



S&OP

FM's Sales and Operations Planning fully supports your S&OP process.

With FM S&OP you can drive the business, compare the needs of sales and marketing against production and supply capacities and review alternative scenarios.

- ▲ Plan for periods of strong sales and marketing activities
- ▲ Identify problems at an early stage
- ▲ Simulate potential solutions (outsourcing, stock build, new shifts, new lines, promotional changes, etc.)
- ▲ Make use of spare capacity to offer promotions
- ▲ View Sales and Operations Plans in multi-site, multi-country & multi-stakeholder situations
- ▲ Multi-dimension analytical reports

Empower

Your teams

Promote

Continuous process improvement

Identify

Supply & Demand issues at an early stage

Analyze

Different scenarios and alternative strategies

Plan

For periods of strong sales and marketing activities

Support

Collaboration between functions

TYPICAL BENEFITS



Customer Satisfaction

10 - 20% service level improvement



Optimize your stock

25 - 60% decrease in inventory levels
Reduction of obsolete and waste stock
Reduced working capital requirements



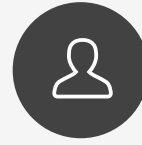
Optimize your resources

10 - 20% improvement of the use of
Production capacity
Setup / changeover time reduction



Reduce your costs

Procurement, manufacturing and
distribution



Master your supply chain

Strengthen collaboration with
customers and suppliers
Synchronize operations

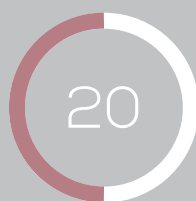


Increase your sales turnover & profit

2 - 5% increase in revenue 5 - 10%
reduction in costs

THEY TRUST US

RETAIL & DISTRIBUTION	FASHION	BEAUTY & LUXURY	FOOD & BEVERAGE	AEROSPACE
INDUSTRIAL	HEALTH	CONSUMER GOODS	TELECOM	BANK



20
years of
excellence



500
customers



10,000
users



65
countries

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