

While SAP® continues to add more robust functionality and has become easier to use than ever before, many companies have not optimized the way the Demand Planning module was originally configured and continue to be constrained by a design that no longer fits the business. Often, the perception that it would be a monumental effort to redesign the processes and the DP module to leverage critical improvements to drive a better demand plan often squelch conversations about continuous improvement programs. Thinking the design is inflexible or adjustments too difficult often drive people outside the system to do analysis and forecasting work. Planner turnover and lack of training in the proper use of the system using statistical forecasting contribute to unnecessary manual tasks and custom processes causing a huge disconnect in integrated information. These obstacles can be overcome with a focus on a rapid redesign approach, user training in the proper use of available functionality and a continuous improvement plan over time to ensure long term stability and forecast accuracy.



### SCM02 Helps Demand Planning Teams:

- ✓ Update your DP structures to represent how you plan today capitalizing on current functionality and bringing your regular users back into the system.
- ✓ Understand and use statistical models and output to positively impact forecast accuracy.
- ✓ Raise visibility and enable management by exception – focus on critical planning situations
- ✓ Simplify underlying data and process management.
- ✓ Leverage an Add-In that allows “casual users” from sales and marketing to improve their plan input and reduce manual tasks through a seamless Microsoft Excel user interface that is available in the functionality today but is rarely used.

### SCM02’s Business Process Expertise



### Our Approach Includes:

-  **Demand Planning Process Design**  
Comprehensive evaluation of your demand plan process mapped to available functionality in APO DP and IBP for Demand, building and SAP® solution that works best for your business.
-  **Statistical Modeling and Forecast Accuracy**  
Rapid analysis, demand pattern recognition and an educational program to develop useful statistical models, settings, and a process your business will use.
-  **“Casual User” and DP Excel Add-In**  
Leverage excel functionality to improve demand plan input(s) and analysis and reduce manual task or complex custom process overhead
-  **User adoption programs**  
A variety of training and education approaches have been developed to meet every budget and specific need. From “should-to-shoulder” planner support to customized day-in-the-life training customized solutions to IT SAP® application education programs, we work with you to define how best to ensure your team has the skills needed to get maximum value from your SAP® investments

SCMO2 is a supply chain management firm that has built its reputation on making SAP® SCM solutions work by attaining better results than ever before. Our team of veterans ensure that the planning and scheduling processes and procedures that run the supply chain are managed within the SAP® system by providing solutions that always enhance user adoption and drive business benefits. Whether you are on a legacy version of APO or moving to the latest IBP HANA architecture, we can help you get the most from your supply chain technology investments.



## Sampling of our Demand Planning engagements:



3B global generic and OTC Pharmaceutical manufacturer used SAP® APO DP for many years and the entire demand planning team turned over in a short period of time. The company used this opportunity to redesign the whole DP solution to set up the team to be more productive and add more value. Changes included:

- Saw stat improvements with increased forecast accuracy
- Dollarization of the forecast
- Reduced characteristics
- Moved from weekly to monthly buckets
- Better automated the selection of stat models so the group could manage by exception on high volume, high variable products

5B global manufacturer of spices and food additives, was upgrading from version 3.0 to ver 7.0 APO, as SCMO2 recommended a complete redesign to get better results from the investment.



- Reduced the CVC count by 75% to simplify the model
- Redesigned and replaced the statistical forecasting approach by developing a group of forecast models that were very accurate for all the demand patterns across the entire product portfolio while also automating model assignment
- Worked shoulder-to-shoulder with the demand planning team to ensure they have a thorough understanding of the current process and system design and what they still needed to work on per the roadmap to ensure how to build additional models to drive continuous improvements in the future

**CHOOSE SCMO2 THE NEXT TIME YOU NEED WORLD CLASS DEMAND PLANNING AND STAT FORECASTING HELP.**