

BRISTLECONE

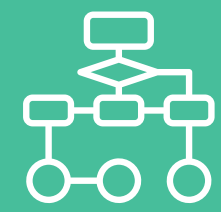
**INTEGRATED BUSINESS
PLANNING IBP NOW™**





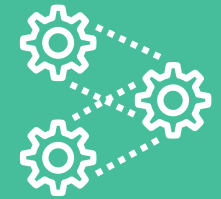
BRISTLECONE IP – PRECONFIGURED SOLUTION

BRISTLECONE ACCELERATOR SUITE



Prebuilt

- Level 1-3 SCOR Processes (Plan, Make, Deliver)
- SCOR Processes Extended to Level 5-6
- Integrated into SAP IBP Suite
- Flexible and Scalable



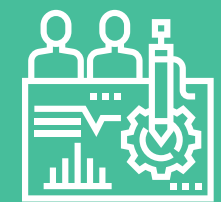
Technology Enabled

- Integrated with SAP IBP Modules
- Integrated with SAP APO Modules



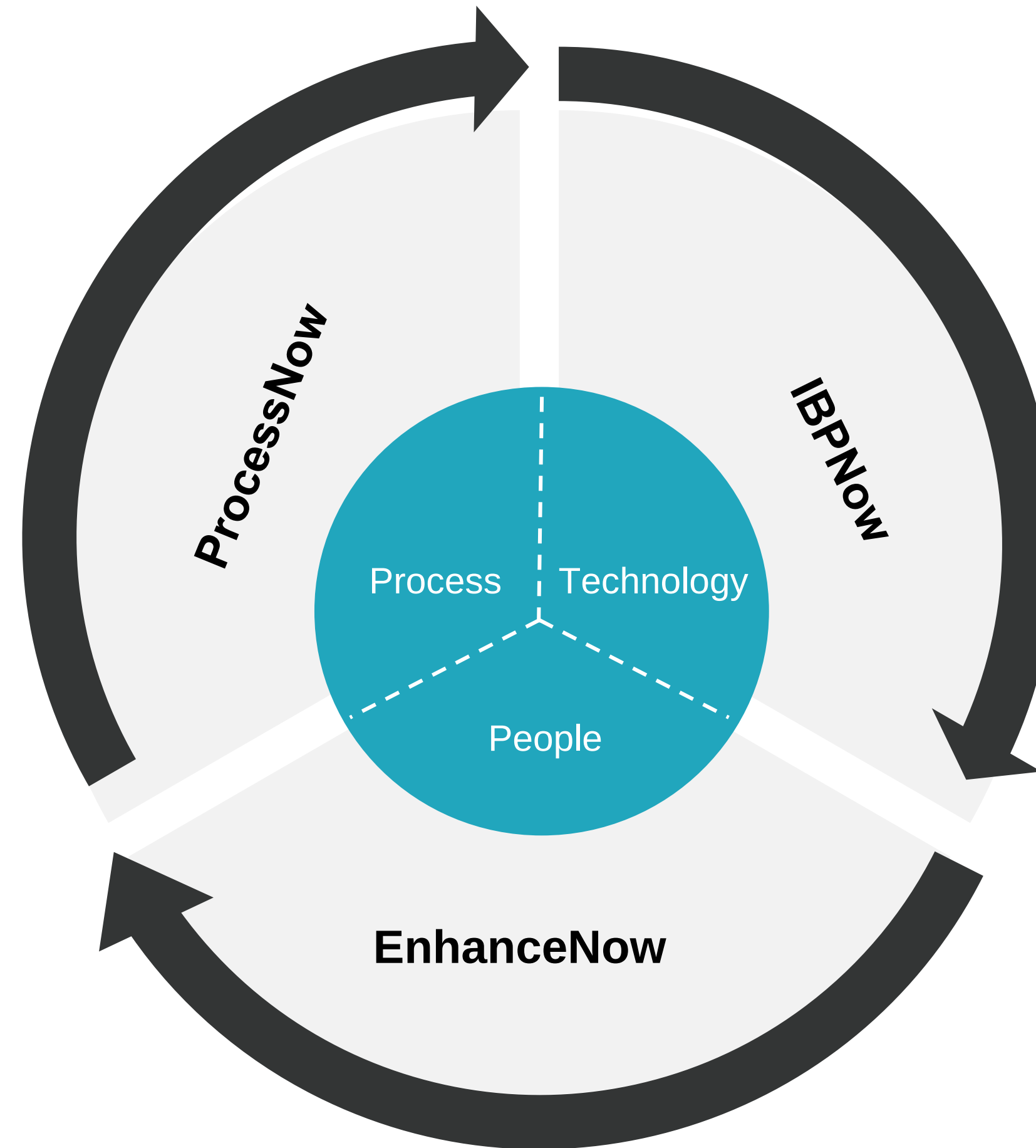
Adaptable

- Generic Process Maps
- Customizable



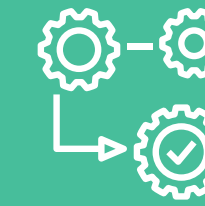
Classroom Training

- Structured
- Needs-Based
- Frequent



Guided Training

- Preconfigured Work Instructions
- Customized Videos
- Efficient Delivery Mechanism



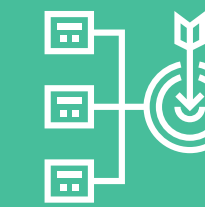
Preconfigured

- Business Processes
- Business Blueprint
- Roles and Authorization
- Reports



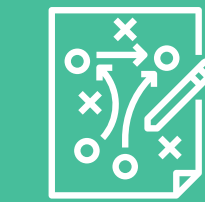
System Designed

- System Design
- Complete Configuration
- Alert Monitor
- Special Routines / Procedures
- Activities / Jobs / Process Chains



Implementation Collateral

- Data Templates for Loading Data
- Data Loading Programs
- RWD Productivity Pack
- Training Content



Buddy Planners

- Business Process and Technology Experts
- Extension of In-House Planners
- Scalable

IBP NOW OVERVIEW

INTEGRATED BUSINESS PLANNING (IBP)

BRISTLECONE

PLANNING SOLUTIONS

INDUSTRY SOLUTIONS

PRE-CONFIGURED SCENARIOS

115+ Planning Scenarios
20+ IBP and S4 Hana Interfaces



SALES & OPERATIONS PLANNING

15+ Scenarios
Configuration guide, Sample Planning Views



DEMAND PLANNING

25+ Scenarios
Blueprint Documents, Sample Planning Views



INVENTORY OPTIMIZATION

25+ Scenarios
Configuration guide, Sample Planning Views



RESPONSE & SUPPLY

45+ Scenarios,
Training Manuals, Sample Planning Views



HCI INTEGRATION

20+ Interfaces
Data Flows, Tasks Mapping Sheets



Preconfigured Solution
Across IBP Modules



115+
Scenarios



20+
Interfaces



300+
Assets



Industry-Specific Solutions

WHY IBP PRECONFIGURED SOLUTION / ACCELERATORS?

ACCELERATED IBP IMPLEMENTATIONS WITH IBPNOW

300+ Preconfigured Assets

Preconfigured Scenarios

Business Process

Demo

IBP Solution



WHAT IBPNOW BRINGS



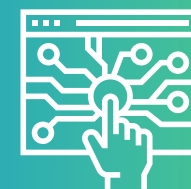
Robust Preconfigured Solution, Customizable to Unique Client Requirements



Focus on Solving Business Problems



Faster Time to Value with Comprehensive Assets



Higher User Adoption

SOLUTION FEATURES



Preconfigured Solution

- Sales & Operations Planning
- Demand Planning
- Supply Planning
- Inventory Optimization
- IBP Integration using SAP HCI

Reduces Implementation Risk

Reduces Build Time

New IBP Features and Functionalities

Easily Deployable Interfaces



Accelerators

- System Configuration Document
- Business Blueprint Document
- Training Manuals
- Data Templates
- Sample Planning Views

Step-by-Step IBP Configuration Guide

SCOR-Based Planning Processes

Training Manuals for User / Planner Trainings

Ready-to-Use Planning Templates

WHY IBP PRECONFIGURED SOLUTION / ACCELERATORS?

BRISTLECONE

INTEGRATED BUSINESS PLANNING

Preconfigured Scenarios

Sales & Operations Planning

Demand Planning

Inventory Optimization

Supply & Response Planning

Integration

S4 PP/DS

S4 AATP

6

SALES & OPERATIONS PLANNING

Jam Collaboration

Create & Manage S&OP Process

Process Mapping with Integrated sub-process

Demand Review

Outlier correction

Statistical Forecasting

Sales Forecast Input

Marketing Inputs

Driver Based Planning

Consensus Demand Planning

Supply Review

Maintain location specific Quotas and Run Supply Optimizer

Run Supply Heuristics to generate Unconstrained Plan

Analyze Available Capacities and Capacities Utilization

Analyze shelf life of batches

Run Supply Optimizer to generate Constrained Plan

Finalize supply plan

Pre-S&OP Meeting

Baseline, Upside and Downside version comparison

AOP Comparison

YoY Trend Analysis with Actuals

KPI projections - Demand fulfillment, resource utilization

Demand & Supply Balancing

Optimizing Supply Alternatives: Make, Buy

KPI projections - Demand fulfillment, resource utilization

Executive S&OP Meeting

Scenario Evaluation and Approval

S&OP Dashboards

Investment decision and Profitability Optimization

Release Approved S&OP Plan

DEMAND PLANNING

Demand Sensing

Clean Historical Data

Manual Historical Data Cleaning

Remove Outliers using post processing step in Stat forecasting

Maintain Planning Notes

Data Realignment

Segmentation and Classification

Time Series Analysis

Product Lifecycle Management

Statistical Forecast Run

Product classification using XYZ and ABC Analysis

Statistical Forecasting run

Manage Forecast error calculation

Phase In Product Forecasting / New Product Introduction

Statistical Forecasting using Copy-Past Periods

Statistical Forecasting using ARIMAX

Sales Forecast Inputs

Maintain Sales Forecast Inputs

Maintain Forecast Disaggregation Factors

Web Based Planning for Sales Forecasting

Channel Based Sales Forecast

Sales Manager Review

Review Sales Forecast and Change Sales Manager Forecast Values

Analyze Revenue Change (Price Effect / Volume Effect)

Marketing Manager Forecast

Review Sales Team Inputs and Change Marketing Forecast Values

Promotion Planning

Maintain Promotions

Quantities / Integrate Trade Promotions

INVENTORY OPTIMIZATION

Demand Driven MRP

Master Data / Transaction Data review

Network Visualisation

Review Stocking Nodes

Release Demand into IBP Inventory

Review/Update Customer Service Level

Review/Update Inventory Costs

Forecast Error Analysis

Inventory Optimization Run

Single level Inventory Optimisation

Global Inventory Optimisation

Generate Base Safety Stock Targets

Safety Stock Targets at Customer Facing Nodes

Safety Stock Targets at Plants serving customer Facing Nodes

Safety Stock Target at Non-Stocking Nodes

Approve & Publish Inventory Targets

What-If analysis with variation in Customer service Level

What-If analysis with variation in Leadtime

Review and Adjust Safety stock Targets

Publish Safety stock targets for S&OP

Inventory Component Calculation

Calculate Inventory Components- Stock On Hand

Calculate Inventory Components- Cycle Stock

Calculate Inventory Components- Pipeline Stock

Dashboard - Dollarisation of Inventory Components

Safety stock Root cause Analysis

SUPPLY SCENARIOS

Shelf Life Planning

Master Data review (Unconstrained Planning)

Review Customer source

Review Location Source

Review Production source header, Item & resource

Resource Available capacity

Forecast release & Consumption

Forecast Release for Supply Planning

Forecast Consumption

Unconstrained Planning run

Demand propagation from Customer to Mfg location

Quote arrangements

Lead time

BOM Explosion

Production Plan

Capacity Overload

Procurement Plan

Material Constraints

Stock Balancing

Master Data review (Constrained Planning)

Non Delivery and Late Delivery costs

Finite Resource

Production Costs

Inventory Holding cost

Constrained Planning run

Demand Prioritization

Multi Sourcing

Generate Quote for Multi Sourcing

Product Interchangeability

Sourcing Validity

Finite Resource planning

Optimizer Result Analysis

Supply Propagation

Build ahead

Lot size

Simultaneous capacity

Limit Maximum production

Level load Production

Demand Prioritization - Customer Prioritization

Source of Supply Prioritization -

INTEGRATION (HCI)

Master Data

Unit of Measure

Location

Product

Location Product

Unit of Measure Conversion

Currency

Exchange Rate

Resource

Customer

Customer Product

Production Source Header

Production Source Item

Production Source Resource

Location Source

Location Resource

Transaction Data

S4 to IBP

Stock

Sales Orders

Delivery

IBP to S4

Planned Orders

Purchase Requisitions

INTEGRATION (SDI)

ECC to IBP

Master data

Transaction data

IBP to ECC

Transaction data

SOLUTION FEATURES

Preconfigured Solution

- Sales & Operations Planning
- Demand Planning
- Supply Planning
- Inventory Optimization
- IBP Integration using SAP HCI

Reduces Implementation Risk

Reduces Build Time

New IBP Features and Functionalities

Easily Deployable Interfaces

Accelerators

- System Configuration Document
- Business Blueprint Document
- Training Manuals
- Data Templates
- Sample Planning Views

Step-by-Step IBP Configuration Guide

SCOR-Based Planning Processes

Training Manuals for User / Planner Trainings

Ready-to-Use Planning Templates

BRISTLECONE

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PRECONFIGURED SOLUTION – SNAPSHOT

BRISTLECONE

INTEGRATED BUSINESS PLANNING

Preconfigured Scenarios

Sales & Operations Planning

Demand Planning

Inventory Optimization

Supply & Response Planning

Integration

S4 PP/DS

S4 AATP

IBP Module-Specific Scenarios

Preconfigured Scenarios

SALES & OPERATIONS PLANNING

Demo

Demand Review

Outlier correction

Statistical Forecasting

Sales Forecast Input

Marketing Inputs

Consensus Demand Planning

SALES & OPERATIONS PLANNING

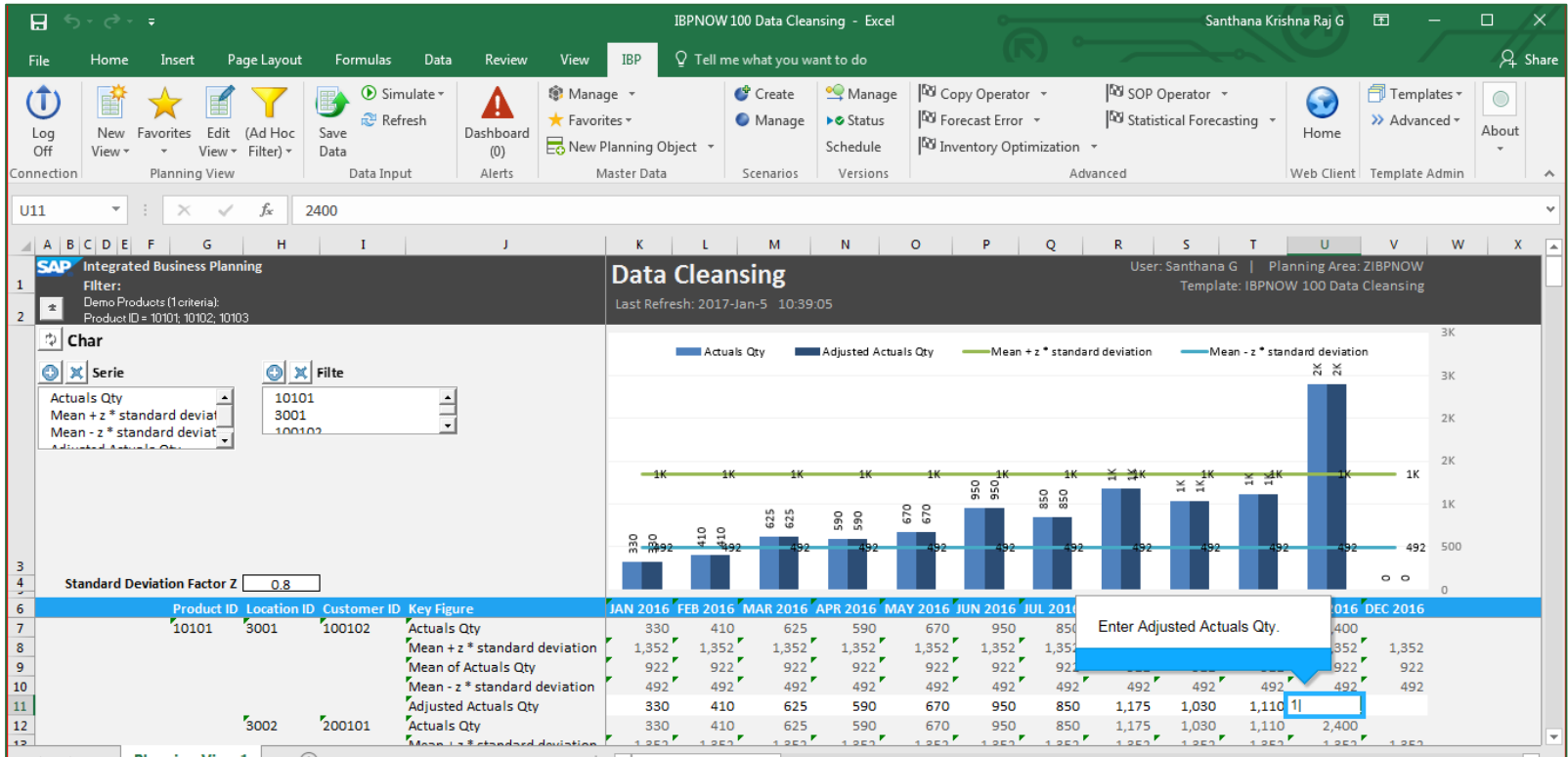
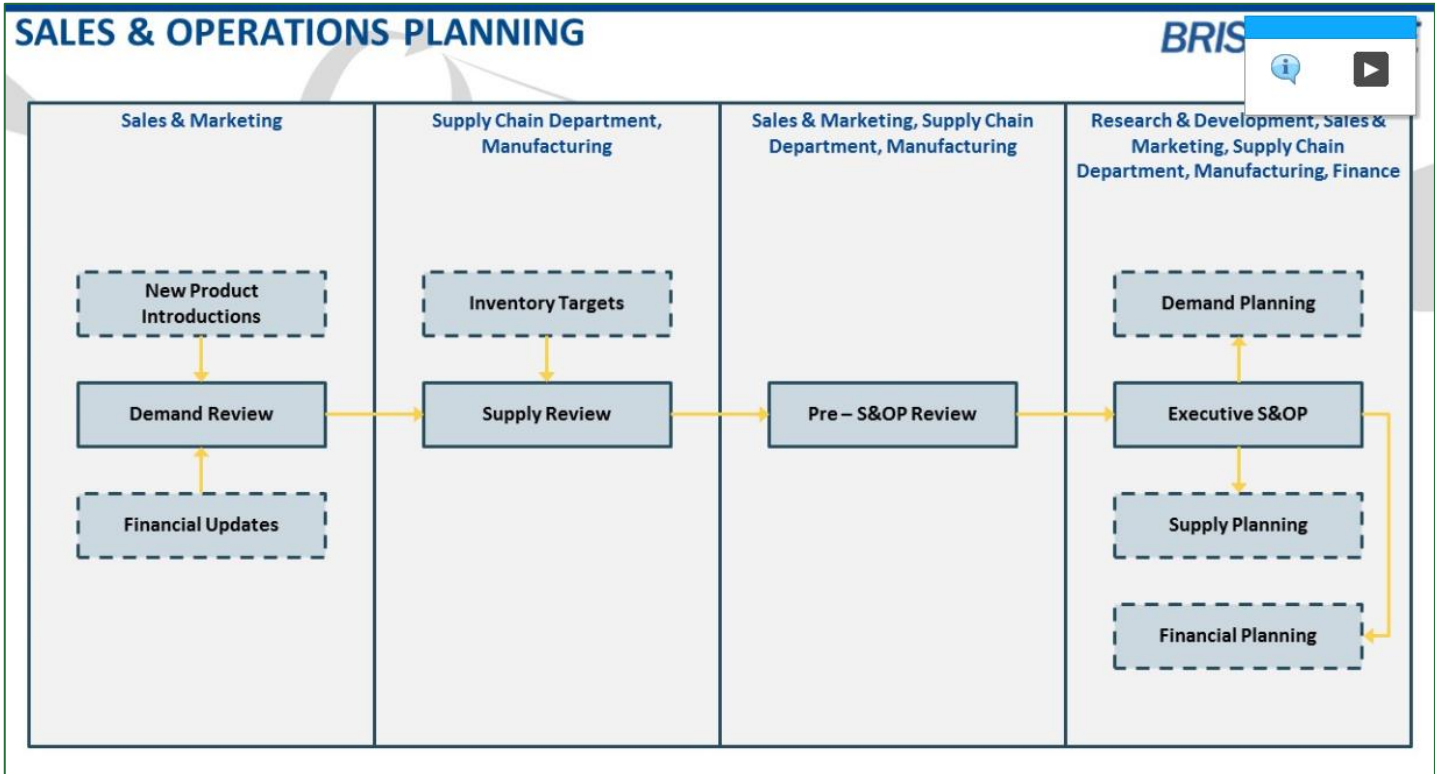
15+ Scenarios

Configuration guide, Sample Planning Views

SALES

OPERATIONS

PLANNING



Demo



Business Process



IBP Solution



ASSETS AND ACCELERATORS

ASSETS AND ACCELERATORS – SNAPSHOT

BRISTLECONE

INTEGRATED BUSINESS PLANNING

SALES

OPERATIONS

PLANNING

Preconfigured Scenarios

Sales & Operations Planning

Demand Planning

Inventory Optimization

Supply & Response Planning

S4 PP/DS

S4 AATP

6

PRECONFIGURED SCENARIOS

DOCUMENTS

TRAINING MANUALS

INTERFACES

Jam Collaboration

Create & Manage S&OP Process

Process Mapping with integrated sub-process

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Analyze shelf life of batches

Run Supply Optimizer to generate Constrained Plan

Blueprint Document

S&OP Planning Processes

Process mapping in IBP

Data Requirements

Roles & Authorizations

System Configuration Document

Master Data

Master Data Types

Master Data Attributes

Time Profile

Model Configuration

Planning area

Planning Level

Key figures

Planning Operators

Versions

Planning Views

Profiles

Statistical Forecast Profile

IBP Introduction

IBP Login & Excel add in

Planning view features

S&OP Planning view navigation

Planning operators & log analysis

S&OP Charts & Dashboards

Data Templates

Data Templates

Time Profile

Exchange Rate

Currency

UoM Conversion

Planning View Templates

Statistical Forecasting

Consensus View

Demand Fulfilment analysis

Transport View

Production View

Master Data

Unit of Measure

Location

Product

Location Product

Unit of Measure Conversion

Currency

Resource

Customer

Customer Product

Production Source Header

Production Source Item

Production Source Resource

Location Source

Location Resource

Transaction Data

S4 to IBP

Stock

DOCUMENTS

Blueprint Document

S&OP Planning Processes

Process mapping in IBP

Data Requirements

Roles & Authorizations

System Configuration Document

Master Data

Master Data Types

Master Data Attributes

Time Profile

Model Configuration

Planning area

Planning Level

Key figures

Planning Operators

TRAINING MANUALS

IBP Introduction

IBP Login & Excel add in

Planning view features

S&OP Planning view navigation

Planning operators & log analysis

S&OP Charts & Dashboards

SAP INTEGRATED BUSINESS PLANNING FOR S&OP

CONTENTS

1. INTRODUCTION

1.1 ROLE OF S&OP

2. BLUEPRINT DESIGN DOCUMENT OVERVIEW

3. SCOPE

3.1 PROCESSES

3.2 IBP FUNCTIONALITY

3.3 SCOPE EXCLUSION

4. TYPICAL BUSINESS REQUIREMENTS

5. ASSUMPTIONS

6. SALES AND OPERATIONS

6.1 SALES AND OPERATIONS

6.2 FREQUENCY OF SALES

7. SALES AND OPERATIONS

7.1 DEMAND REVIEW

7.1.1 PROCESS FLOW

7.1.2 HISTORICAL CLEANSING

7.1.3 STATISTICAL FORECASTING

7.1.4 RUN STATISTICAL FORECAST

7.1.5 SALES FORECAST INPUT

7.1.6 SALES MANAGER REVIEW

7.1.7 MARKETING MANAGER FORECAST

7.1.8 PROCESS STEPS

7.1.9 DATA REQUIREMENT

7.1.10 SCENARIOS

7.2 SUPPLY REVIEW

7.2.1 PROCESS FLOW

7.2.2 PROCESS STEPS

7.2.3 SCENARIOS

7.3 PRE-S&OP REVIEW

7.3.1 PROCESS FLOW

7.3.2 PROCESS STEPS

Blueprint Document

SAP INTEGRATED BUSINESS PLANNING FOR S&OP

5. ATTRIBUTES

Attributes are characteristics of master data types, for example, an attribute of the customer master data type might be country or region. Attributes can be either numeric or non-numeric.

The following data types are supported for attributes:

Nvarchar

Decimal

Integer

Timestamp

5.1 CREATING ATTRIBUTES

Open the Attributes app.

Create a new attribute.

In the popup window provide the details for the attribute.

Example

To create the product ID attribute, you could enter:

Attribute ID: PROID

Description: Product ID

Data Type: NVARCHAR

Length: 40

Save your changes.

5.2 CHANGES TO ATTRIBUTE

The changes to Attribute can be made by selecting Edit Active and inactive as shown in the screen shot below.

Description

You can change the description of an attribute any time.

Data Type

System Config Document

BRISTLECONE

DISRUPT • DIGITIZE • SYNERGIZE

INTEGRATED BUSINESS PLANNING

COURSE CONTENTS

01 INTRODUCTION TO IBP

02 S&OP OVERVIEW

03 IBP LOGIN & PLANNING VIEW FEATURES

04 IBP MASTER DATA

05 S&OP PLANNING PROCESSES

06 REPORTS & DASHBOARDS

Training Manual

DATA TEMPLATES

Data Templates

Time Profile

Exchange Rate

Currency

UoM Conversion

Planning View Templates

Statistical Forecasting

Consensus View

Demand Fulfilment analysis

Transport View



Statistical_Forecasting - Excel

File Home Insert Page Layout Formulas Data Review View Tell me what you want to do

Clipboard Font Paragraph Styles Cells Editing

Clipboard Font Paragraph Styles Cells Editing

Clipboard Font Paragraph Styles Cells Editing

SAP

Integrated Business Planning

Filter: (Active Filter) Location Product ID: 10101, 10102

Char

X Series

X File

Statistical Forecasting

Last Refresh: 2017-Apr-13 10:49:41

Product ID Location ID Customer ID Key Figure

10101 1001 1001012 Adjusted Actuals Quantity

12,000 12,100 12,800

12,500 12,200 12,800

9,085 7,774 7,092 12,500 12,500 12,600 12,533 12,544 12,559 12,546 12,550 12,552 12,549

24% 36% 45% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0%

10,694 15,232 12,539 12,668 12,289 13,644 12,846 12,463 13,837 13,027 12,638 14,038 13,209

11% -26% 24% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0%

6,874 6,874 6,874 12,155 12,155 12,155 12,155 12,155 12,155 12,155 12,155 12,155 12,155

43% 43% 46% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0%

10,694 15,232 12,539 12,500 12,500 12,500 12,600 12,533

11,500 12,000 12,200

Sample Planning View



INDUSTRY SOLUTIONS

IBP INDUSTRY SOLUTIONS

INTEGRATED BUSINESS PLANNING (IBP)

BRISTLECONE

PLANNING SOLUTIONS

INDUSTRY SOLUTIONS

PROCESS

25+ Industry Scenarios, Best Practices & KPIs



ASSET INTENSIVE INDUSTRY

20+ Industry Scenarios, Best Practices & KPIs



DISCRETE

20+ Industry Scenarios, Best Practices & KPIs



DAIRY

25+ Industry Scenarios, Best Practices & KPIs



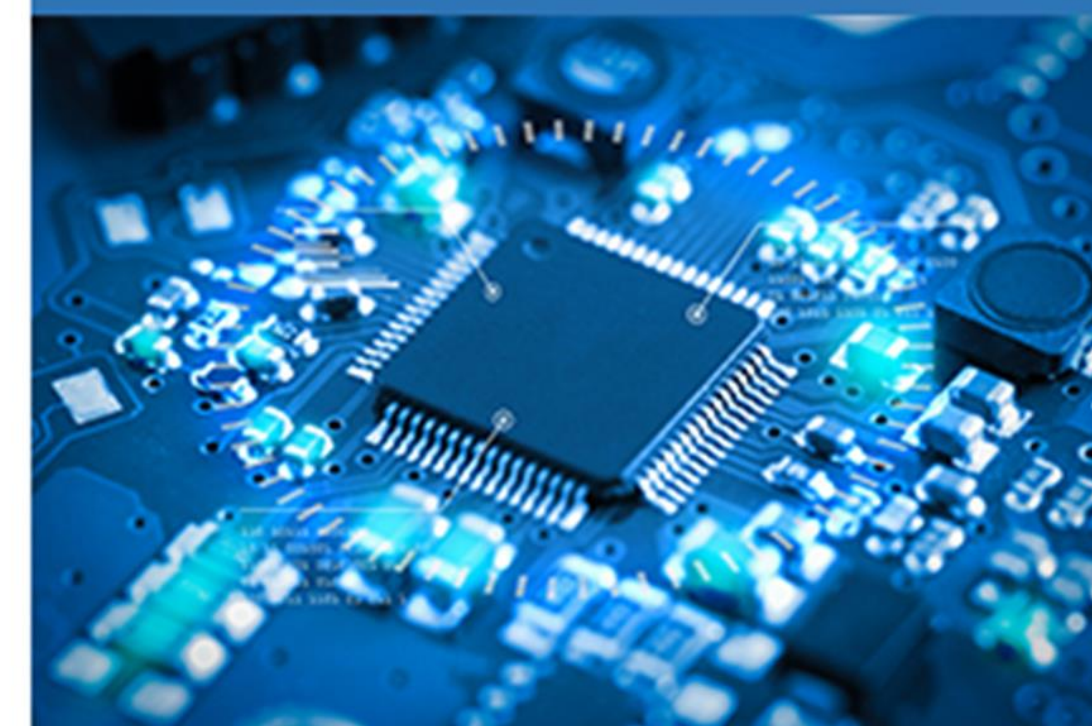
CPG

45+ Industry Scenarios, Best Practices & KPIs

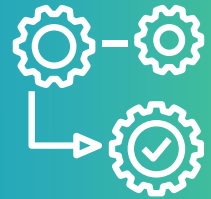


SEMICON

40+ Industry Scenarios, Best Practices & KPIs



SEMICONDUCTOR INDUSTRY – SOLUTION FEATURES



Automated consensus demand planning process to arrive at one demand number based on statistical forecast and sales and marketing inputs.



Waferization of entire demand plan to understand the demand in terms of wafers required.



Front-end and back-end supply planning, considering material scrap (yield), safety stock requirements, wafer supply constraints, contract manufacturer / vendor capacity constraints, etc.



Extensive demand prioritization capabilities, based on various priorities, including customer requirements, order type, demand type and product priorities.

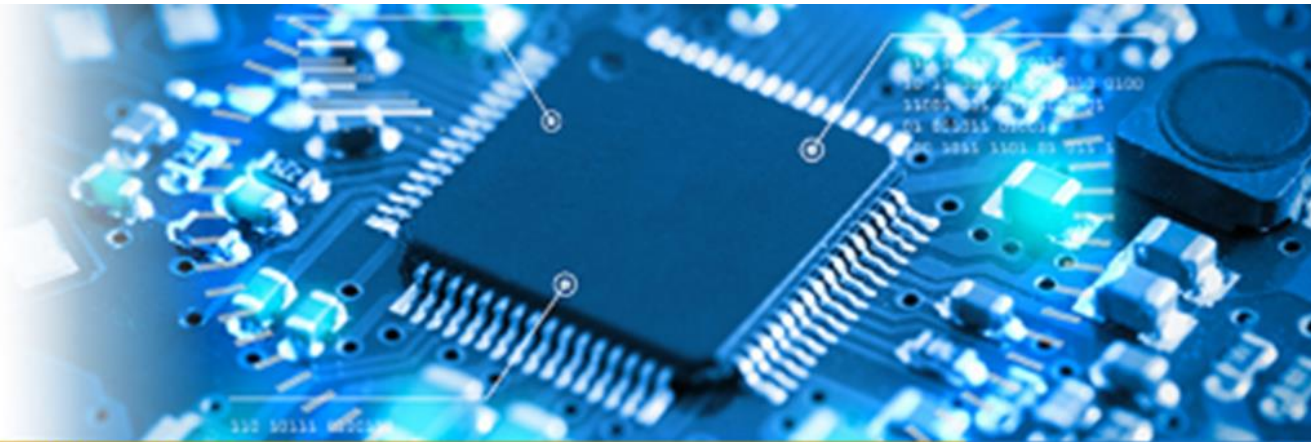


Backorder planning and order commits/simulations, and integration with the execution system to publish the planning results.

SEMICONDUCTOR LANDING PAGE

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INTEGRATED BUSINESS PLANNING



SEMICONDUCTOR INDUSTRY SOLUTION

DEMAND PLANNING

- Demand Sensing
- Gather Historical Data
 - Gather Historical Data (From Various source)
- SKU Classification
- ABC/XYZ classification
- New Product Introduction
 - Referring to single product
 - Referring to multiple product
 - Manual Forecast
- Statistical forecast
 - Cleansing Historical Data(Outlier Correction)
 - Statistical forecast modeling, various models
 - Best fit model
- Sales Forecasting
 - Sales Rep Input referring customer forecast, sample forecast
 - Sales Manager Input In Rev
 - Sales Manager Review
- Marketing Forecast
 - Marketing manager Input
- Consensus Planning
 - Generate a fully automated consensus forecast using a ruleset

RESPONSE PLANNING

- Review Demand Priorities
 - Demand Prioritization
- Forecast Release To IBP Response For Supply Planning
- Forecast Consumption In Order Based Planning
- Constrained Planning
 - Constrained Production Plan
 - Build ahead
 - Late Demand fulfillment
 - Demand / Supply pegging
 - Transportation Lead Time In Response Planning
- Stock Consumption at all BOM levels In Supply Chain
- Safety Stock Planning In IBP Response
- Supplier Material Constraint
 - Front End & Back End Supply Planning
- Material Scrap (Yield)
- Allocation Planning
 - Copy Constrained plan to Allocation
 - Review & Adjust Allocation Plan
- Postponement Strategy
 - Assemble to Order
- Contract Manufacturing Capacity Constraint
- Confirmation
 - Sales Order confirmation
 - Confirmation – What if simulation
 - Sales Order Confirmation Date
 - Integration With ECC/ S4 HANA System
- Simultaneous Capacity Planning
- Result Analysis
 - Identification of constraints using gating factor analysis
 - Pegging Report to Review Demand
 - Supply relationships
- Distribution Planning
- Deployment Planning

DASHBOARDS

- Dashboards
 - Waferization
 - Die Level Forecast
 - Consensus plan - group by region
 - Consensus plan - group by product family
 - Consensus Plan Vs ADP Plan
 - Capacity Utilization
- SUPPLY PLANNING**
 - Unconstrained Run
 - Wafer Procurement plan
 - Forecast consumption at Chip level

INTEGRATION

- ECC to IBP
 - Master data
 - Transaction data
- IBP to ECC
 - Transaction data

40+ Industry Scenarios with Demo

Comprehensive Demand and Response Planning Solution

Die Bank Projection, Material Yield (Supply Planning), Backorder Commits and Simulations

Dashboards with Demand and Supply Analysis, Finance Views

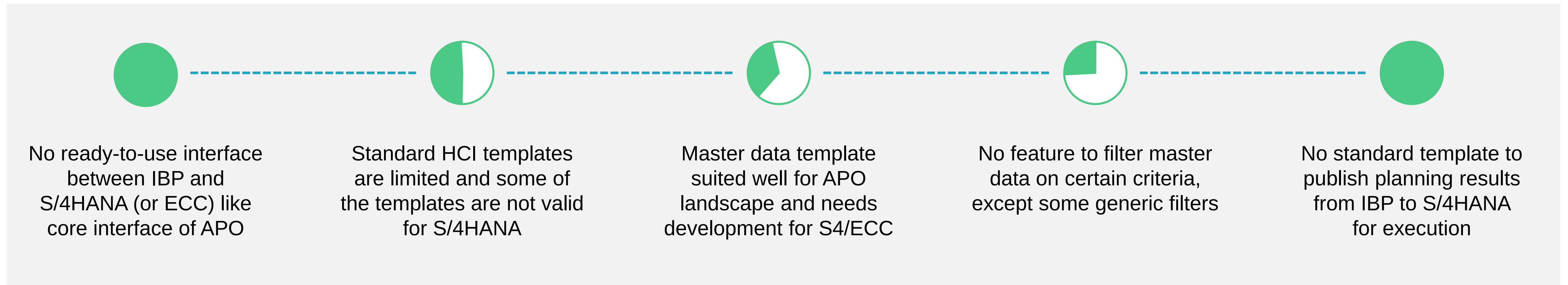
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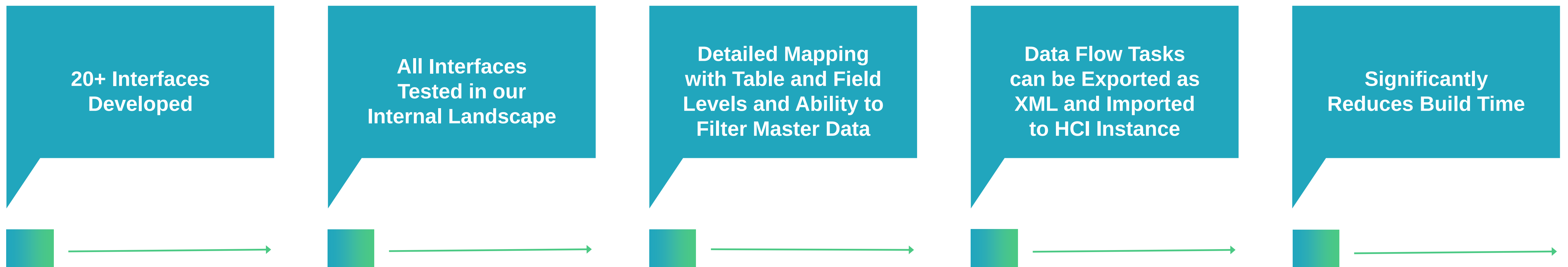


S4/ECC AND IBP INTEGRATION

KEY CHALLENGES – S4/ECC AND IBP INTEGRATION

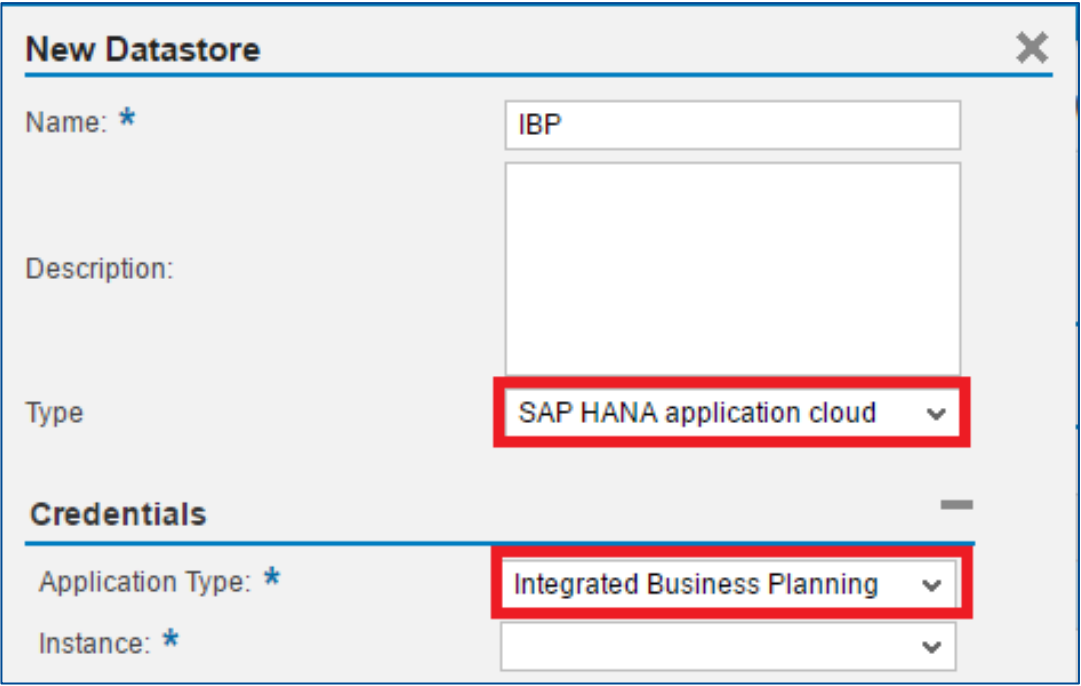
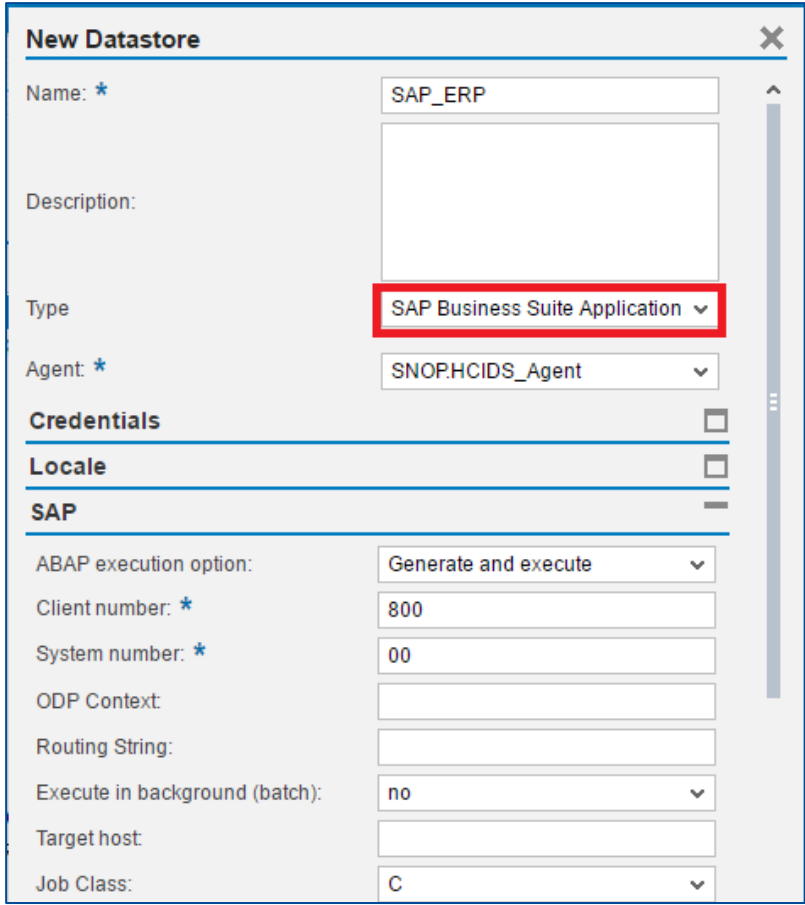
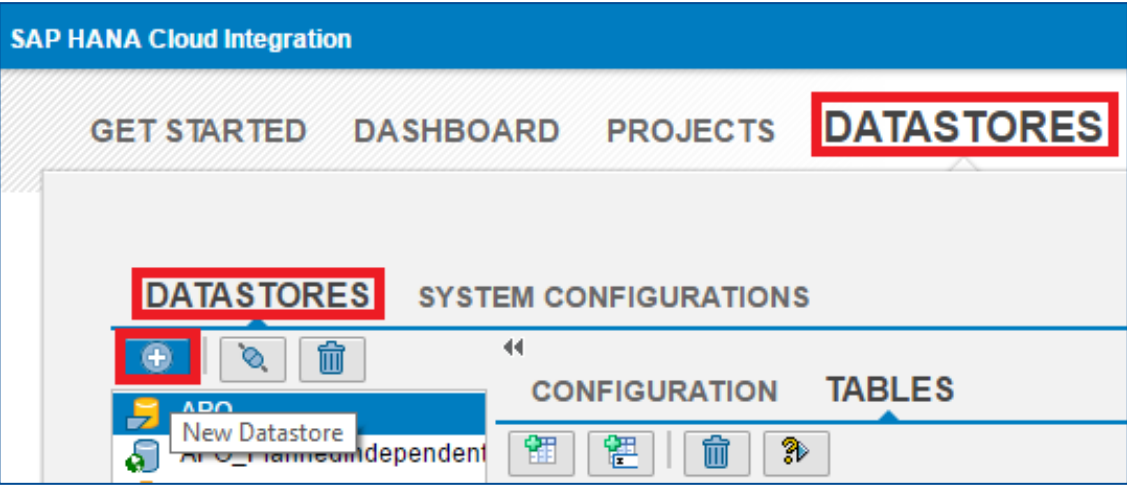


OUR SOLUTION

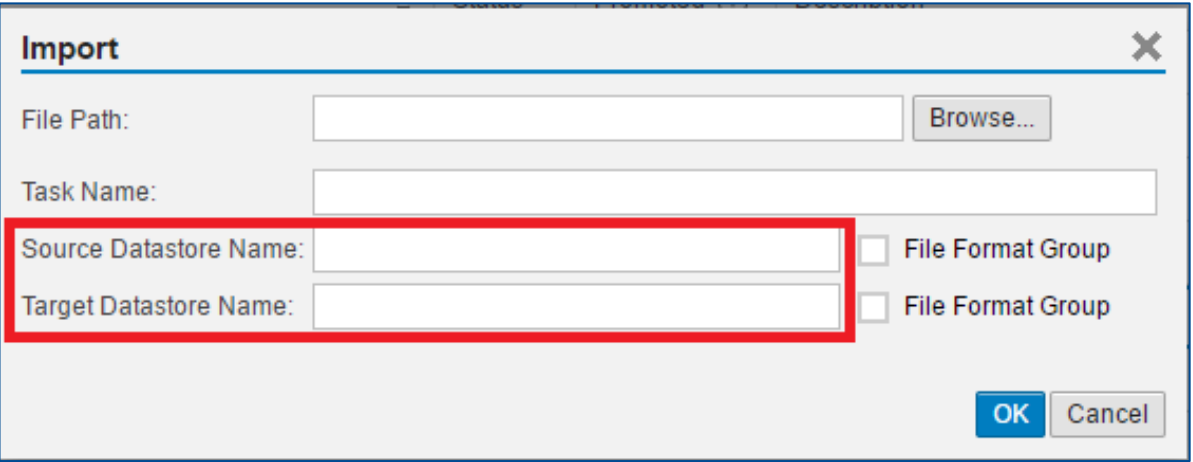
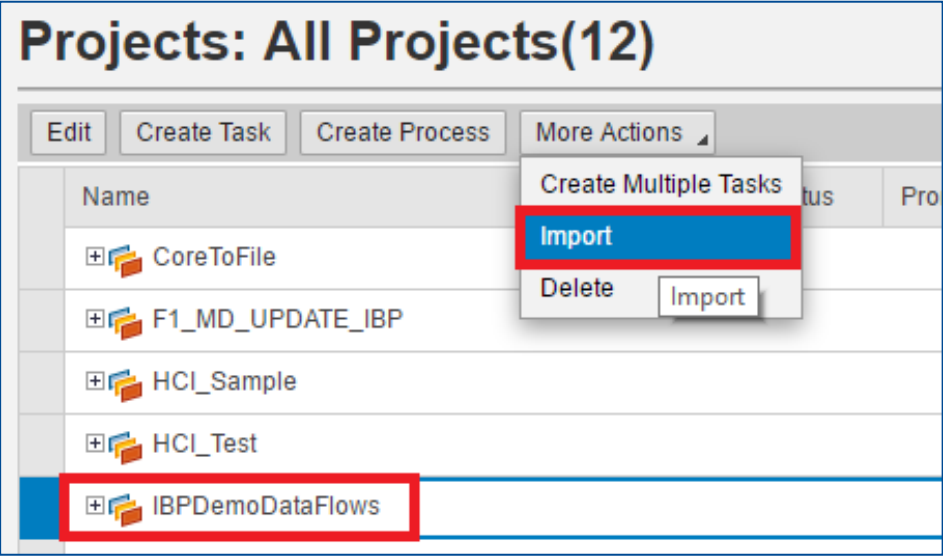
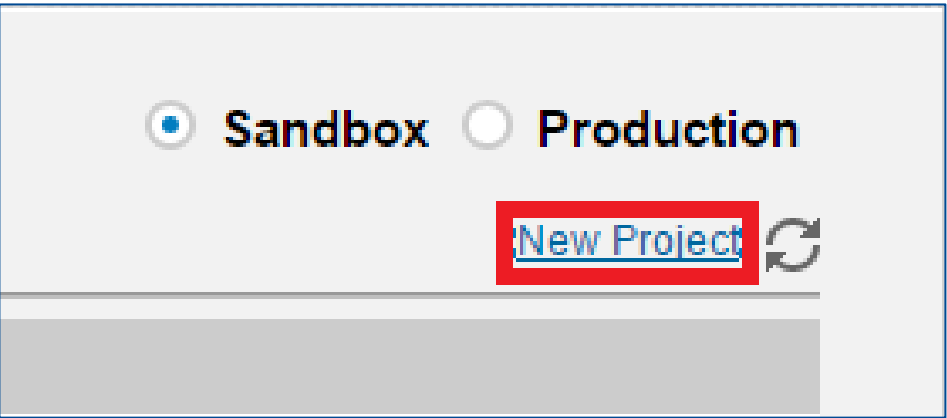


EASY 3-STEP PROCESS TO DEPLOY INTERFACES

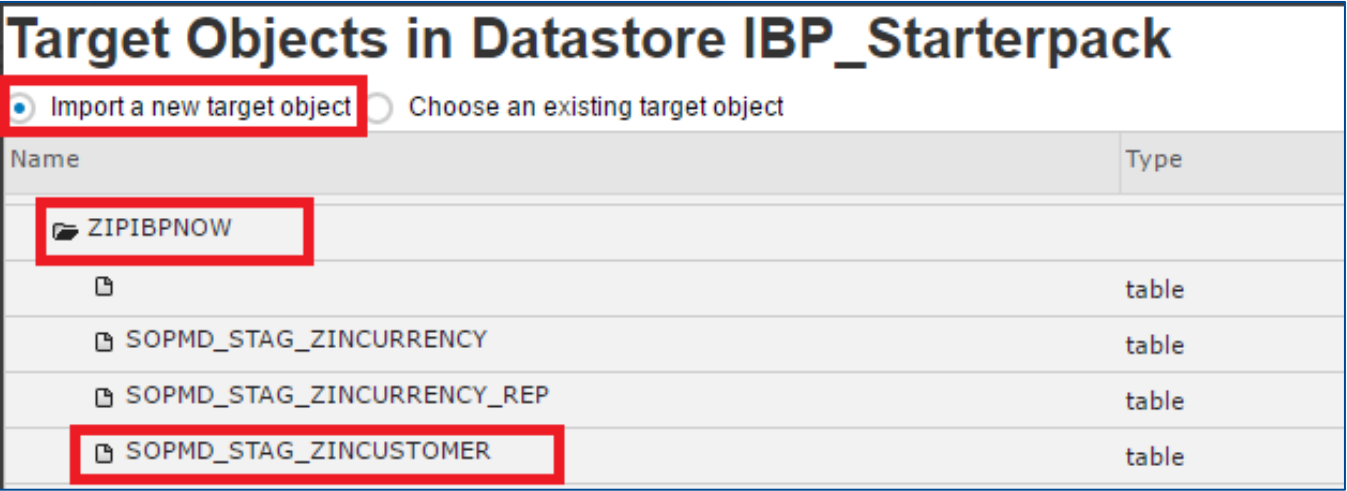
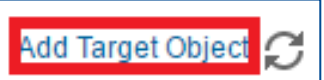
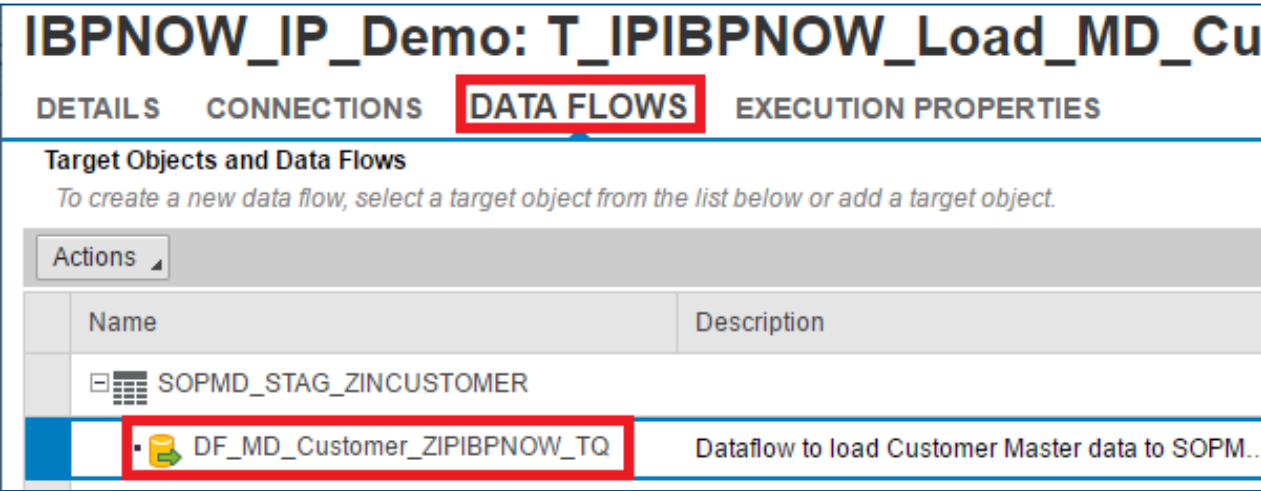
Define SAP ERP and IBP Systems in HCI-DS as 'Data Stores'



Create 'Project' and Import Provided XML File as 'Task'



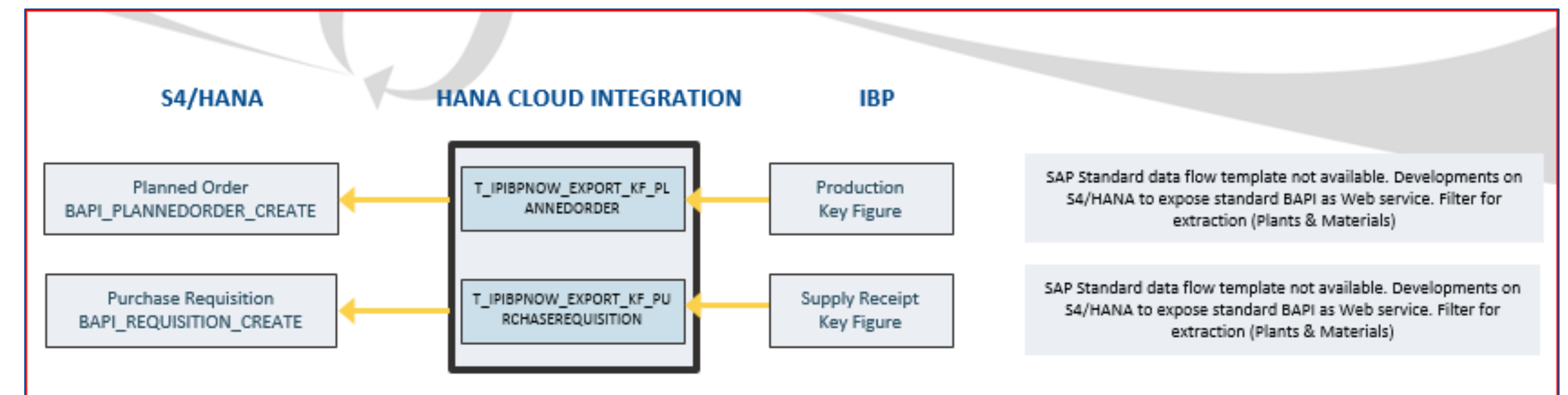
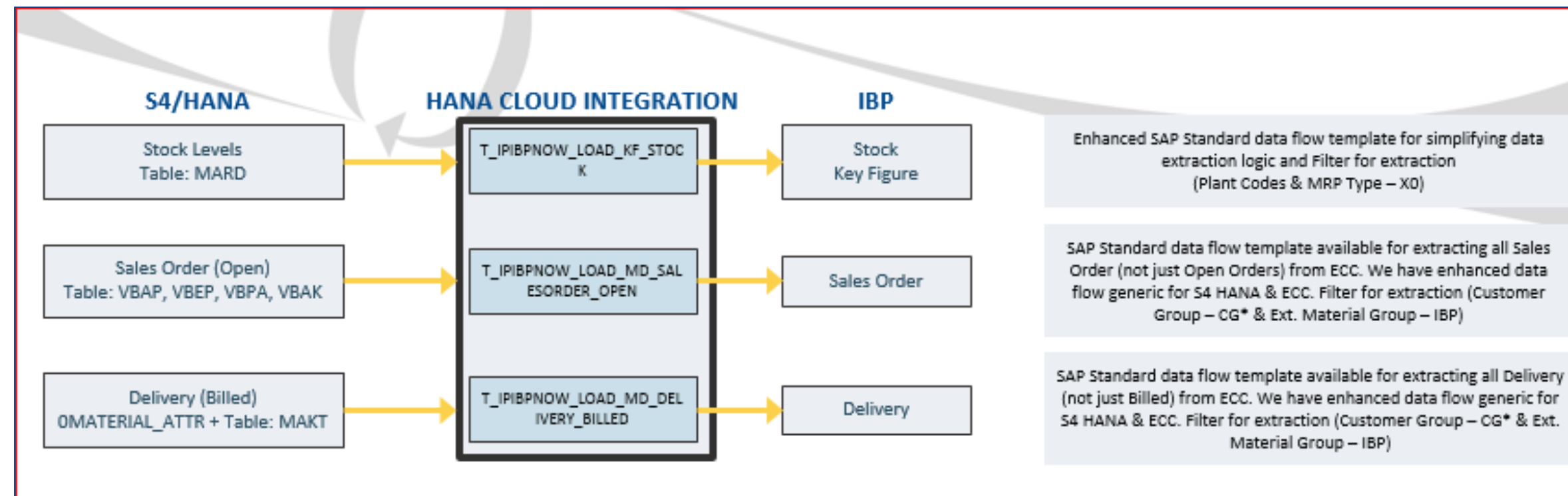
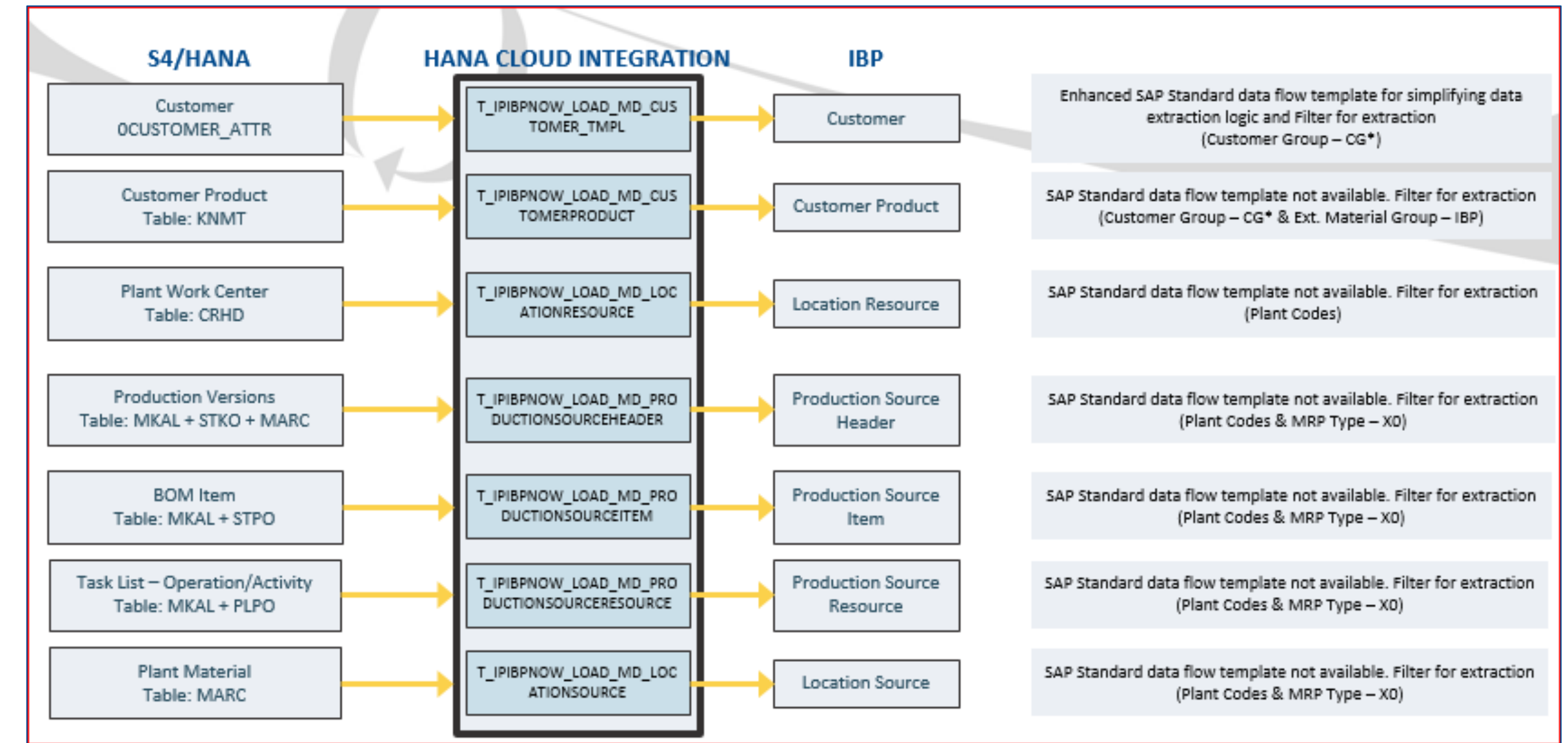
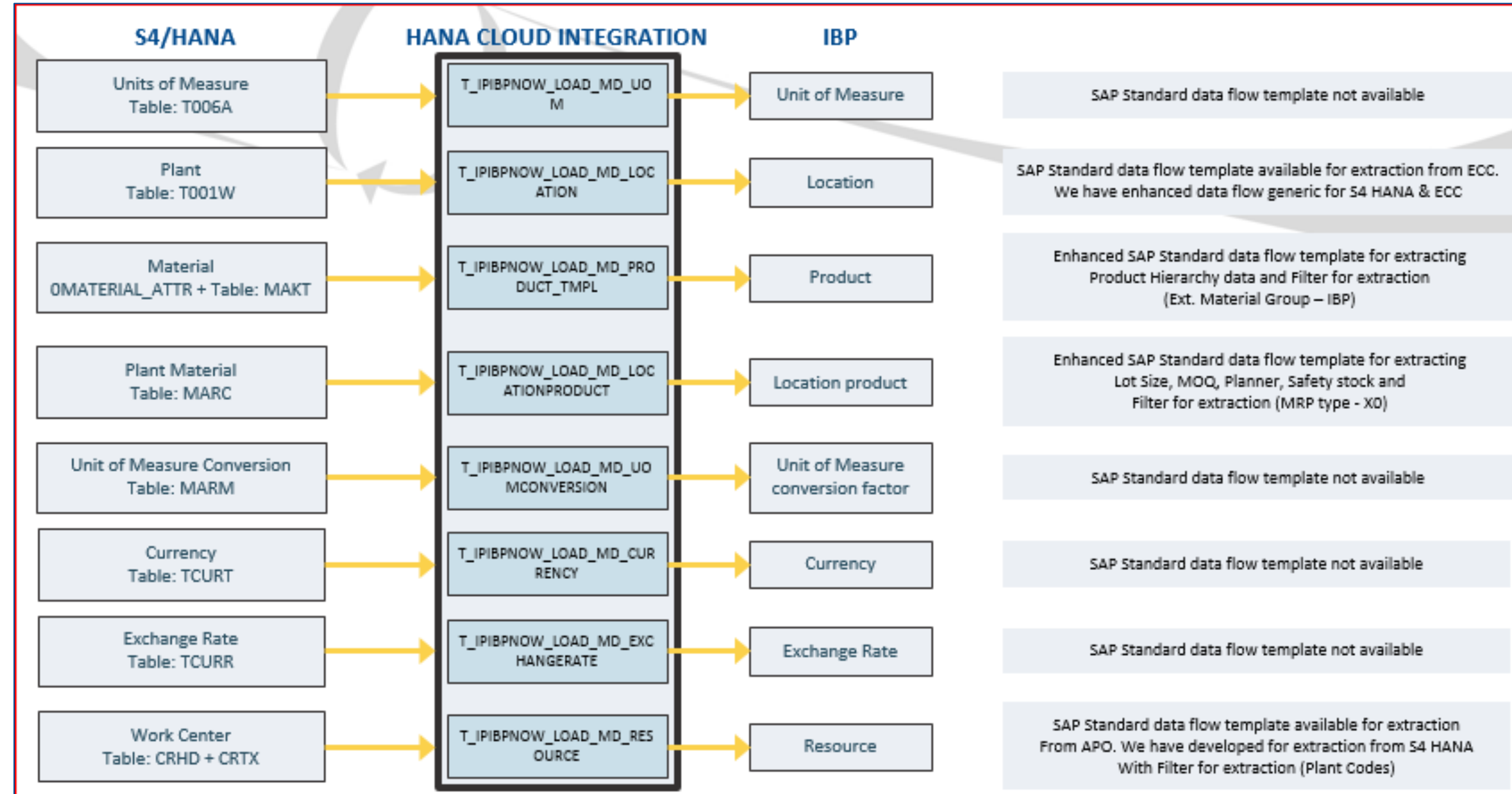
Edit Task and Assign Included 'Data Flow' to IBP Planning Area Table



Import and Create Data Flow Cancel

✓ Make Required Changes in Mapping and Data Filters and Start Testing

S4 AND IBP DATA FLOW – ILLUSTRATIVE





ASSETS AND ACCELERATORS

IBP NOW – ASSETS AND ACCELERATORS

	Sales & Operations Planning	Demand Planning	Supply & Response Planning	Inventory Optimization	HCI Integration	Total
Preconfigured Scenarios / Interfaces	 15+	 25+	 50+	 25+	 20+	 135+
Training Manual + Training Video					NA	 150+
Configuration Document					NA	 5
Blueprint Document					NA	 5
Sample Planning View Templates					NA	 40+
Integration Mapping Sheets	NA	NA	NA	NA		 20+
Integration Templates XML Files	NA	NA	NA	NA		 20+



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