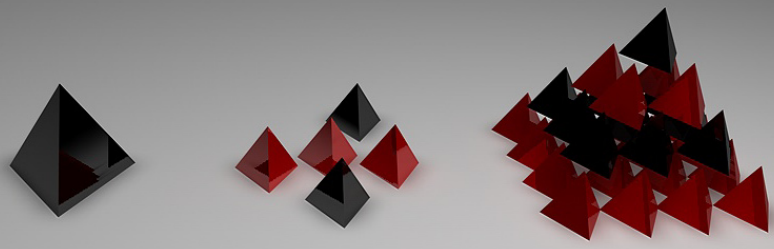


# Sales & Operations Planning



**Sales & Operations Planning (S&OP) is a decision making process that enables companies to run the business better and provide excellent customer service. However many companies struggle to implement S&OP effectively. Sales & Operations Planning is not a once-per-month meeting but operates on a monthly cycle involving demand planning, supply planning and pre-S&OP meeting culminating in an Executive S&OP.**

Our Sales & Operations Planning workshops produces a process that integrates demand and supply planning, capacity modelling and sales forecasting into an effective decision making and business planning tools. You will have a clear understanding the roles and responsibilities, performance measures, meeting schedule and reports required to optimise your Sales & Operations Planning process.

We have successfully enabled companies to develop effective Sales & Operations Planning proceses. From the development of production planning systems to an end to end process we have the knowledge to help you develop a system that is right for your business.

What we give you is a deep understanding of running an effective Sales & Operations Planning process. From an initial assessment to determine the strengths and areas for improvement in your current system, through the development and implementation of the new process we used tried and tested methodologies to enable better planning. We have growing experience to tailor the Sales & Operations Planning to tailor the workshops to your organisation and have applied our methodology and techniques across many industries.

## Duration

**The Sales & Operations Planning** workshop is delivered over 2 days

### Pre-Assessment:

A questionnaire is used to determine the perception of the effectiveness of S&OP within your business.

### Day 1:

Introduction to S&OP  
Structure & logic of the process  
Inputs to the process  
The Monthly S&OP Process

### Day 2:

The implementation path  
Responsibilities & Resources  
S&OP Policy & Reports  
Improving the process

## Deliverables

- As part of the process we will Provide all training material
- Facilitate the discussions
- Provide templates for reports
- Develop an implementation plan

## Who should attend?

Sales & Operations Planning is a strategic lean tool and we recommend that a cross functional team of senior managers is involved. We will help you review the participants during the assessment meeting to ensure you receive maximum benefit from the process.

To find out more about how Sales & Operations Planning can help your organisation then contact us on.

0845 1444001 or  
[enquire@pragmatique.co.uk](mailto:enquire@pragmatique.co.uk)

## Why Pragmatique?

Our portfolio of skills and experience enable us to deliver a Sales & Operations Planning workshop that will deliver real benefits for your business.

As we are independent we can drive the process, asking the difficult questions and not accepting the obvious answers to ensure you receive the full benefit from our involvement.

## About Pragmatique

Our successful clients describe us as a company of talented professional consultants with the knowledge & experience in areas of the business they need.

We provide consulting, training and interim support to enable our clients to get even better results from their people, their processes and their projects.

In short: we provide the know how to effect the change but leave you with the know how to develop our solution.

Visit our website to find out about all our service offerings and how we could help you.

pragmatique

Know how

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[enquire@pragmatique.co.uk](mailto:enquire@pragmatique.co.uk)  
[www.pragmatique.co.uk](http://www.pragmatique.co.uk)