

*OUR SOLUTIONS*

# *INTEGRATED BUSINESS PLANNING (IBP)*

DOBILO's pathway to IBP Success



**RIGHT PEOPLE, RIGHT SKILLS AT  
THE RIGHT TIME**

To unlock growth with end-to-end supply chain optimization



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## **INTRODUCTION TO INTEGRATED BUSINESS PLANNING (IBP)**


Integrated Business Planning (IBP) stands as the evolutionary step beyond traditional Sales & Operations Planning (S&OP), representing the pinnacle of strategic alignment and operational efficiency for businesses.

As companies navigate increasingly complex and dynamic markets, the need for a more integrated approach to planning has become paramount. IBP transcends the limitations of S&OP by integrating demand and supply variations with financial outcomes, fostering agility, and implementing effective governance models.

Originating as a means to align sales forecasts with production capacity to ensure high service levels for customers, traditional S&OP served its purpose well in simpler times. However, as the business landscape has evolved, so too have the demands placed upon organizations.

**IBP not only addresses the core functions of S&OP but goes further, focusing on the holistic impact of demand and supply variations on financial results.**

By integrating strategic, financial, and operational planning processes, IBP enables organizations to navigate uncertainty with greater confidence and agility.



**At DOBILO, we recognize IBP as more than just a buzzword—it's a strategic imperative for organizations seeking to thrive in today's competitive landscape.**

## BENEFITS OF IMPLEMENTING IBP

Moving from conventional S&OP to IBP offers numerous advantages for organizations:

**1. Robust Financial Integration:** IBP ensures that changes in product portfolio, demand, and supply are reflected in financial statements, empowering leadership to anticipate and address gaps effectively.

**2. Alignment with Strategic Plan:** IBP seamlessly embeds strategic plans into tactical activities, ensuring execution alignment over rolling timeframes.

**3. Comprehensive Product Portfolio Management:** IBP facilitates holistic product portfolio reviews, including launches, life cycle management, and rationalization.

**4. Monetized Scenario Planning:** IBP enables scenario planning with clear financial implications, empowering decision-makers to mitigate risks and capitalize on opportunities.

**5. Strong Governance Model:** With IBP, decision-making is guided by executive leadership, promoting accountability and strategic alignment.



**At DOBILO, we understand the significance of IBP in today's competitive landscape, and we're committed to helping organizations leverage its full potential.**

### CHALLENGES IN IBP IMPLEMENTATION

Implementing Integrated Business Planning (IBP) presents organizations with several challenges that must be overcome to ensure success.

These challenges encompass various aspects of organizational structure, processes, technology, and culture.



**1. Process Robustness and Data Quality:** The effectiveness of IBP hinges on the robustness of fundamental processes such as product management, demand planning, supply chain operations, and finance. Ensuring consistency, accuracy, and reliability in these processes is essential for generating trustworthy insights and facilitating informed decision-making.

**2. System Support:** Adequate technological infrastructure is crucial for supporting IBP implementation. Organizations may encounter challenges related to data integration, system compatibility, and the availability of advanced analytics capabilities. Investing in the right tools and technologies to support IBP is essential for maximizing its benefits.

**3. Cross-Functional Collaboration:** IBP requires strong collaboration and alignment across various functional areas within the organization, including sales, operations, finance, and executive leadership. Achieving consensus on key assumptions, priorities, and decision criteria can be challenging, particularly in large or decentralized organizations with diverse stakeholders.

**4 Leadership Commitment:** Successful IBP implementation requires active involvement and commitment from senior leadership. Executives must champion the IBP process, provide the necessary resources and support, and drive organizational change to ensure alignment with strategic objectives.

**5. Change Management:** Transitioning from traditional planning approaches to IBP represents a significant organizational change. Resistance to change, lack of buy-in from stakeholders, and cultural barriers can impede progress and undermine the effectiveness of IBP implementation efforts.

**6. Training and Education:** Building capabilities and fostering a shared understanding of IBP principles and practices among employees is essential for successful implementation. Providing comprehensive training programs, educational resources, and ongoing support is critical for empowering teams to embrace IBP and effectively contribute to its success

**7. Sustainability:** Sustaining momentum and continuously improving IBP processes over time is essential for long-term success. Organizations must develop mechanisms for monitoring performance, identifying areas for optimization, and adapting to evolving market dynamics and business conditions.

At DOBILO, we recognize the multifaceted nature of IBP implementation challenges and offer tailored solutions to address them. Through our expertise, methodology, and innovative tools, we help organizations navigate the complexities of IBP implementation, overcome obstacles, and achieve sustainable business transformation.



## DOBILO'S APPROACH TO SUCCESSFUL IBP

Through our comprehensive approach and the innovative capabilities of AchieV, DOBILO is committed to guiding organizations towards IBP excellence, unlocking new levels of performance, and driving sustainable growth. Our approach is built on three pillars:

**1. Maturity Assessment:** We begin by conducting a comprehensive assessment of your organization's IBP maturity level. Through interviews with key stakeholders and a thorough questionnaire, we gain insights into your current processes, identify gaps, and pinpoint opportunities for improvement.

**2. Process Design:** Based on the assessment findings, we collaborate with your team to design an IBP process that aligns with your strategic objectives and addresses your key business challenges. Our goal is to create a customized framework that not only enhances operational efficiency but also fosters strategic alignment across departments.

**3. Implementation Support with AchieV:** Central to our approach is the use of AchieV, a tool designed to reinforce discipline and accountability at every stage of the IBP process. AchieV serves as a comprehensive platform for conducting IBP reviews, managing tasks, and tracking performance metrics.



At DOBILO, we understand that successful IBP implementation requires more than just theoretical frameworks – it demands practical tools and methodologies tailored to each organization's unique needs.

### HOW AchieV ENHANCES YOUR IBP IMPLEMENTATION

**Content Management:** AchieV centralizes all IBP review content, including plans, variance analysis, and financial statements, providing participants with easy access to critical information.

**Escalations and Actions:** AchieV facilitates the management of escalations and follow-up actions, ensuring that issues are addressed promptly and efficiently.

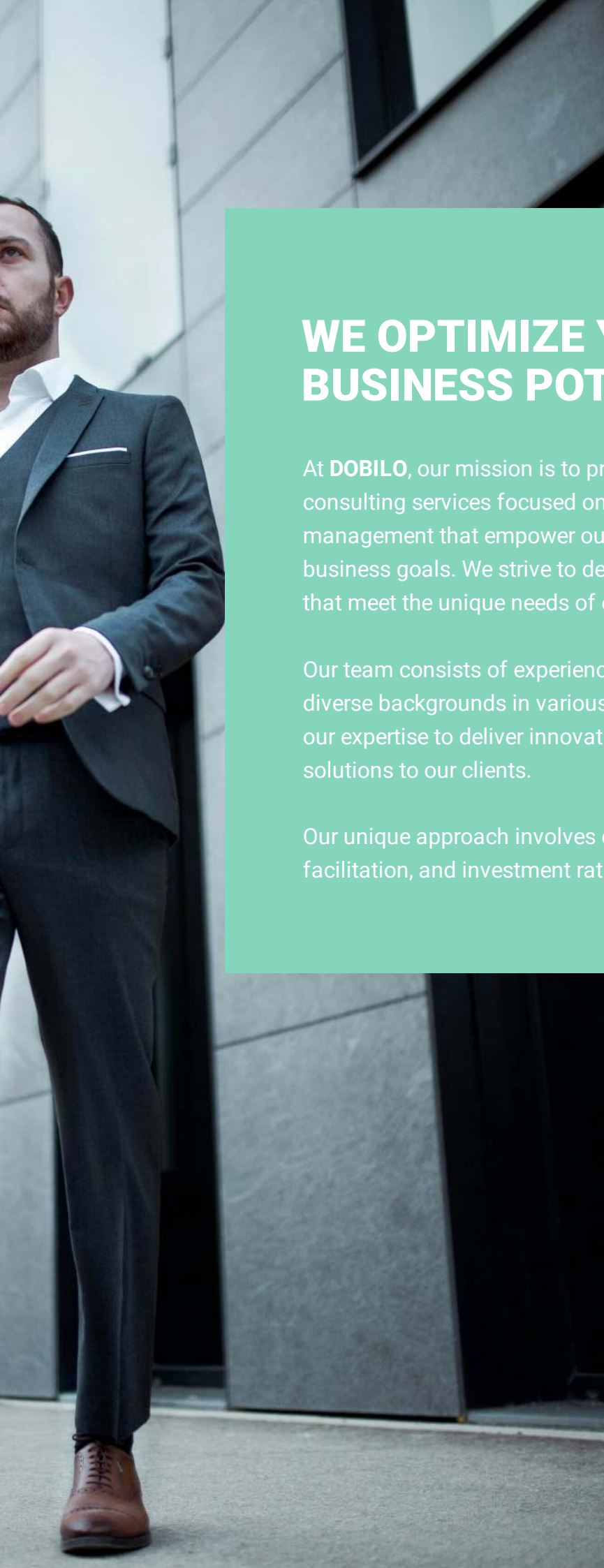
**Task Tracking:** With AchieV, each participant receives a clear overview of their duties and deliverables throughout the IBP cycle. This ensures accountability and helps teams stay on track with deadlines.

**Key Behavior Indicators (KBIs):** In addition to traditional Key Performance Indicators (KPIs), AchieV incorporates Key Behavior Indicators such as attendance, time-adherence, and satisfaction levels. These metrics are crucial for fostering a culture of accountability and driving continuous improvement.

At DOBILO, we harness the power of AchieV to assist organizations in streamlining their IBP processes, fostering collaboration, and facilitating data-driven decision-making in real-time. AchieV serves as a catalyst for organizational transformation, empowering teams to achieve their strategic objectives with precision and agility.







## WE OPTIMIZE YOUR BUSINESS POTENTIAL

At **DOBILO**, our mission is to provide exceptional consulting services focused on end-to-end supply chain management that empower our clients to achieve their business goals. We strive to deliver customized solutions that meet the unique needs of each client.

Our team consists of experienced business leaders with diverse backgrounds in various industries. We combine our expertise to deliver innovative and tailor made solutions to our clients.

Our unique approach involves collaboration, challenge, facilitation, and investment rather than mere advisement.

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