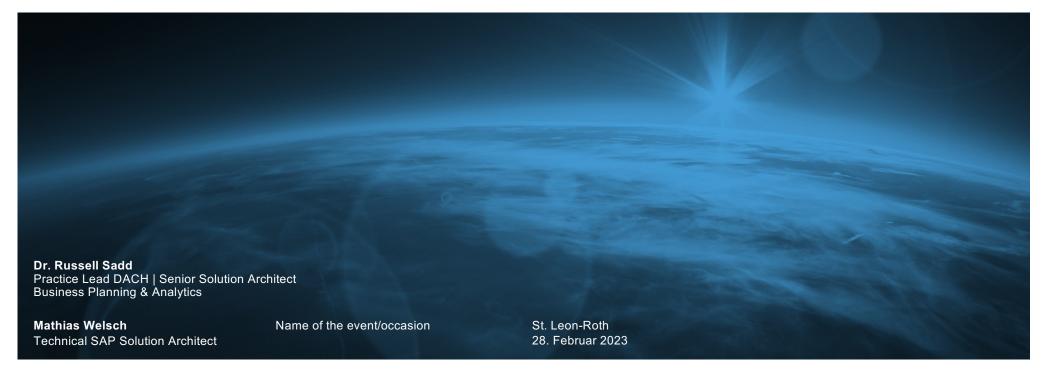


Planning, Analytics and Sustainability Forum 2023 A Deep Dive into Collaborative Cost Planning with SAC and IBP



Agenda

1 What is Collaborative Planning?

Financial planning in SAC and supply chain planning in IBP can be seen as two sides of the same coin

္သ Wrap-up

- The case for collaborative planning
- 0&A

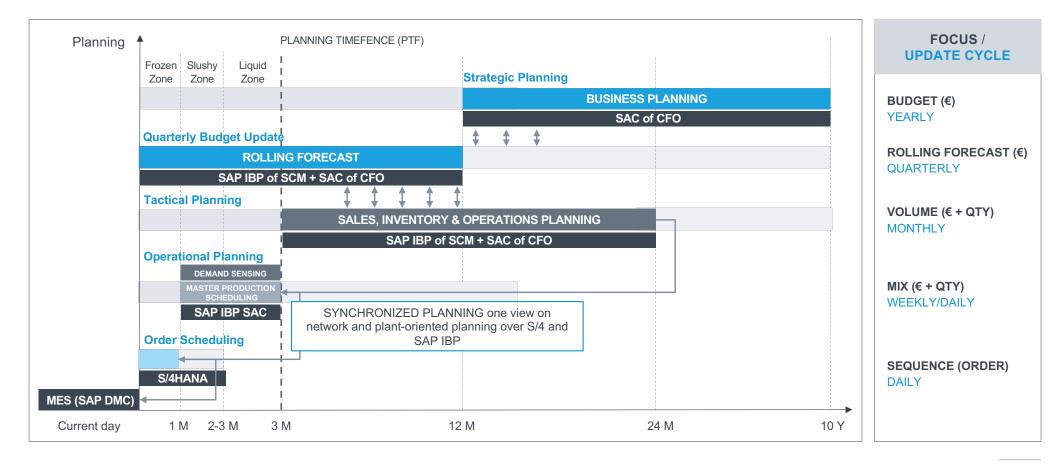
2 Case Study

We present a real-world example of transportation cost planning

What is Collaborative Planning?

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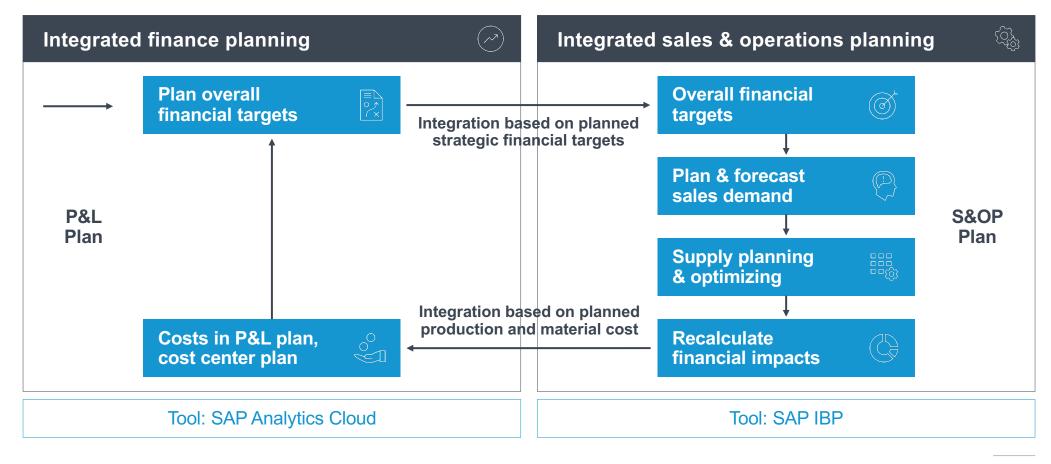
What is collaborative planning? Planning horizons

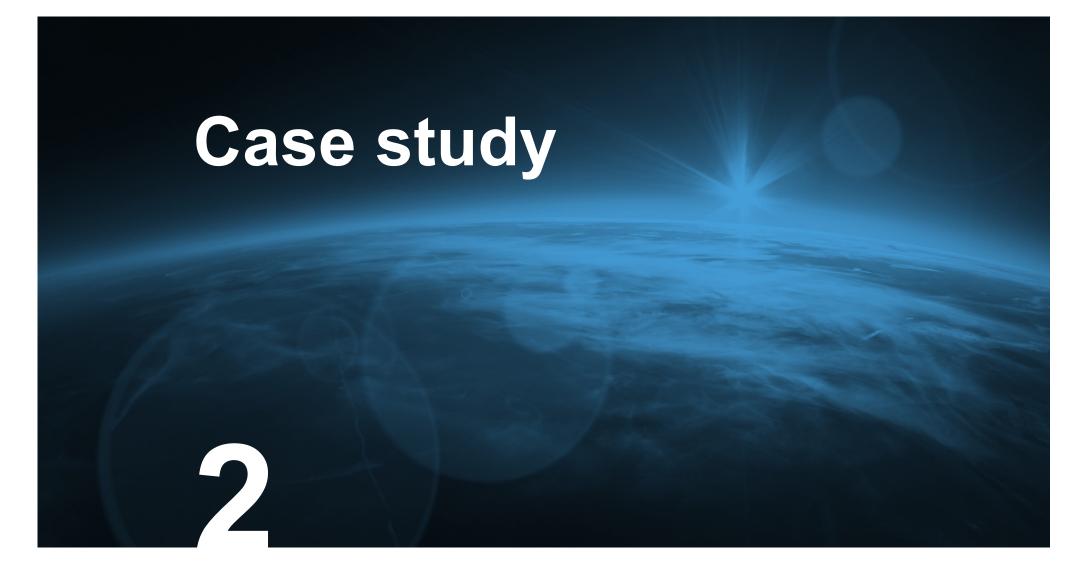


What is collaborative planning? Financial / SCM touchpoints

Direct & indirect costs / account planning structure				
ENTIRE COST PRICE STRUCTURE	P&L	▼V.S. (Un) Constrained Demand/Supply Plans	NETWORK	BILL OF MATERIAL
CASH FLOW	BALANCE SHEET		OPTIMIZATION	DEMAND (IN VOLUME & VALUE)
NON-FINANCIALS	CAPEX & OPEX		SUPPLY (IN VOLUME & VALUE)	SERVICE LEVELS
PROFIT & LOSS		INTEGRATION POINTS		DEMAND
Cost/Costcenter planning Revenue/Profitcenter-planning Headcount/salary Tax management		Planned sales revenue Material cost Production cost Financial targets		Statistical Forecast Phase in/ Phase out Promotions
BALANCE SHEET				INVENTORY / SUPPLY
Investment Planning Working capital Loans Planning		Supply stocks Supply loans Working capital impact		Projected Inventory Capacity Leveling Distribution Plan
CASHFLOW				BALANCING
Liquidity Planning Current accounts management Interest management DPO/DSO management		Supplier order schedule Transport cost schedule		Scenario Planning Simulation Inventory Balancing

What is collaborative planning? **Example**





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Thank you.



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