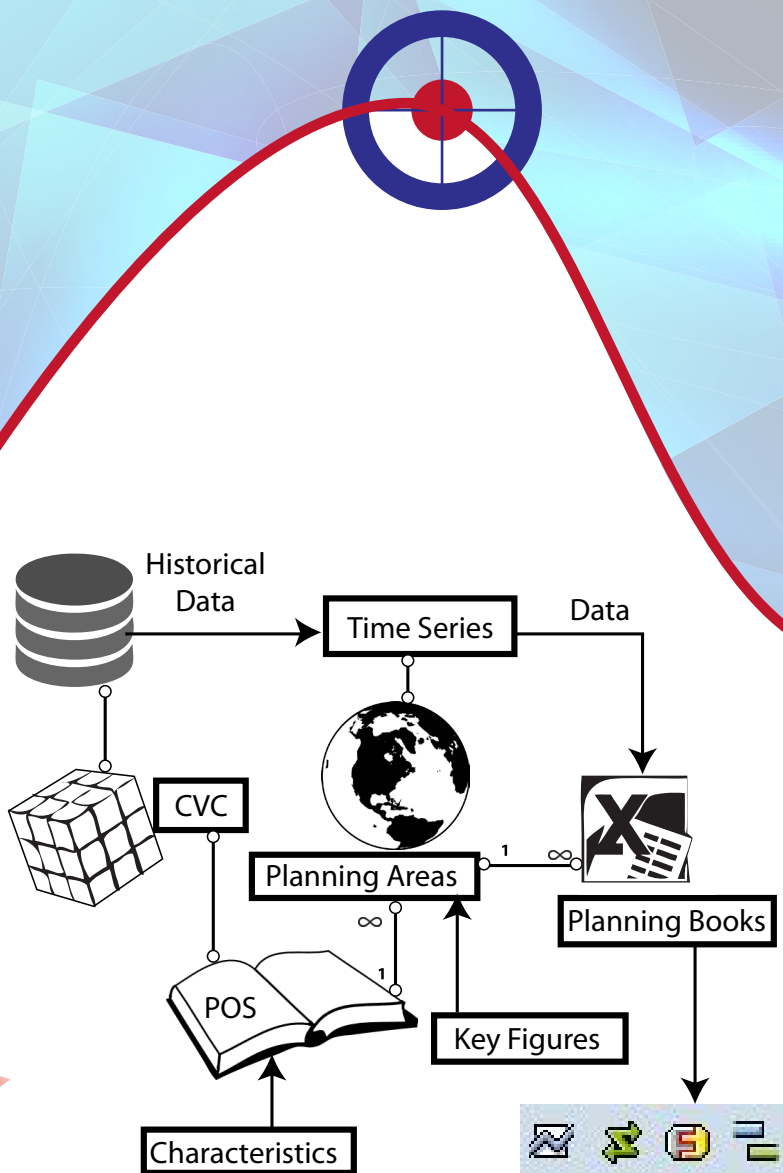


VALTITUDE / DPLLC
Accelerated Implementation:
**DEMAND PLANNING
IN SAP APO**

The promise of rapid robust
implementation straight from
the people who *know* the value
of a Quality Demand Plan



We demystify the complexity of SAP!

We will implement a demand planning solution that will incorporate DPLLC's ten time tested best practices in demand planning with a clean and intuitive process powered by robust statistical models and a top quality training program to help generate a quality demand plan, each time.

Up and running in as little as 100 days*

**Terms and conditions apply.*



OUR PROMISE

We have the insights from scores of successful transformation engagements in Demand Planning & S&OP Integrated Business Planning

This means we can:

- ✓ Implement the real science and art of forecasting to arrive at *your* demand plan
- ✓ Lay a solid foundation for a real S&OP to address real problems in *your* Supply Chain
- ✓ Train you on Tricks and Tools to continuously improve *your* Forecast Performance
- ✓ Incorporate the best solution design principles into *your* solution

WE KNOW THE STUFF

Our experts can quickly analyze the most important design considerations in any demand planning solution.

What should be your:

- “Right” historical data source
- “Right” method to separate an outlier from a promotion and seasonal spike
- “Right” Periodicity of Planning demand- month, week, and quarter or mixed.
- “Right” level of aggregation at which you should carry out the statistical forecast
- “Right” approach to segment demand planning efforts.
- “Right” model and the model selection strategy for a given pattern of demand
- “Right” frequency of model change and re-generation of demand plan
- “Right” $\alpha \beta \gamma \sigma \phi$ for your statistical forecast models
- “Right” techniques to manage demand of new and discontinued products
- “Right” measures of forecast performance

PROJECT ROAD MAP

MILESTONE	ACTIVITY	TIMELINE
Proposal Development	Build a proposal based on our standard questionnaire and client input	->
Solution Vision & Design Options	Agree on the core objectives of Demand Planning for your organization. Evaluate the high level solution options, risks and trade-offs	- - ->
Prototype	Build a working prototype using Pilot Test data. Demonstrate the end state vision of the solution with the prototype	- - ->
Detailed Requirements	Multiple live iterations of the prototype with the demand planners to improve design. Develop use cases with planners	- - - - ->
Blueprint	Write Detailed Functional, Non-Functional and Technical specifications.	- - - - - - - - ->
Develop	Develop, test and transport to quality environment	- - - - - - - - - - ->
Test	Planners test the Use Cases on real data in the quality system	- - ->
Quick Tuning	Develop, test and tune a sample of ten SKUs in the quality system*	- - ->
Training Prep	Develop Training Content – Functional Training and Super-user training	- - ->
Training Delivery	Technical Training to IT and Super Users and Basic Functional and Navigation training to Demand Planners	- - ->
Live	Final checks and sign off	->
Hyper Care – 3 monthly cycles		
Detailed Model Tuning* (Post Hyper Care)		

WHAT WE DO



WE TAKE ENTIRE OWNERSHIP*

FROM BLUE-PRINTING TO CONFIGURATION TO TRAINING

Our end to end demand planning solution covers:

- ❖ Identification and extraction of the data sources and data targets (Data Mart)
- ❖ Complete configuration of demand planning and its integration with the current systems
- ❖ Recommend an “ideal” demand planning calendar (Process Chains)
- ❖ Model tuning and forecast profile assignments
- ❖ Macros and alerts based on meaningful thresholds
- ❖ Hyper care and system stability after go-live
- ❖ Maintenance and support for a trouble-free experience
- ❖ A robust backup solution
- ❖ End user comprehensive training on how to best use the tool

*TERMS & CONDITIONS

- 1) The 100 days effort is subject to the adherence of project plan and staffing proposed by us after initial high level as-is process and legacy integration discovery.
- 2) Non-standard tools, be-spoke programs and accelerators are not included. This can be provided if there is a pressing need felt for the same to meet unique business requirements or where standard options provided by the system appears to be inefficient for the given workload.
- 3) Jobs will be defined and scheduled based on SAP best practices for solution management.
- 4) During Initial go-live one expert selection model will be developed and background jobs created to generate statistical forecasts.
- 5) Training of the Pilot SKUs will be conducted in the Test environment. We recommend Detailed Model tuning of the system three months after go live. DPLLC will perform the detailed tuning and training at the end of the Hyper care Period.

ABOUT US

J U h l i X Y # Demand Planning, LLC is a consulting boutique comprised of seasoned experts with real-world supply chain experience and subject matter expertise in demand forecasting, S&OP, customer planning and supply chain strategy.

We provide process, solutions and strategy consulting to customers across a variety of industries: Pharmaceuticals, CPG, High-Tech, Foods and Beverage, Quick Service Restaurants, Industrial and Manufacturing Companies.

Through our knowledge portal DemandPlanning.Net, we offer a full menu of training programs through in-person and online courses in Demand Forecast Modeling, S&OP, Industry Forecasting and Collaborative Forecasting using POS data.

Demand Planning.Net, also offers a variety of informational articles and downloadable calculation templates, and a unique Demand Planning discussion forum.

SAMPLE LIST OF CLIENTS



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