# *Improve the Usability!*
# SAP APO DP
## *Model tuning & training*

# What is Usability?

SAP APO DP is a powerful software package – but the most misunderstood and under-used.

- Do your planners create and calculate forecasts outside the system?
- Do they just use APO as a tool to type in the forecasts and pass to APO SNP system?

## THIS IS WHERE WE COME IN…

Our niche is to improve the usability and adoption of the planning system. On completion of the usability project, we help you fast track better demand forecasts and finished goods plans.

## WE JUST DON'T TELL YOU WHAT IS WRONG

- We help you fix it
- We tune the APO modeling engine
- We help develop the right set of Statistics
- We give you the APO-based work-flow for the monthly cycle
- We train them Hands on with your planning book, your numbers, and your business challenges!

## WHAT DO YOU GET?

On completion of the eight week engagement, you will experience new energy both in your system landscape as well as Planner confidence.

- Optimized Statistical Models in your Planning Environment
- Custom Developed Modeling Profiles – Uni-variate and MLR
- Fine-tuned Automated Models
- Precise Alert Settings
- Exception Based Workflow – Enables you to forecast by exception
- SKU/Customer Segmentation consistent with APO algorithms
- Custom Developed Training and Reference Materials
- Week long training program – Hands-on Modeling in your APO environment

# 3 Simple Steps
## To APO usability and adoption

### I. Assessment

▶ Business Diagnostic

▶ Review System configuration

▶ Compile usability findings

▶ Feedback

### II. Model Tuning

▶ Segmentation consistent with APO algorithms

▶ Model Matching

▶ Model Tuning & Profile Development

▶ Develop Statistical Models

### III. Training

▶ Develop Case Study

▶ Develop Business Scenarios in APO

▶ Material Development

▶ On-Site Training

▶ On-Going Expert Support

*"I just want to thank you again for a great workshop. I think it was one of the best I've attended. I got a lot out of the workshop and am looking forward to taking deeper dives into my forecasting analysis' now that I have a better foundation to build from and an improved understanding of modeling and measuring. – Thanks again for everything "*

**MANAGER PRODUCTION, MATERIALS & INVENTORY PLANNING AT COMBE**

# About Us

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 and strategy consulting services to customers across a variety of industries: pharmaceuticals, CPG, High-Tech, Foods and Beverage, Quick Service Restaurants and Utilities.

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

*"Great instructors - great interaction, very knowledgeable. I learned a LOT! I really loved the workshop last week. I woke up this morning excited to come to work! On a Monday! Looking forward to Video Testimonial staying in touch!"* **DEMAND PLANNER AT NOVOZYMES**