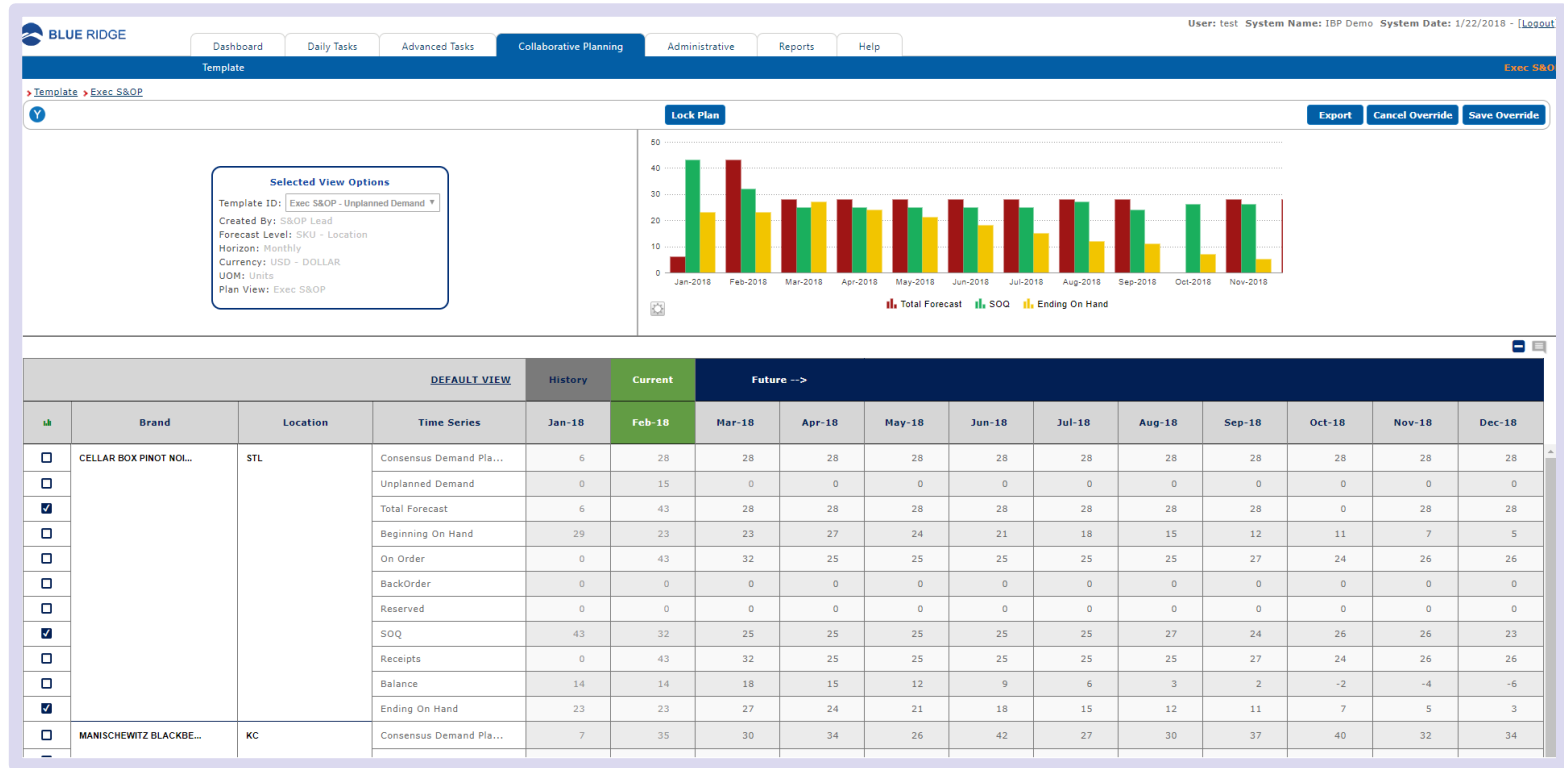
Template Template

> Template View + Add New Template

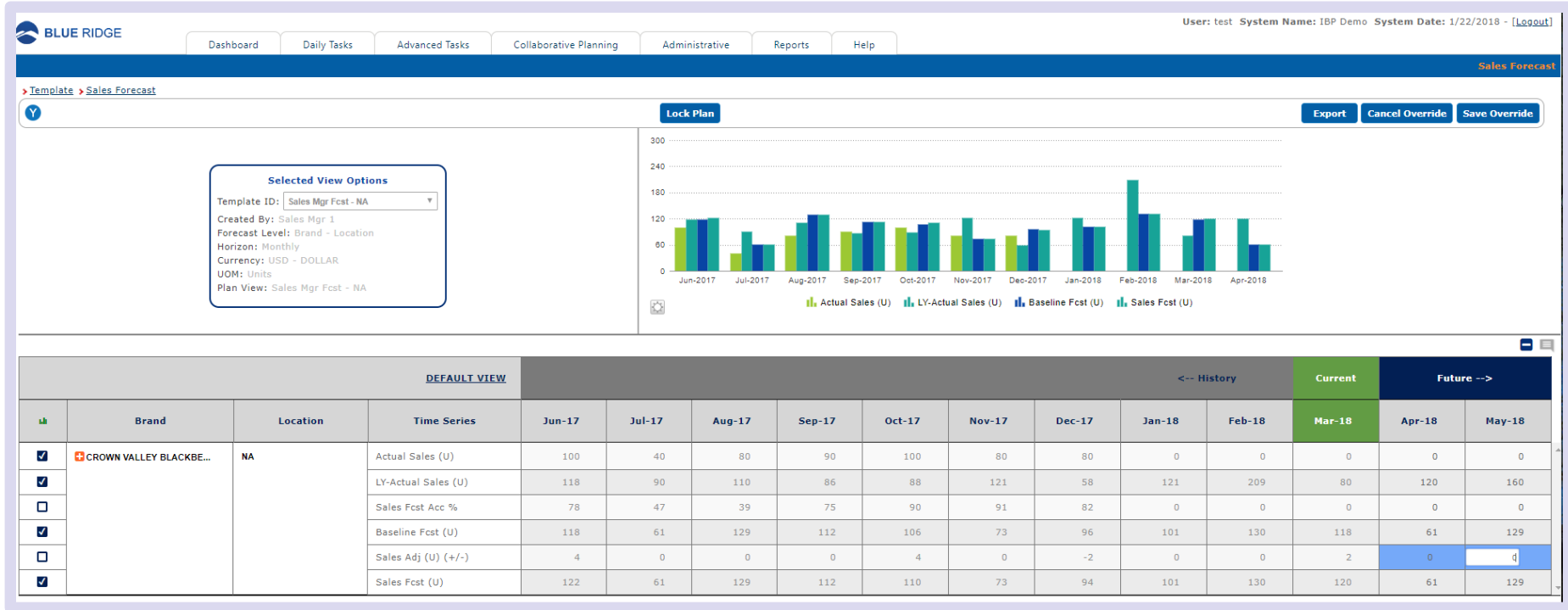
	Template ID	Description	Product Level	Location Level	Last Updated	Currency	UOM	Horizon	User Name
<input checked="" type="checkbox"/> <input type="checkbox"/>	Exec_S&OP - Unplanned Demand	Exec S&OP - Unplanned Demand	SKU	Location	2/1/2017	USD - DOLLAR	Units	Monthly	S&OP Lead
<input checked="" type="checkbox"/> <input type="checkbox"/>	Sales_Mgr_Fcst - NA	Sales Mgr Fcst - NA	SKU	Region	2/1/2017	USD - DOLLAR	Units	Monthly	Sales Mgr 1
<input checked="" type="checkbox"/> <input type="checkbox"/>	Sales_Mgr_Fcst - EMEA	Sales Mgr Fcst - EMEA	SKU	Region	2/1/2017	USD - DOLLAR	Units	Monthly	Sales Mgr 1
<input checked="" type="checkbox"/> <input type="checkbox"/>	Sales_Mgr_Fcst - APAC	Sales Mgr Fcst - APAC	SKU	Region	2/1/2017	USD - DOLLAR	Units	Monthly	Sales Mgr 3
<input checked="" type="checkbox"/> <input type="checkbox"/>	Brand_Mgr_Review	Brand Mgr Review	SKU	ALL	3/23/2017	USD - DOLLAR	Units	Monthly	Brand Mgr 1
<input checked="" type="checkbox"/> <input type="checkbox"/>	Finance_Review	Finance Review	SKU	ALL	3/23/2017	USD - DOLLAR	Units	Monthly	Finance Mgr 1



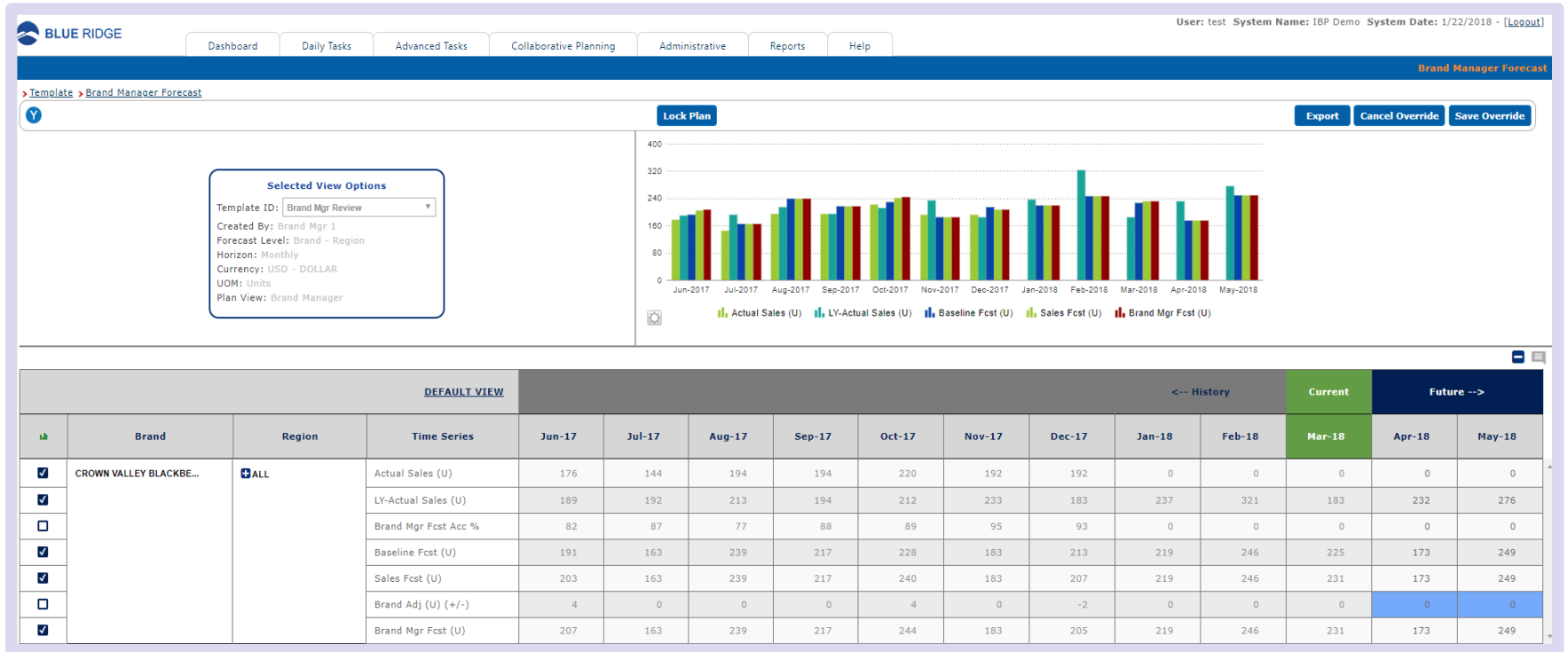
INTEGRATED BUSINESS PLANNING – EXECUTIVE EXCEPTIONS



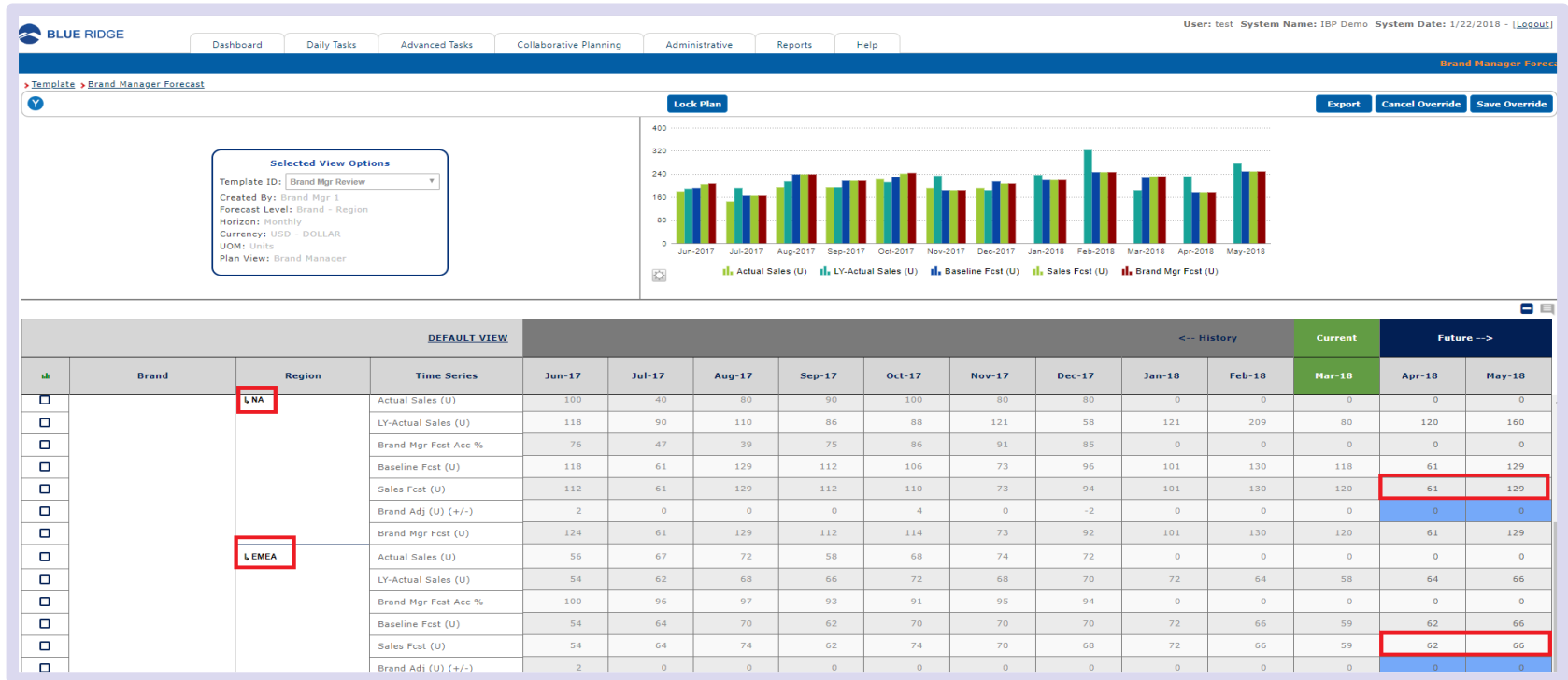
INTEGRATED BUSINESS PLANNING – SALES MANAGER VIEW



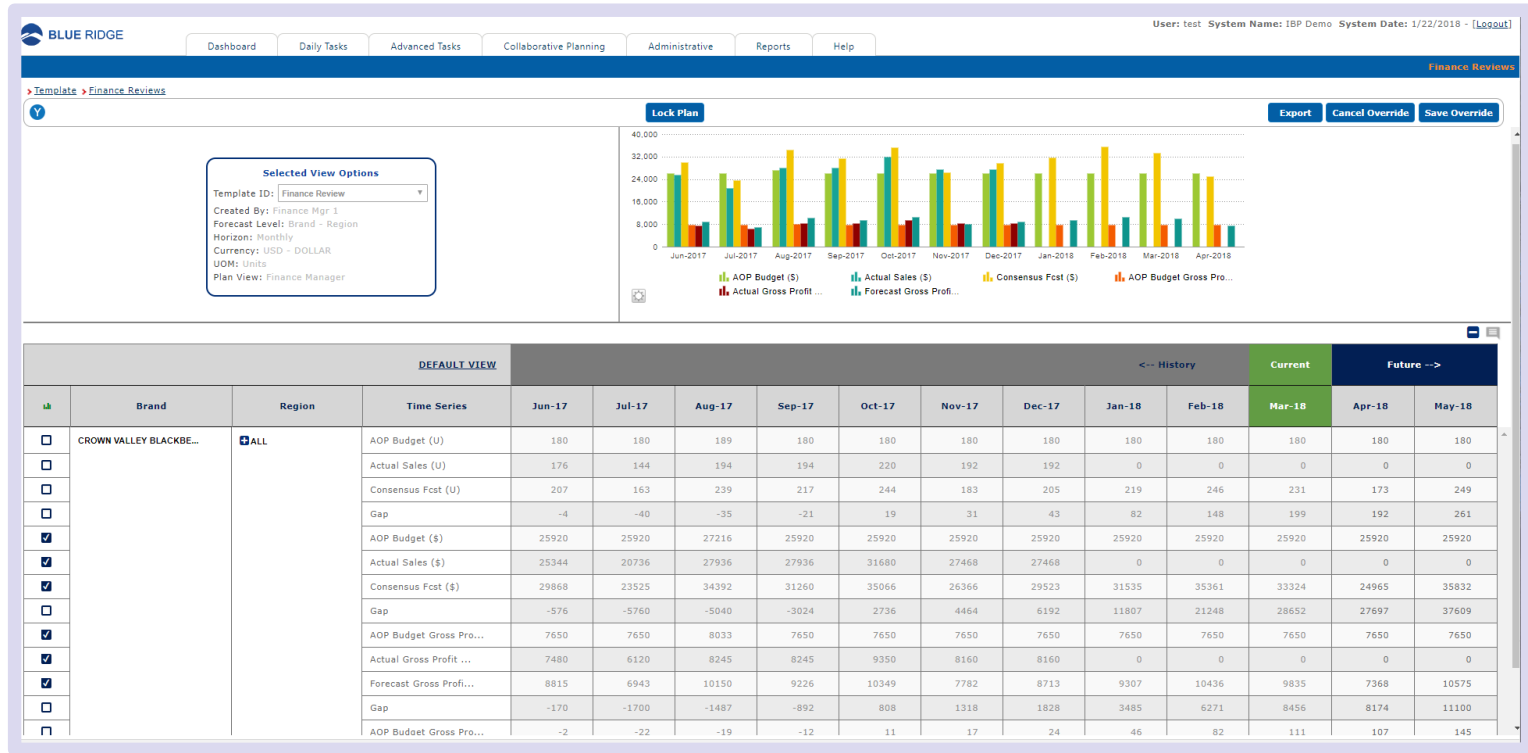
INTEGRATED BUSINESS PLANNING – BRAND MANAGER VIEW



INTEGRATED BUSINESS PLANNING – EXPAND BRAND MANAGER VIEW



INTEGRATED BUSINESS PLANNING – FINANCIAL VIEW



INTERESTED IN IBP? CONTACT:

Greg.Huffman@blueridgeglobal.com
Jeff.Jatcko@blueridgeglobal.com

