

# SAP S&OP: Rapid Deployment Solution

Accelerating Your Time to SAP S&OP Value



## THE SALES & OPERATIONS PLANNING (S&OP) CHALLENGE

Having an integrated Sales & Operations Planning process in a single platform has been long desired. Defining the S&OP organization and its processes is half of the equation, having an integrated platform to support the S&OP decision-making process is the other half. Not having the right S&OP integrated analytical solution can lead to:

- Poor visibility of supply/demand balance signals
- Misalignment between sales, operations and financial forecasts
- Communication gaps between commercial business, finance, operations and supply chain
- Low customer satisfaction – late and incomplete orders

## S&OP WITH SAP

The SAP S&OP BPC solution is ideal for companies seeking to manage their S&OP decisions with an integrated platform to support S&OP processes. SAP S&OP has the pre-configured rules that will let you do a “What If” financial analysis with different planning scenarios derived from the data retrieved from your SAP system. This visibility to support S&OP decisions will enhance the cross-functional S&OP team’s ability to gain consensus for your short-, medium-, and long-term plans. Most importantly, it helps you establish a single plan to drive business operations. You can consolidate data, perform analyses, and turn sales and operations planning into a strategic process that helps improve business performance.

The platform is a rapid deployment solution with standard planning processes, standard input templates and reports, and a preconfigured data model. The standard solution can be further customized to meet unique needs of individual customers. The packaged solution includes preconfigured functionality for:

- Consensus demand planning
- Finished goods inventory–level planning
- Rough-cut capacity planning
- Critical-component requirements planning

“With the current volatile market conditions being faced by process manufacturers, it is vitally important to maintain balance between supply and demand via a single, unified process. By addressing the process, organizational and technology aspects of this need, Hitachi Consulting and SAP have developed a solution framework that will help you improve your business performance.”

## GETTING STARTED WITH HITACHI CONSULTING

**1. Accelerated Solution Design and Definition** – Hitachi Consulting’s Rapid Deployment Solution implementations begin with Sales and Operations Planning Workshops that quickly identify business segments, product lines, customers, and reporting requirements. The workshops also frame the organization and business processes that will support S&OP and lay the groundwork for managing change.

### Key topics include:

- Stakeholder solution requirements
- Required data dimensionality
- Data availability and data source identification
- S&OP organization design
- S&OP process ownership and implementation

**2. Development of Automated Data Loads** – Based on your data model and reporting requirements, we construct Extraction Transformation & Load (ETL) processes that populate the S&OP solution with source system data. Creation of ETLs often has the longest lead time during development and Hitachi Consulting minimizes the ETL timeline through:

- Urgent attention to the data-loading process
- Rapid identification of required data elements
- Immediate discovery of data sources
- Focused creation of data extraction and transformation processes

**3. Implementation of SAP S&OP** – The delivered content in the rapid deployment S&OP solution provides an immediate jumpstart to implementation. Leveraging the underlying SAP Business Planning and Consolidation platform allows the solution to incorporate additional components of Integrated Business Planning and provides extreme flexibility in modeling your business. Additional implementation options may include:

- Configuration of unique dimensions and hierarchies
- Advanced what-if analysis and scenario planning
- Integration of graphical dashboards to highlight KPIs and metrics
- Integration of the S&OP forecast into the company’s overall financial forecast, including departmental budgeting, cash flow forecasting, and earnings per share estimates

For more information, please contact us at:

Hitachi Consulting  
info@hitachiconsulting.com  
1.877.664.0010

[www.hitachiconsulting.com](http://www.hitachiconsulting.com)

Dallas  
14643 Dallas Parkway  
Suite 800  
Dallas, TX 75254  
info@hitachiconsulting.com  
Toll Free 1.877.664.0010



## Working with Hitachi Consulting

As the leading SAP for Chemicals systems integration partner, Hitachi Consulting understands your industry and most importantly, your business. We leverage industry and solution Best Practices to help deliver rapid, sustainable value

### SAP Experience

- SAP Global Services Partner
- 2010 Top 10 SAP Services Partner
- More than 2,000 SAP consultants globally

### Repeatable & Rapid Success

- Specializing in the definition and deployment of SAP Best Practices
- Accelerating project time-to-value by 30-50 percent
- Providing “build and run” services that enable a seamless transition from implementation to ongoing support

## About Hitachi Consulting Corporation

As Hitachi, Ltd.’s (NYSE: HIT) global consulting company, Hitachi Consulting is a recognized leader in delivering proven business and IT solutions to Global 2000 companies. With a balanced view of strategy, people, process and technology, we work with companies to understand their unique business needs, and to develop and implement practical business strategies and technology solutions.

Hitachi Consulting’s client base includes nearly 25 percent of the Global 100 and many leading mid-market companies. From business strategy development through application deployment, we help clients quickly realize measurable business value and achieve sustainable ROI.

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