Why supply chain planning and collaboration solutions are essential to respond to disruptions and improve fulfilment

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 Passion for:
- Modelling...(algorithms)
- ML (esp. GBDT)
- Continuous Improvement
- Drones

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THE BEST RUN
SAP

Demand and Supply Planning solutions implementations
Brandhouse
Unilever
KWV
ENGEN

Supply Chain Planning continuous improvement, S&OP / IBP, resource development
Unilever
Distell

Digital Supply Chain Executive
SAP
(looking after 130+ customers across Africa)
Why supply chain planning and collaboration solutions are essential to respond to disruptions and improve fulfilment

• More product–location combinations to manage than ever before
• Don’t have infinite human-power
• Need to focus our human resources on value-adding tasks
• Machines can alert us to more future issues
• We want to create the digital twin but still protect fulfilment
• Creation of shared value
• Technology can be an enabler of step-change improvement
• Attract and retain talent
How do we get there?

Are we truly adding value?

Why is S&OP no longer good enough?

- Plans were not collaborative or collaboration was very cumbersome / manual
- User-based licensing models of solutions restricted system access, throttling collaboration

By building these 3 core principles on top of a strong S&OP base, companies are able to achieve a heightened state of seamless collaboration, plan for value and not just volume and drive quick decision making and appropriate response

True scenario modelling ("what if?" analysis) was not possible due to a lack of computing power and storage space
Understanding the cost of decisions was missing

The plan was not financialised (later financials were brought in at the end of the process)
Sales, finance and executive teams could not buy-in to a non-financialised plan

Are we truly adding value?
Why focus on collaboration?

Any planning methodology customer collab.
Production scheduling supplier collab.
OEM collab.
Freight collab.
Track & trace closed loop financial planning.

Not one size fits all common requirement.
Planning and collaboration touches everything.
How can we collaborate?
What are non-HR execs hearing?

Collaboration ≡ another buzz word!

What are non-HR execs worried about?

Collaboration ≡ more human effort!

What are non-HR execs asking?

Show me how to do it sustainably
How can we collaborate sustainably?
Where to start?

Complexity vs Value

Customers

Internally

Suppliers

THE LEADING EVENT IN AFRICA FOR SUPPLY CHAIN PROFESSIONALS
Why is supplier collaboration important?
This is not procurement

- This is not operational procurement

- There are no purchase req’s / orders yet

- This is a long term anticipated buying plan based on a long term manufacturing plan based on a long term sales / demand plan
Forecast details - Forecast view

- Buyer name: Best Run Atlantic
- Customer location: Plant 1 - US
- Part no.: SA-RM-704
- Part description: ONE + 18V Cordless 3/8 in. Drill/Driver K

View by: Monthly  
Starting from: 05/01/2022

Chart:

Stock on hand: 20,000 (PC)

Key figures:

- Order forecast:
  - 1 May 2022: 16,000
  - 1 Jun 2022: 17,000
  - 1 Jul 2022: 15,000
  - 1 Aug 2022: 16,500
  - 1 Sep 2022: 17,000
  - 1 Oct 2022: 15,500
  - 1 Nov 2022: 16,000
  - 1 Dec 2022: 17,500
  - 1 Jan 2023: 15,000
  - 1 Feb 2023: 16,000

- Cumulative forecast:
  - 1 May 2022: 16,000
  - 1 Jun 2022: 33,000
  - 1 Jul 2022: 48,000
  - 1 Aug 2022: 64,500
  - 1 Sep 2022: 81,500
  - 1 Oct 2022: 97,000
  - 1 Nov 2022: 113,000
  - 1 Dec 2022: 130,500
  - 1 Jan 2023: 145,500
  - 1 Feb 2023: 161,500

Last sent 25 Apr 2022 10:50:30 AM

Send Data
Supply Chain Monitor

You have order confirmation approvals due: 14

**Confirmation alerts**
- 52 alerts
  - 33 Confirmation quantity deviations
  - 4 Confirmation date deviations
  - 15 Missing Confirmations

**Forecast alerts**
- 17 alerts
  - 15 Commit shortages
  - 2 Decommits
  - 0 Missing commits

**Inventory alerts**
- 11 alerts
  - 8 Out of Stock
  - 2 Below Minimum
  - 0 Above Maximum
  - 1 Replenishment orders out of Tolerance

Quality notification

Supplier: [Dropdown]
Last 3 months: [Dropdown]
Thank you!

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