SAP Integrated Business Planning for sales and operations

How can SAP® solutions enable you to change the game?

SAP Integrated Business Planning for sales and operations engages stakeholders in an efficient, integrated planning process that profitably aligns demand and supply.

What does this SAP solution help customers do?

<table>
<thead>
<tr>
<th>Real-time Planning</th>
<th>Rapid simulations and scenario analysis</th>
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<tbody>
<tr>
<td>Plan in real time using a unified model of demand, supply and financial data; analyze massive volumes of complex data instantly</td>
<td>Rapidly run simulations of demand, supply and financial changes to support what-if analysis; compare planning scenarios for fast, informed decisions</td>
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Collaboration

User embedded, context-aware social collaboration for rapid planning and decision making

What are the benefits?

- Improve the speed, agility and accuracy of sales and operations planning
- Optimize product profitability and product mix, given supply and financial constraints
- Minimize costs by managing inventory levels and discover new opportunities for cost savings

Why SAP?

Social Collaboration enables rapid forecast refinement and communication. What if Scenario Analysis enables the evaluation of different plans with visibility to immediate impact on customer service and working capital investments. HANA platform enables supply chain visibility and powerful predictive analytics.

Key facts

<table>
<thead>
<tr>
<th>Revenue Growth</th>
<th>1-2%</th>
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<tbody>
<tr>
<td>Growth in top-line revenue with integrated sales and operations planning</td>
<td>5-10%</td>
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<tr>
<td>Inventory Turns</td>
<td>Higher turns and improved service levels by setting appropriate inventory targets</td>
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Customers

- Colgate
- Smart Modular
- Bose
- McKesson
- American Sugar Refinery

Learn more

- Product Video
- Product Documentation
- Solution Explorer