Nee verkopen of voorraadoverschot? Het vervolg

IBP Inventory Optimalisation in your Organisation!

Agenda

1. **Introduction**

2. **IBP Inventory Optimization**

3. **Architecture IBP**

4. **Proof of Concept**

5. **Wrap up**

Introduction

Quinso

- Focus on SCM and Integrated Business Planning (IBP)
- Focus on Manufacturing, Trade & Process Industry
- SAP Recognized Expertise Partner
- Focus on Quality

Introduction

Miranda Stapel

➤ SAP Business Consultant

➤ +20 years SAP experience

➤ Specialist in Supply Chain & integrated business planning

➤ Specialisation in the area of inventory and planning (ERP, APO, IBP)

Wouter Vervoort

➤ SAP Business Consultant

➤ +15 years SAP experience

➤ Specialist in Supply chain planning & integrated business planning

➤ Specialisation in the area of inventory and planning (ERP, APO en IBP)
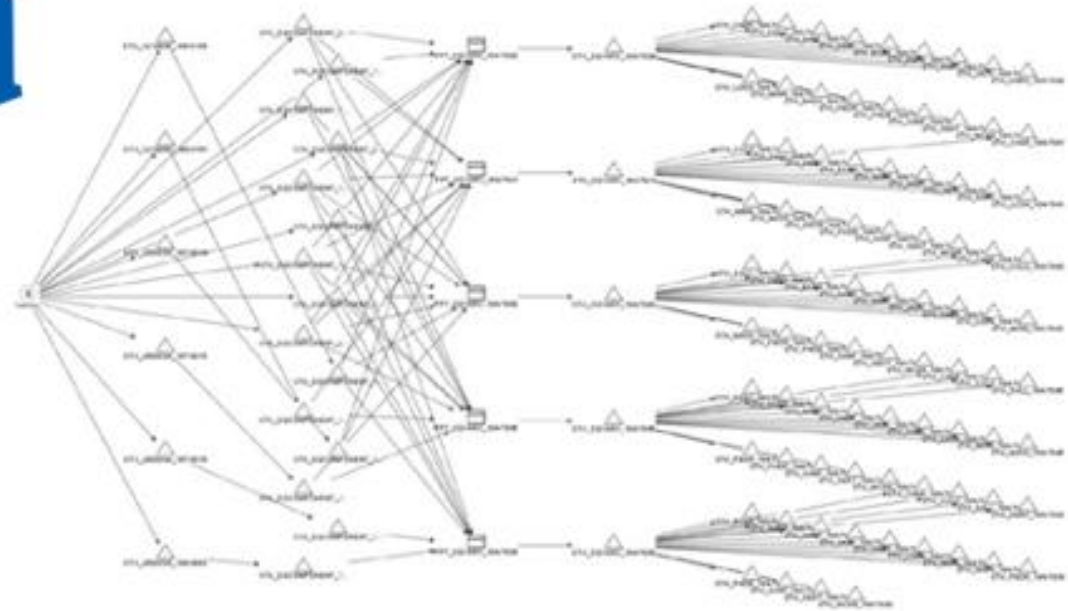
Agenda

1. **Introduction**

2. **IBP Inventory Optimization**

3. **Architecture IBP**

4. **Proof of Concept**

5. **Wrap up**

How to balance stock and service levels?

How to balance stock and service levels?

Demand

Service level targets
Forecast
Forecast Error
Forecast Bias
Intermittent Demand
Outlier sales
Multiple service levels
Seasonality /
Promotions
Internal and External
demand

Supply

Lead times
Lead time uncertainty
Internal service level
Schedule atainment
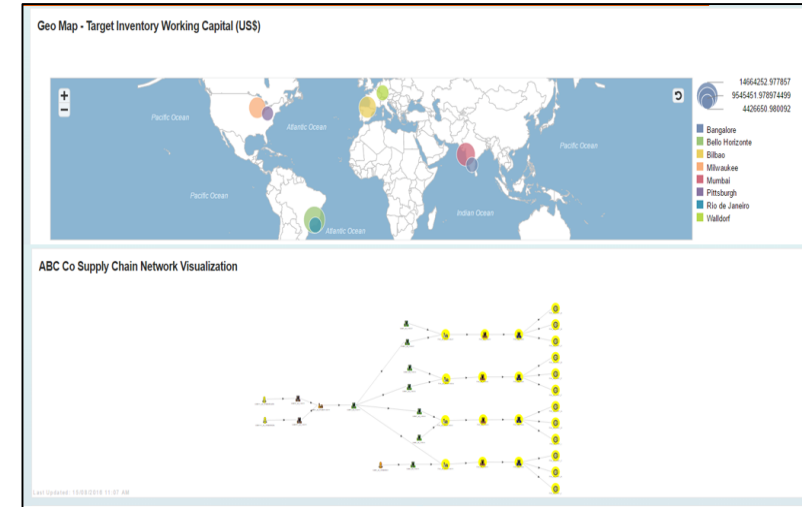variability
Batch sizes
Supply reliability
Capacity restrictions
Frozen periods
Multiple supply sources

Why IBP Inventory Optimization?

➤ **Minimize** safety stock

➤ Compensate for **uncertainties**

➤ Maintain **service level**

➤ **Multi-stage**

➤ Improve planner **productivity**

Inventory Optimization

Inventory in network

Inventory Optimization

Inventory Drivers

What if?

Agenda

1. **Introduction**

2. **IBP Inventory Optimization**

3. **Architecture IBP**

4. **Proof of Concept**

5. **Wrap up**

Supply Chain Monitoring and Integrated Business Planning

Enhanced User Experience

Supply Chain Control Tower

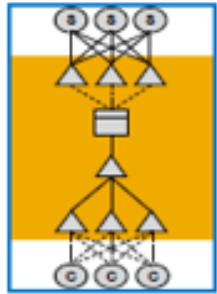Sales and Operations

IBP for inventory

IBP for demand

IBP for supply & response

SAP HANA Platform

Different Options

Option 1

Stand-alone

- Fastest path to multi-stage inventory optimization
- Demand received from APO DP
- Safety stock passed to APO SNP or ECC

Option 2

With IBP for demand
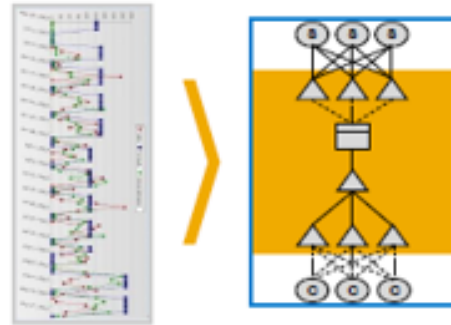
- Realize greater benefit by integrating Demand Sensing and Inventory Optimization
- Safety stock passed to APO SNP or ECC

Option 3

With IBP for sales and operations
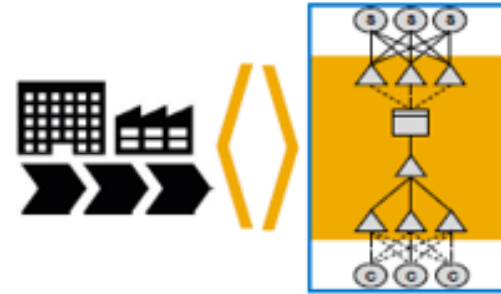
- Implement S&OP process for a full picture of working capital
- Safety stock passed to Supply heuristic to determine total inventory projection

Option 4

With Control Tower

- Safety stock passed to Control Tower as the "minimum inventory level" for setting alerts

Agenda

Proof of Concept Overview

➢ **Suitability**

➢ **Potential value**

➢ **Prototype model**

Kick off	Challenge	Data	Build	Evaluate

Run better together

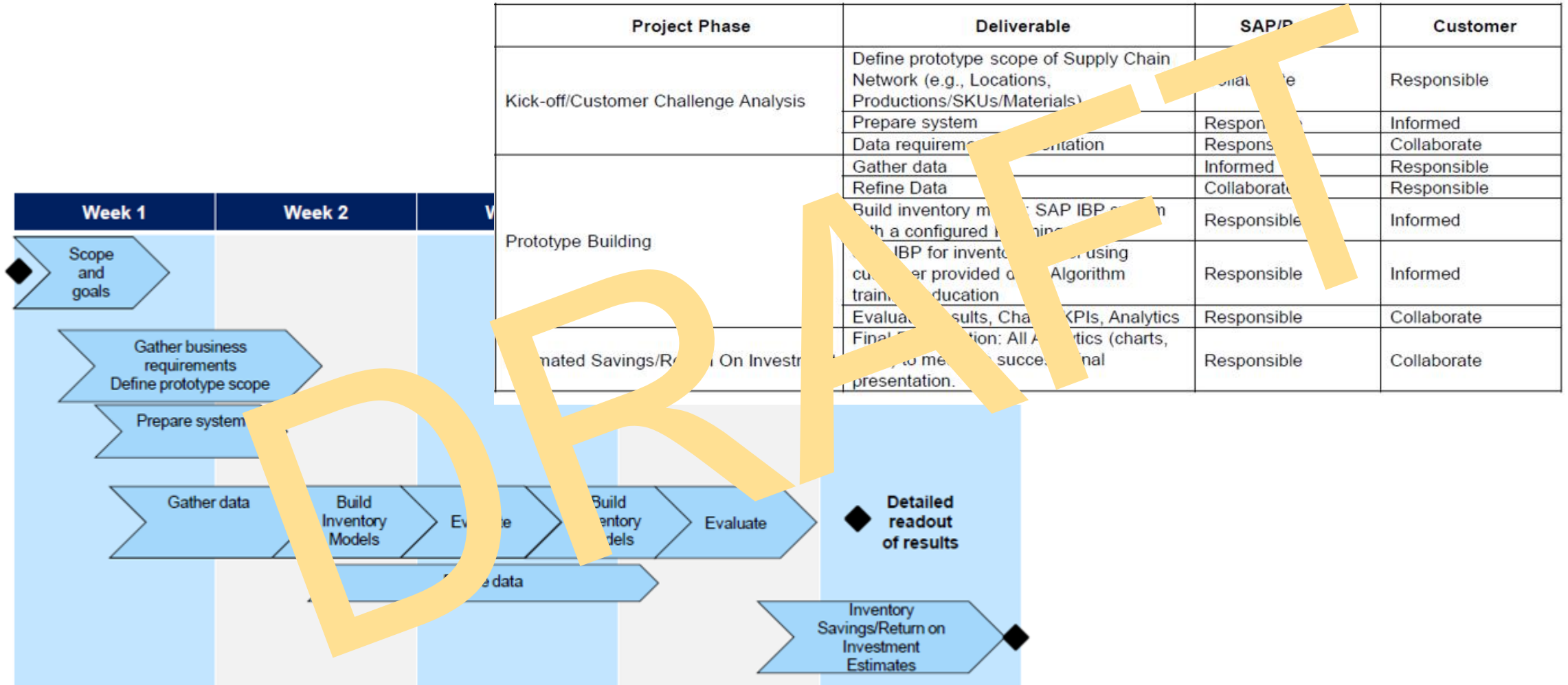| Project Phase	Deliverable	SAP/P...	Customer
Kick-off/Customer Challenge Analysis	Define prototype scope of Supply Chain Network (e.g., Locations, Productions/SKUs/Materials)	...llab... ...e	Responsible
	Prepare system	Respon... ...e	Informed
	Data requireme... ...ntation	Respons...	Collaborate
Prototype Building	Gather data	Informed	Responsible
	Refine Data	Collaborate	Responsible
	Build inventory m... SAP IBP ... ...n ...h a configured ... ...ing...	Responsible	Informed
	...IBP for invent... ...using cu... ...er provided o... Algorithm train... ...ducation	Responsible	Informed
	Evalua... ...sults, Cha... ...KPIs, Analytics	Responsible	Collaborate
...mated Savings/R... ...n On Invest...	Final... ...tion: All A... ...tics (charts, ...o me... succe... ...nal presentation.	Responsible	Collaborate

SAP HANA Integrated Business Planning Rapid Deployment Solutions (RDS)

Supply Chain Control Tower

IBP for sales and operations

IBP for response and supply - supply planning

IBP for demand - demand planning

IBP for demand - demand sensing

IBP for inventory

RAPID DEPLOYMENT SOLUTIONS

Software

Service

Content

Enablement

Business Need
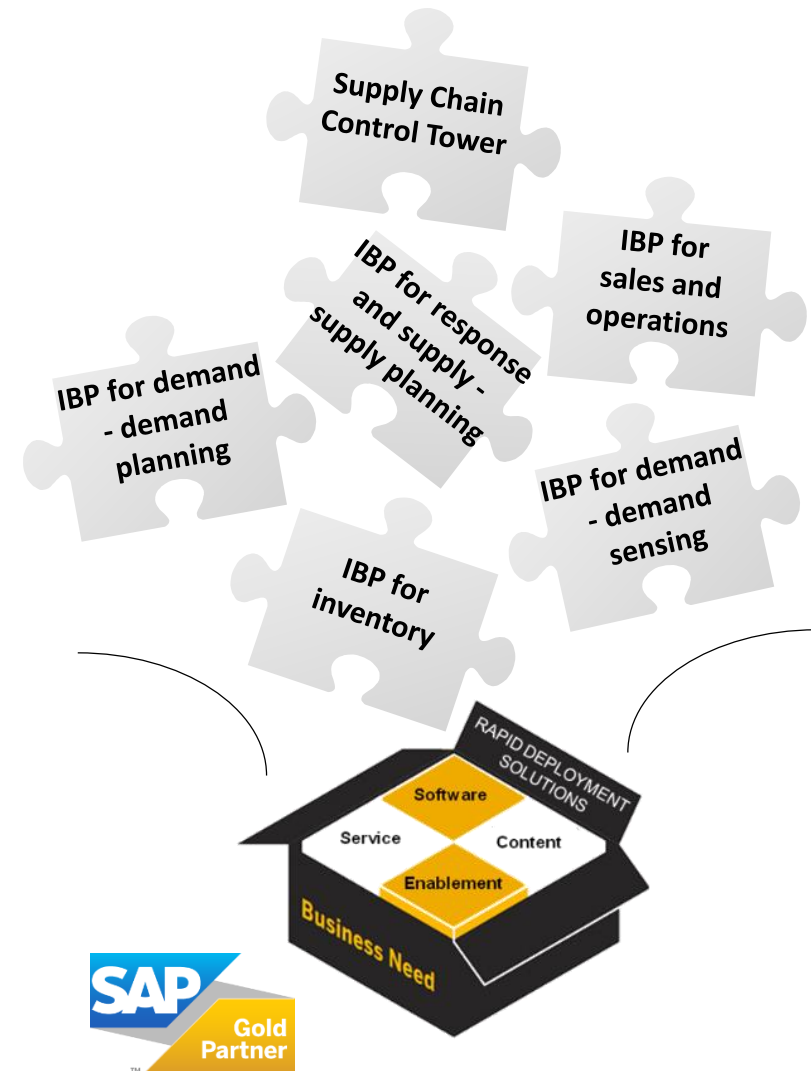
Fast time to value

Predictable results

Simple on-boarding to cloud

Agenda

1. **Introduction**

2. **IBP Inventory Optimization**

3. **Architecture IBP**

4. **Proof of Concept**

5. **Wrap up**

Wrap up

SAP IBP for inventory optimization gives the required information to decide on stock levels in the complete supply chain to reach service level.
Improve customer service levels 5–10%.

Inventory more efficiently used to buffer risk and uncertainty, at least total cost.
Reduce working capital 15-30%.

More standardized work for planner.
Improve productivity with 20–40%

Not the first…

Why Quinso?

- ➢ SAP Recognized Expertise Partner SCM

- ➢ Specialists in the area of planning and logistic processes combined with technology.

- ➢ Experience in Proof of Concepts and Rapid Deployment Implementaties (out of the box)

- ➢ **Using our Proof of Concept gives clear answers within 6 weeks how IBP for Inventory Optimization could support your business**
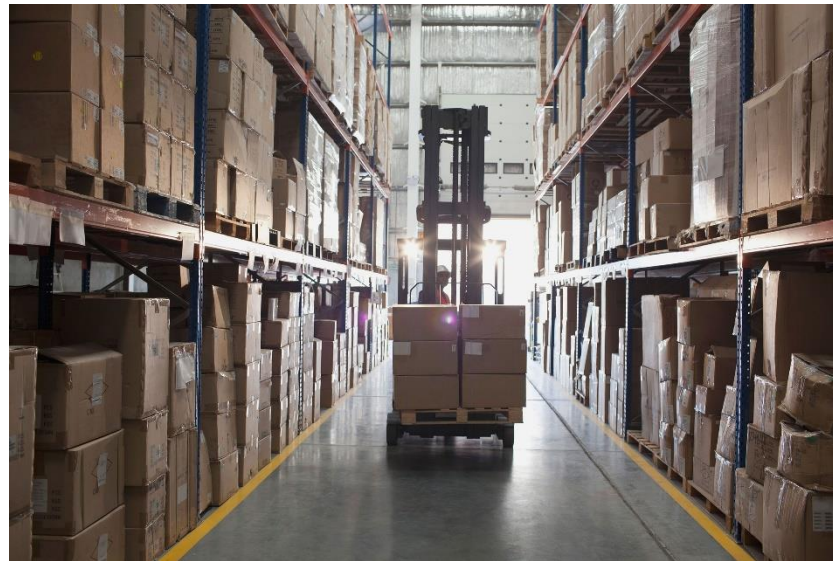
Vragen?

Miranda Stapel
SAP Business consultant

@ Miranda.Stapel@quinso.com

📞 +31 (0)6 23 40 43 46

Wouter Vervoort
SAP Business consultant

@ Wouter.Vervoort@quinso.com

📞 +31 (0)62 373 19 594