



FastTrack S&OP/IBP

Sales and Operations Planning/
Integrated Business Planning

90-day implementation program

Oliver Wight
OLIVER WIGHT

Product Brochure

Oliver Wight's *FastTrack* to Sales and Operations Planning/Integrated Business Planning

It happens all too often...

You've implemented state-of-the-art enterprise resource planning software or a supply chain management system and it's great - as far as it goes. The fundamental problem, however, is that your manufacturing, sales, marketing, and product development people still aren't communicating, and their efforts aren't coordinated. Until and unless they're all on the same page - and these mission-critical business functions are truly integrated - your company's ability to respond effectively to market-driven change is compromised. In today's fast-paced world of business, you could be left behind. Oliver Wight can help.

Improve business results with Oliver Wight's *FastTrack* S&OP/IBP.

The Oliver Wight *FastTrack* S&OP/IBP Package is a highly-focused, short-term program that gives you the ability to integrate demand and supply planning, inventory planning, new product development, financial planning, and strategic initiatives to achieve improved business results. It combines education, process design workshops, executive coaching, and the use of software tools to help improve communication and empower senior management to exercise meaningful control over these vital business functions.

Designed specifically to deliver benefits fast - in 90 days or less - the Oliver Wight *FastTrack* S&OP/IBP Package can help you achieve these bottom-line results:

- Improved Cash Flow
- Integrating of Strategy into Daily Operations
- Better Utilization of Assets
- Supply Chain Alignment to Market Demands
- On-Time New Product Introduction
- Superior Customer Service

Oliver Wight
OLIVER WIGHT



Sales and Operations Planning/ Integrated Business Planning



Partner with experience and see results faster

Oliver Wight principals are seasoned professionals who have real-world manufacturing company experience. We understand the issues you face because we've been there. This means that when you partner with Oliver Wight to help you achieve business excellence, we hit the ground running - and you see bottom-line results fast.

*We've distilled our more than 30 years of consulting, education, and training experience in the area of Sales and Operations Planning/ Integrated Business Planning into a targeted program that delivers quick results as well as longer-term, sustainable improvements. The Oliver Wight **FastTrack S&OP/IBP** package is an economical and efficient approach to solving an important business problem and ensures that your company is positioned to succeed in today's constantly-changing and unpredictable environment.*

Actual business results of Oliver Wight clients				
Company	Before	After	Company	Impact
FORECAST ACCURACY				
Food processing company	42%	61%	Clothing & apparel manufacturer	50%
Consumer products manufacturer	40%	65%	Textile manufacturing company	45%
Equipment manufacturing company	34%	65%	Food processing company	28%
ON-TIME DELIVERY				
Health products manufacturer	40%	99%	Health products manufacturer	40%
Aerospace company	28%	98%	Aerospace company	50%
Technology manufacturing company	30%	97%	Technology manufacturing company	46%
SALES VOLUME INCREASE				
INVENTORY REDUCTION				

How the Oliver Wight FastTrack S&OP/IBP package works

After an assessment by Oliver Wight principals to determine how your company operates and what needs to be done to begin using or improving S&OP/IBP in your organization, we will implement a customized S&OP/IBP package that has four key components:

Education

In a series of one- or two-day sessions tailored to your company's individual needs, we will ensure that people at all levels of the organization understand the fundamentals of Sales and Operations Planning/Integrated Business Planning and their role in it.

Process Design

To help you design an effective S&OP/IBP process, these workshops cover areas such as demand management design, forecasting, rough-cut capacity planning (RCCP), and the integration of new product and strategic initiatives.

Tools

Oliver Wight's proprietary software provides templates for commonly-used reports and leads you through the data-gathering necessary to undertake Oliver Wight's FastTrack S&OP/IBP program. The software also addresses the senior-level issues related to integrated resource management often encountered during S&OP/IBP.

Support

Throughout the 90-day implementation of the Oliver Wight FastTrack S&OP/IBP package, executive consulting and coaching is provided on all aspects of the program.

Take the next step

Boost your ROI and start seeing bottom-line results in as little as 90 days. Call us today at 800-258-3862 about implementing the Oliver Wight *FastTrack* S&OP/IBP program at your company.

About Oliver Wight

Oliver Wight is a global management consulting firm that specializes in helping manufacturing organizations to work smarter, faster and better than their competitors. Known as the company that brings its clients to Class A Business Excellence, we offer an array of consulting and education services designed to integrate people, proven business processes and technology. From strategic, top-level plans to shop-floor techniques, we have the expertise and experience to help you align all your resources so that your company and your people are more successful.

Other fast-track initiatives available from Oliver Wight

The core benefits of our comprehensive, 6- to 18-month Class A certification process have been distilled into three programs that deliver quick, sure results. In addition to the *FastTrack* S&OP/IBP package, we offer:

- **Rescue ERP** – Optimize your investment in Enterprise Resource Planning (ERP) software and realize the benefits that ERP promises: lower costs; improved efficiency; greater flexibility; and meaningful improvements in customer service.
- **Lean & Agile!** – Eliminate profit-robbing, non-value-added activities from your manufacturing process, and integrate Lean Manufacturing principles with your ERP systems to increase the responsiveness of your company.

Call an Oliver Wight

representative today

to begin the 90-day

FastTrack S&OP/IBP

Program

Microsoft
CERTIFIED
Business Solutions
Partner

Oliver Wight Americas, Inc.

PO Box 368, 292 Main Street
New London, NH 03257 USA
United States

Telephone: (800) 258-3862
Facsimile: (603) 526-5809

info@oliverwight.com
www.oliverwight-americas.com

Oliver Wight
OLIVER WIGHT

Asia/Pacific
131 Martin Street
Brighton, Victoria 3186, Australia

Europe, Africa & Middle East
The Willows, The Steadings Business Centre
Maisemore, Gloucester GL2 8EY, UK

Americas
PO Box 368, 292 Main Street
New London, NH 03257, USA