

Diagnostic Review
for Integrated Business Planning
Assessing Your Business Against
Industry Best Practices



The Oliver Wight Integrated Business Planning (Advanced S&OP) Diagnostic Review

An Oliver Wight team of principals works with your organization to understand your company's strategic and competitive business priorities. Using these priorities, an appraisal of your current Integrated Business Planning (Advanced S&OP) processes and procedures is conducted. The current state is compared to best practices as defined by *The Oliver Wight Class A Checklist for Business Excellence*. The Checklist is recognized as containing world-class industry standards for process and business performance, including Integrated Business Planning (Advanced S&OP).

The comparison leads to identification of gaps and an outline of the necessary steps to close the gaps to improve business performance. The evaluation also enables Oliver Wight to determine your company's readiness to implement Integrated Business Planning.

The Oliver Wight team presents its observations and findings, blended with a tailored education program to the leadership team, along with a prioritized list of gap-closing recommendations.

The Oliver Wight team will be comprised of principals with years of experience in leading Integrated Business Planning environments both as practitioners as well as guiding client companies on their journey towards excellence.

Agenda

An Integrated Business Planning Diagnostic begins with the Oliver Wight team and the appropriate people from within your organization to coordinate and schedule the on-site Diagnostic interviews and related activities.

After the schedule has been confirmed, the Oliver Wight team conducts the on-site Diagnostic activities. The interview participants will include leadership, management, and functional Integrated Business Planning team members.

Following the interviews, the Oliver Wight team will work off-site compiling their findings from the interviews, identifying the gaps between current state and best practices, and formulating the gap-closing recommendations.

The Oliver Wight team will return to present their findings and recommendations from the Diagnostic during a blended education/recommendations session to the organization's leadership team.

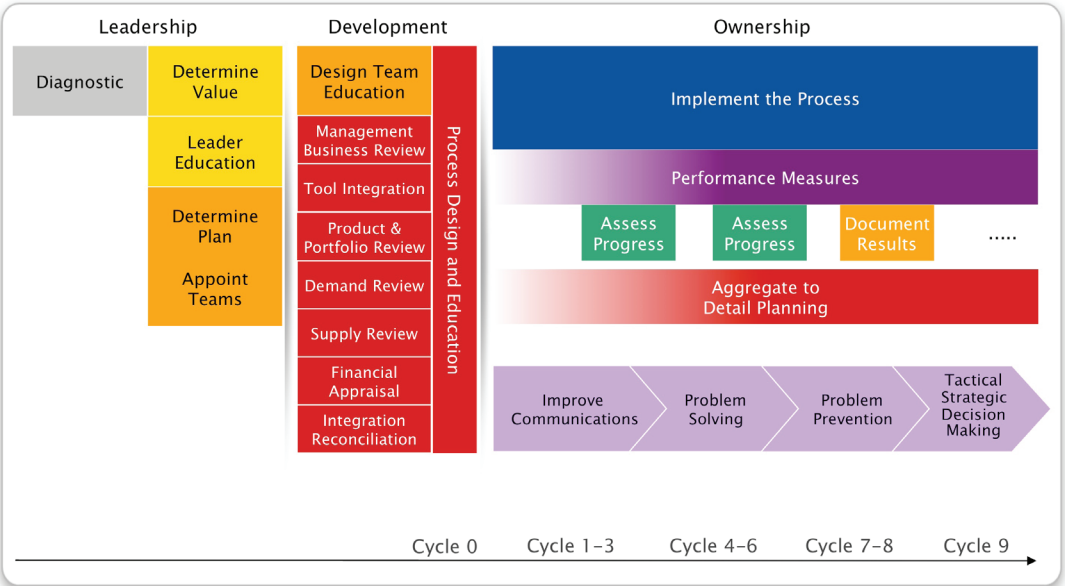


Deliverables

An Oliver Wight Integrated Business Planning Diagnostic delivers the following:

- A candid analysis of the business in its current state relative to Integrated Business Planning
- Common knowledge among the leadership team relative to best-practice concepts, principles, behaviors, and metrics
- Prioritized recommendations for closing identified gaps to improve business performance
- A better understanding of the potential ROI from implementing or improving the Integrated Business Planning processes

FastTrack Proven Path for Integrated Business Planning



Oliver Wight has a 50-year track record of delivering business improvement to some of the world's best-known organizations. We believe that sustainable improvement can only be made through your own people. So, unlike other consultancy firms, we transfer our knowledge to you, which means you can achieve performance levels and financial results that last.

At the leading edge of our management thinking and practice, our Integrated Business Planning model lies at the very heart of our clients' journey to outstanding business performance. Oliver Wight originated Sales and Operations Planning in the early 1980s, and Integrated Business Planning can most simply be described as Advanced S&OP; evolving from its production planning roots over 40 years into the fully

integrated management and supply chain collaboration process it is today. Integrated Business Planning allows the senior executive to plan and manage the entire organization over a 24-month horizon, aligning tactical and strategic plans each month and allocating critical resources to satisfy customers in the most profitable way.



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