



# BLUEPRINT

embark. explore. embrace.



# Agenda

What is Collaborative Planning

What is Blue Ridge IBP

IBP and collaborative planning

# Collaborative Planning



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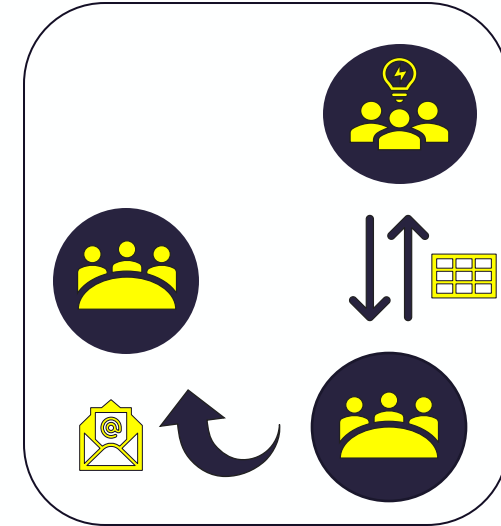
## Strategy



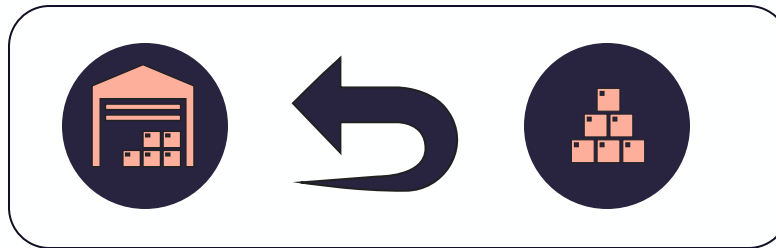
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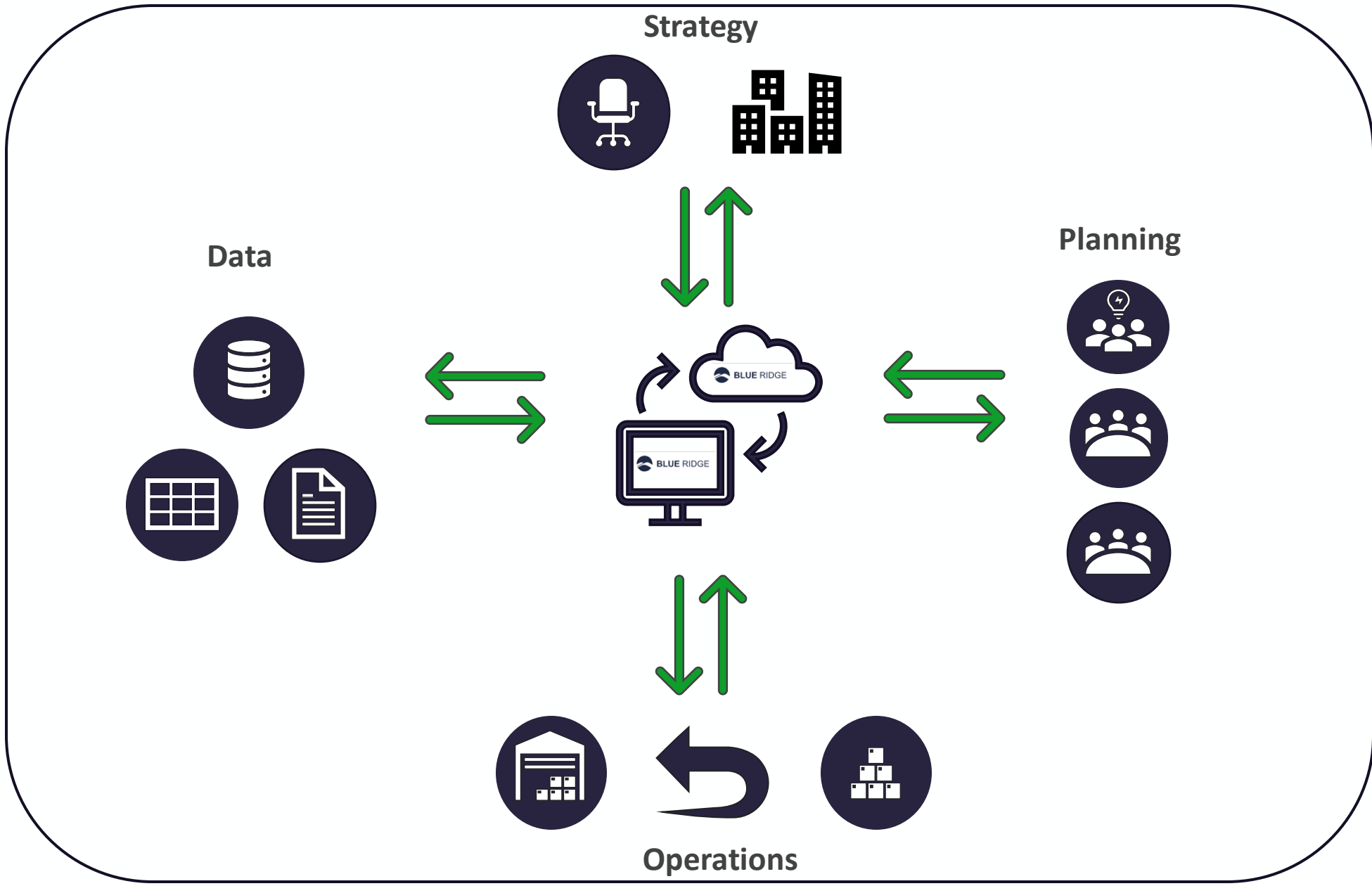


## Planning



## Operations





# Blue Ridge IBP Platform

## ONE PLAN ONE COMPANY

Provides a singular view and visibility across the company.

## COORDINATES ALL DEPARTMENTS

Conveys plans horizontally across functions and vertically by department

## DELIVERS A REALISTIC PLAN

Cross-functional involvement provides a reality check, what we can and cannot do

Interactive process results in individual ownership of the plan

## LINKS STRATEGY TO OPERATIONS

Shows areas where the Operating Plan has deviated from the Business Plan

Verifies the Business Plan in common units and in dollars

**It all starts with  
Collaborative  
Planning**

**Silos  
No  
More**

**All in one platform  
working  
towards one plan**

**Accountability  
&  
Responsibility**

**Exception  
Planning**

# Analytics

Continuous improvement



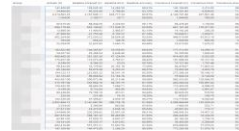
State of the union

Current Plan



Measure to plan

Forecast Accuracy



Sweet spot

Forecast Value add



Up or down?

Trend



30000 Ft

Executive dashboards





# What Next?

**Support the  
ever-increasing  
install base**

**Continuous  
improvement of  
product**

**Next Gen  
Platform**



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