

YASH SAP Services - Integrated Business Planning (IBP)

Turn Supply Chain Planning into a Competitive Edge for your organization with YASH SAP IBP

The ongoing global disruption is forcing a dramatic shift in supply chain planning. Today's supply chain function is under tremendous pressure to reinvent itself and become innovative to forecast any such disruption and resilient enough not to let the interruption affect business continuity. Technologically-advanced supply chain planning operations represent the future of the supply chain.

YASH SAP Integrated Business Planning for Supply Chain connects strategic and operational planning with real-time visibility and execution for a more sustainable and profitable operation. This way, they can move quickly to adapt and disrupt changing markets.

YASH Framework for SAP IBP

Strategy	Value Added Services	Transitions	AMS Services	Implement & Upgrade
<ul style="list-style-type: none"> • Business process consulting and advisory services independent of tool and technology • Design, implement and sustain business goals using our strategy consulting team 	<ul style="list-style-type: none"> • Typical Implementation packages with defined scope for rapid deployment using available templates • Guaranteed Process improvements and measurable KPIs offerings with each project • Cognitive Supply Chain Models with via incorporating artificial intelligence 	<ul style="list-style-type: none"> • Migration from SAP APO to SAP IBP and or from any non SAP systems to SAP IBP • Integration expertise and proven track record to connect your execution system to non SAP planning solutions • Robust Data Transfer frame work; leverage YASH in-built Templates using BTP, RTI, SDI frame work provided by SAP • Knowledge Transfer and change management • Shared IT services of technology & infrastructure team (SAAS model) 	<ul style="list-style-type: none"> • Build, operate and maintain model • Support desk using ticket based framework with SLAs • Right shore support includes (onshore plus offshore model) • Periodic process innovations based on new functionality being rolled out • Periodic system health check 	<ul style="list-style-type: none"> • Hybrid methodology for project implementation (Ideation to Implementation) • A classic combination of waterfall approach and CICD frame work • Agile Sprints for enhancements and project tasks

YASH IBP Implementation (Value Add Packaged Offerings)

Demand	S&OP	Financial Impact	Constrained Supply Plan	Allocation & Orders
12 Weeks	20 Weeks	18 Weeks	24 Weeks	28 Weeks
Statistical Forecasting Consensus Demand Sales History Improvement in Forecast Accuracy count Data Scope Finished Products KPIs & Reports Integration of Supply plan to SAP / non SAP execution systems	Statistical Forecasting Consensus Demand + Rough cut distribution & Manufacturing Planning What-If analysis Scenario Planning Data Scope Finished Products and components Integration of Supply plan to non-SAP execution systems	Statistical Forecasting Consensus Demand Sales History Rough cut Distribution & Manufacturing Planning + Basic Financial Projections S&OP Process What-If analysis Scenario Planning KPIs and Reports Data Scope Finished Products	Statistical Forecasting Consensus Demand Rough Cut Distribution & Manufacturing Planning Basic Financial Projection S&OP Process What-If analysis + OBF (Finite Heuristic & Optimizer) Integration to SAP ECC / S4 / Legacy KPIs and Reports Data Scope Finished Products Intermediate Components	Statistical Forecasting Consensus Demand Sales History S&OP Planning Constrained supply planning Real time integration to ECC/S4 for Execution Product Allocation and Commitment Planning for Sales Orders KPIs and Reports Increase No-Touch Sales Order Allocation



YASH Value Additions to Supply Chain Planning

Inventory Optimization

- Inventory optimization using advanced formulas which calculate the coefficient of error
- Demand and supply variability inputs to derive accurate inventory levels across the network
- Reduction of inventory across the n/w without causing any outages to Customers
- Reduction in inventory carrying cost using echelon model for planning

Data Migration & Integration

- Migration from SAP APO to SAP IBP or any legacy system to IBP using in-house expertise
- Experience in Cloud platform data integration services
- SAP ECC and SAP APO/IBP integration for customers who don't have S4
- Rollout and cut-over model for accurate transactional data migration (stock, open SO, etc.)

SCM Platform

APO | IBP | Kinaxis | Oracle SCM

Sales and operations planning (S&OP) Process

- Proven track record in driving monthly S&OP process in the organization by leveraging experienced S&OP consultants
- Integration of all elements of S&OP/IBP
- Control Tower with central information of entire supply chain to support S&OP process, identify gaps in latest projections vs. company's strategic objectives
- Integration of demand, supply, NPI, strategic projects, and resulting financial plans

Forecast Accuracy Improvement

- Consultants with proven data science experience to drive the demand program implementation
- Advanced forecasting models usage for better planning
- Best fit algorithms for making automated choices
- New product introduction
- Demand sensing in near real-term space to improve forecast accuracy using AI/ML

Increase in No-touch Sales Order Execution

- Reduce customer shortages and blackouts
- Prioritization of inventory allocation across customers using segmentation
- Use YASH methodology for the plan to execute to increase the service level to Customers.
- Systemic allocation process implementation
- Reduction in out of turn SO execution and favor to customers
- Eliminate manual interventions in customer order fulfillment
- Measurable results in reducing efforts and workforce in the entire process of planning and allocation



YASH Industry Specific Value Additions

- Integrated planning between downstream and upstream operations eliminates the need for transfer pricing, thus enabling Profit Maximization at an enterprise level using SNP models
- Easing the pressures of feedstock variability via predictive analysis modeling
- Integration of maintenance & shut down planning based on seasons and upstream feedstock price variations
- Integrated planning using what if analysis to predict negative Profitability and diversion of feedstock to other profitable channels
- Balancing feedstock price and supply variability for downstream consumption vs. sales in open markets considering by-product cost and credit from feedstock mfg. Chain (cracker streams) using IBP Response Planning
- Using the SNP Optimization model, we can effectively recycle the C2 C3 carbon chain to extract maximum output in a typical recycling process model

IBP for Petro-Chemicals Agro & Fertilizers

IBP for Commodity & Specialty Chemicals

- Discrete planning for Chemicals and Intermediates once feedstock & cracker by-products are finalized for the monthly consumptions downstream vs. sale on open markets
- Planning for commodity products based on price fluctuations, considering allocation and customer demand fluctuation due to price drop and rise. Controlled allocation model to prevent overstocking by any specific customer using price insider information
- Continuous mfg. orders with long run lengths, and producing stock on a daily basis to be taken into daily planning for allocation generations
- Setup Cost minimization and avoidance of frequent changeovers on the shop floor
- Daily deployment using DDMRP IBP models using actual stock updates at shift changes and planned production to accurately manage customer commitment planning
- Rapid response to customer orders using powerful Back Order Processing functions on Sales Orders

- Modeling of VMI process in IBP using Response Planning
- Implementation of Contract Mfg. Process in customers' native SAP IBP system to effectively manage leased contractors
- Modeling Customer specific demands in forecasting
- Front end and packing processes are typically longer run lengths, whereas backend cycle times are shorter, causing bottlenecks and need proper load balancing and capacity and storage modeling
- Product Allocation using priority, fair share, and other complex business rules to prevent partiality and human bias
- Increase No-Touch Sales Order Allocation using SAP IBP AATP and BOP processes, and our in-house rapid connect APIs for SO interface to customer portals
- Vendor modeling & PO aggregation to avoid multiple POs in execution

IBP for Hi-Tech

IBP for Pharma

- Active Ingredient Management (strength / concentration) in RCCP planning process.
- Campaign planning and variable length models depend on yield and weight-to-volume ratios.
- Decartelization of the continuous mfg. process with discrete BOMs and multi-stage planning process
- Embedding QA and QC in the planning process
- Consideration of lot size and batch life cycle in the planning process
- Managing high demand fidelity in the Generics Pharma space using AI ML n demand sensing modeling
- Use Push and Pull production strategy to reduce naked bulk / APIs being left on shop floor
- Customization to model parallel QC processing of bulk drugs while packaging operations downstream are in progress



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