

Integrated Business Planning (S&OP)

The Challenge

Client - Global Pharmaceutical and consumer health product manufacturer and distributor.

Develop global centralised planning function and associated Integrated Business planning (IBP) and Sales & Operations Planning (S&OP) cycle within existing Mundipharma organisation based on industry best practice.

The Solution

- ❖ Developed fully integrated S&OP IBP including PLM inputs/outputs, Demand, Supply, Platform (Pre S&OP) and Exec S&OP within a standard 20 day monthly cycle.
- ❖ Developed standard centralised planning processes via SIPOC and Makigami methodologies based on industry best practice for full S&OP cycle.
- ❖ Implemented centralised planning organisation for both Ethical and Consumer businesses based in Cambridge and Singapore.
- ❖ Engaged wider business team via a project approach using collaborative approach to process design and alignment with Marketing, Sales, Supply Chain and Finance teams both centrally and in country.
- ❖ Developed full KPI suite and associated dashboards for all stages.
- ❖ Successfully implemented 3 month 'Pilot' fully supported.

The Results

- ❖ Used KPIs to drive improved decision making based on financial drivers and strategic growth and positive behavioural change.
- ❖ Improved forecast accuracy by 5% globally.
- ❖ Implemented ABC/XYZ product classification based on volatility, value and service level, reducing global inventory by ~15%.
- ❖ Fully engaged and upskilled wider business teams using both top down and bottom up comms and engagement plan for all stakeholders.
- ❖ Developed global implementation plan by business unit.