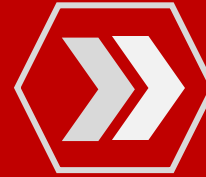


BUSINESS
PLANNING
Solutions



SYNCHRONISING
Product, Sales &
Operations



Neways
planning a better way

Supply Chain Planning Readiness

July 2020

Supported by:


SAPICS
THE PROFESSIONAL BODY FOR
SUPPLY CHAIN MANAGEMENT

Your Hosts



Jeremy Basckin

Managing Director

jeremy@neways.ltd

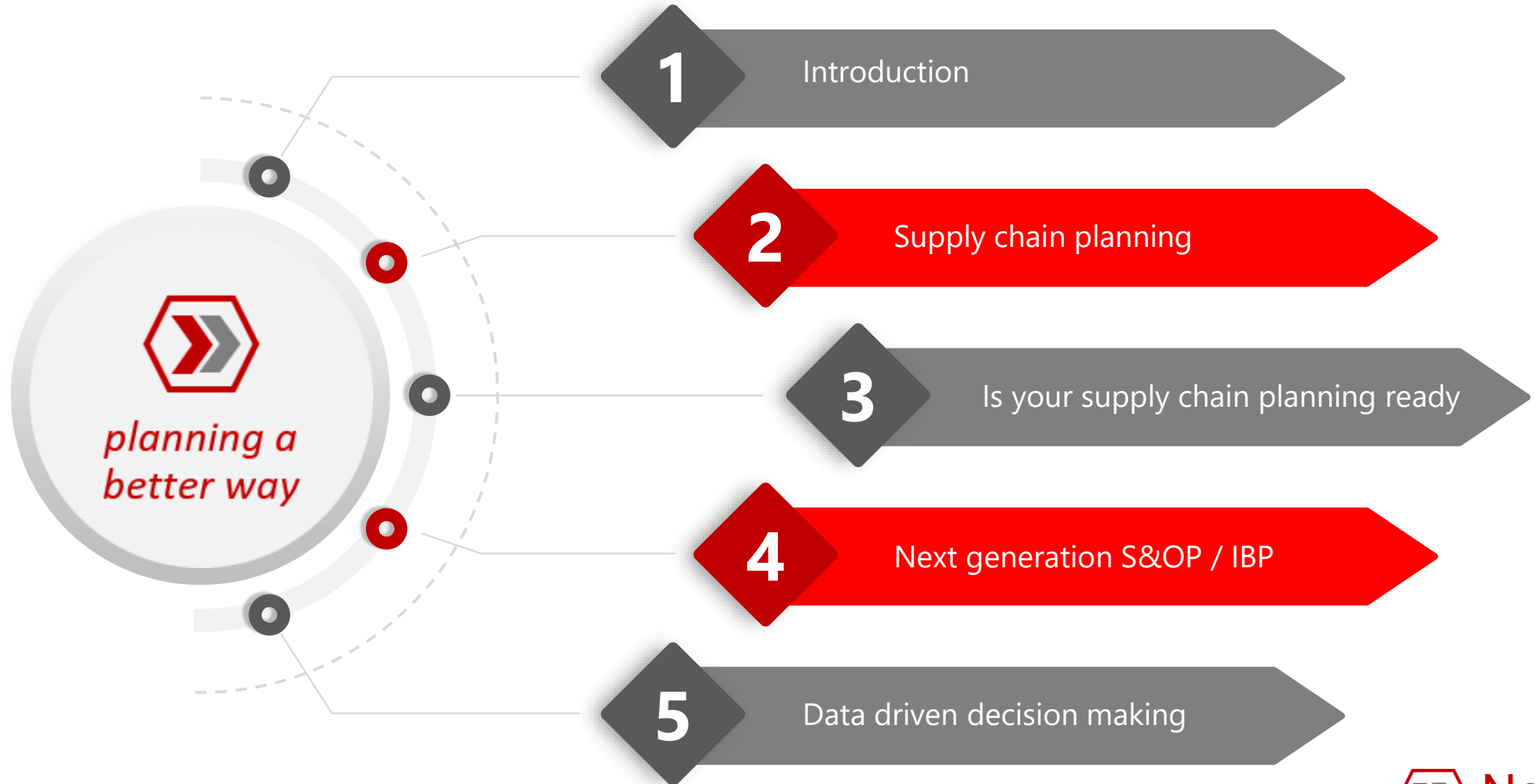


MJ Schoemaker

GM Sub Sahara Africa

mj@neways.ltd

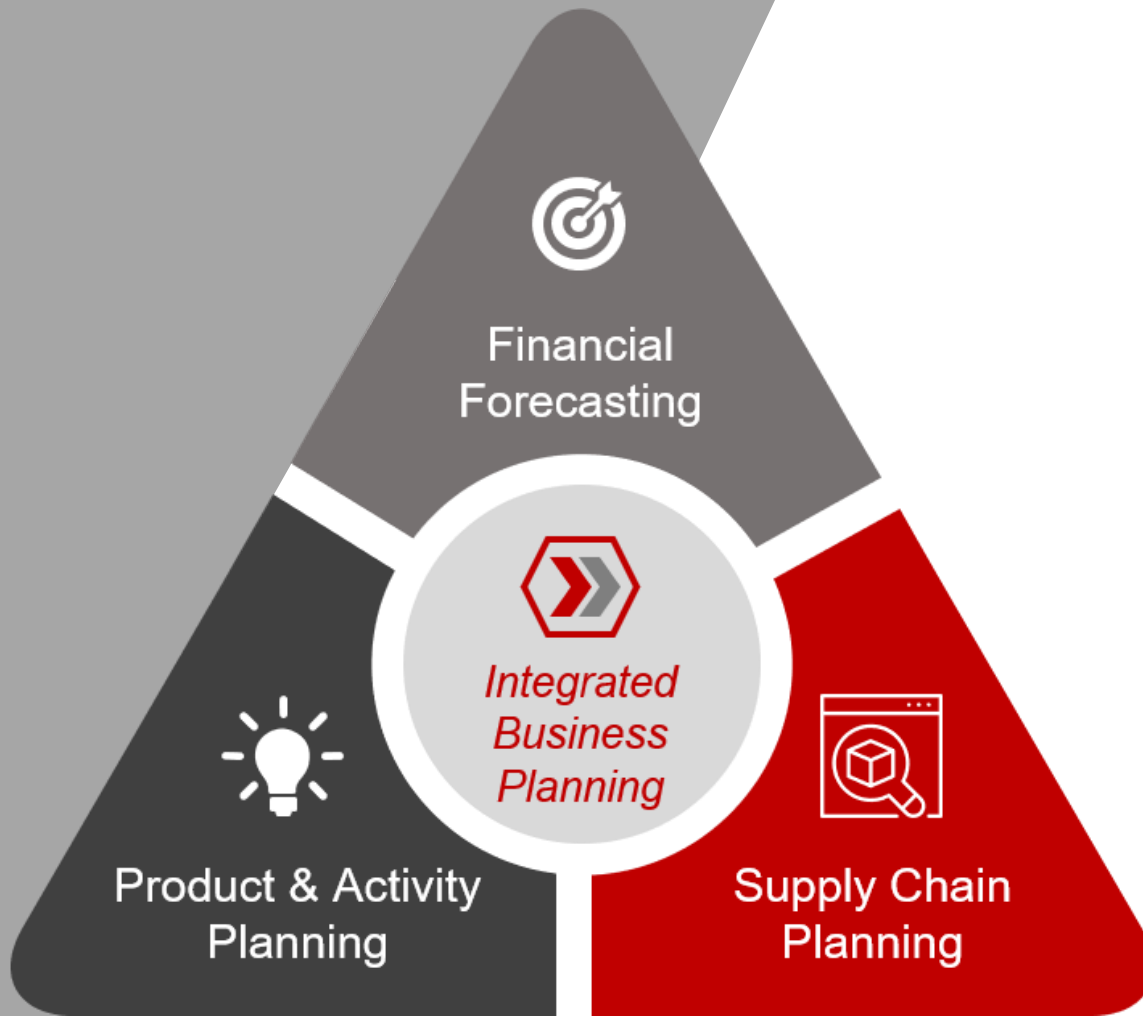
Content



Mission

“everything you need to *plan a better way*, in one place”

To be the preferred trusted provider of *business planning solutions*, making it easier, reliable and affordable, with our portfolio of services and technology

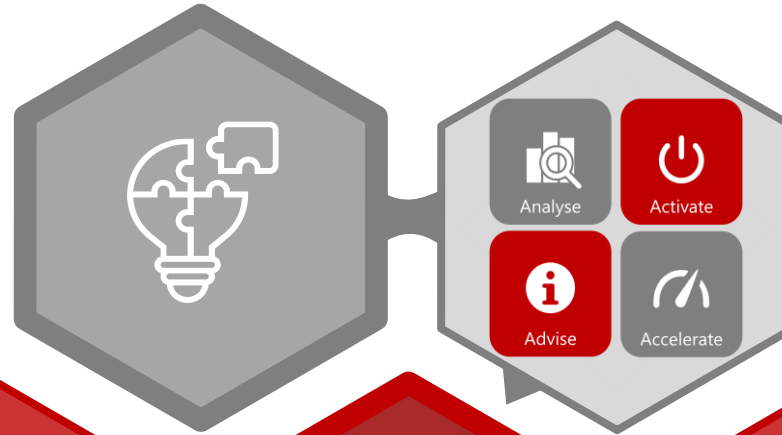


flexible **planning solutions** for your business needs

Our Services

everything you need to *plan a better way*, in one place

Professional Services



Planning Academy



Technology Solutions



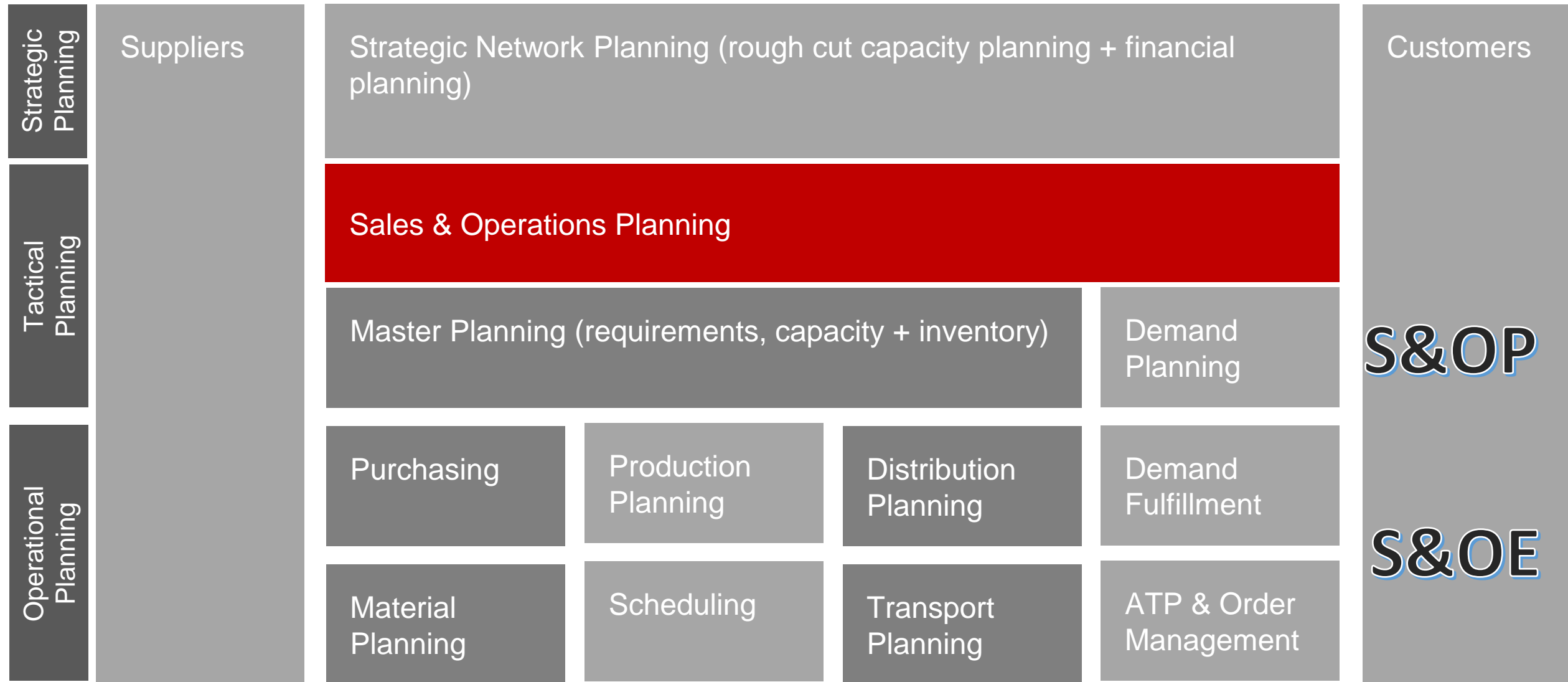
Managed Services





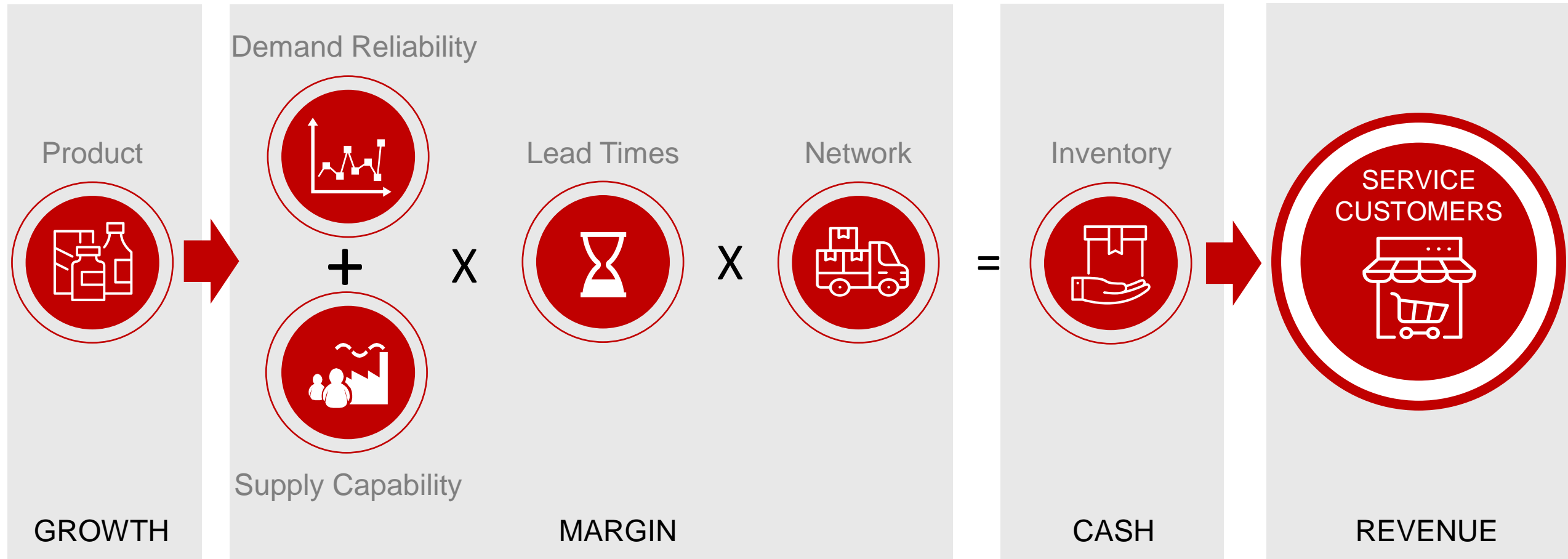
Supply Chain Planning

Supply Chain Planning Framework



Supply Chain Controls

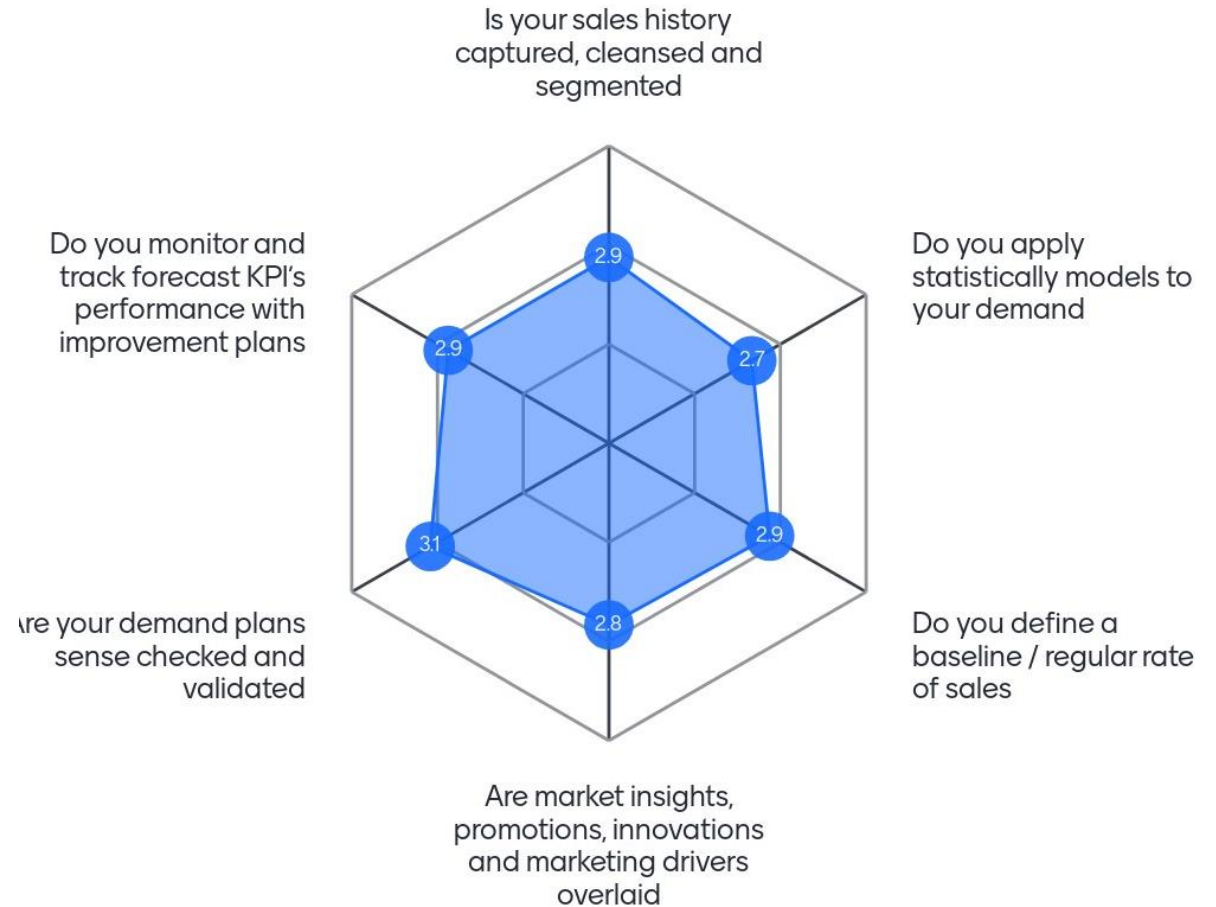
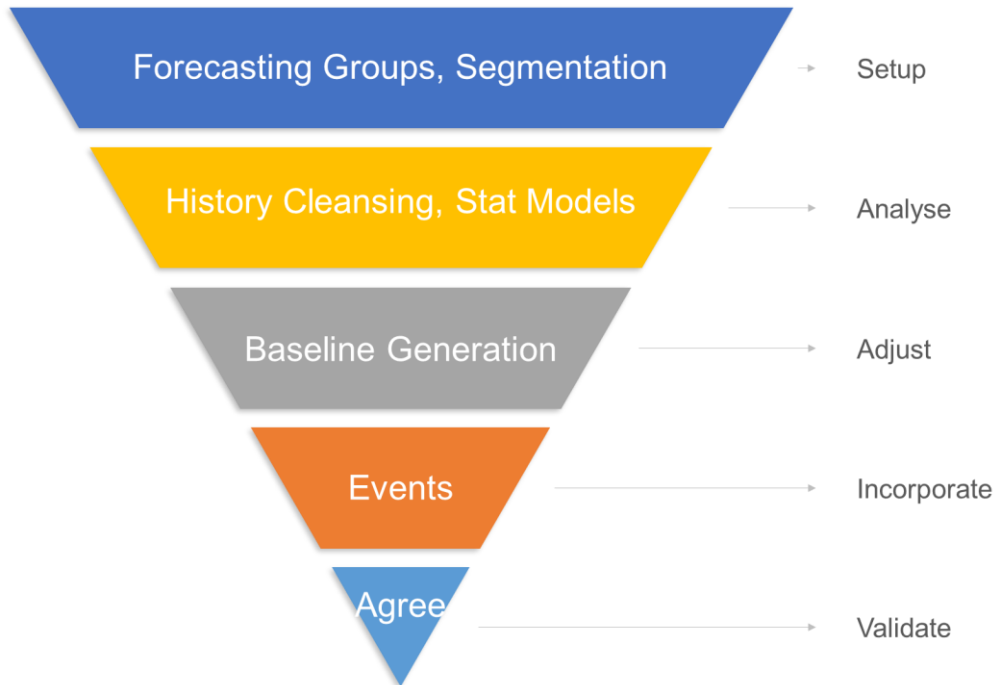
Supply Chain at the centre of synchronising and delivering the business results

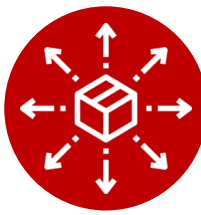




Demand Planning

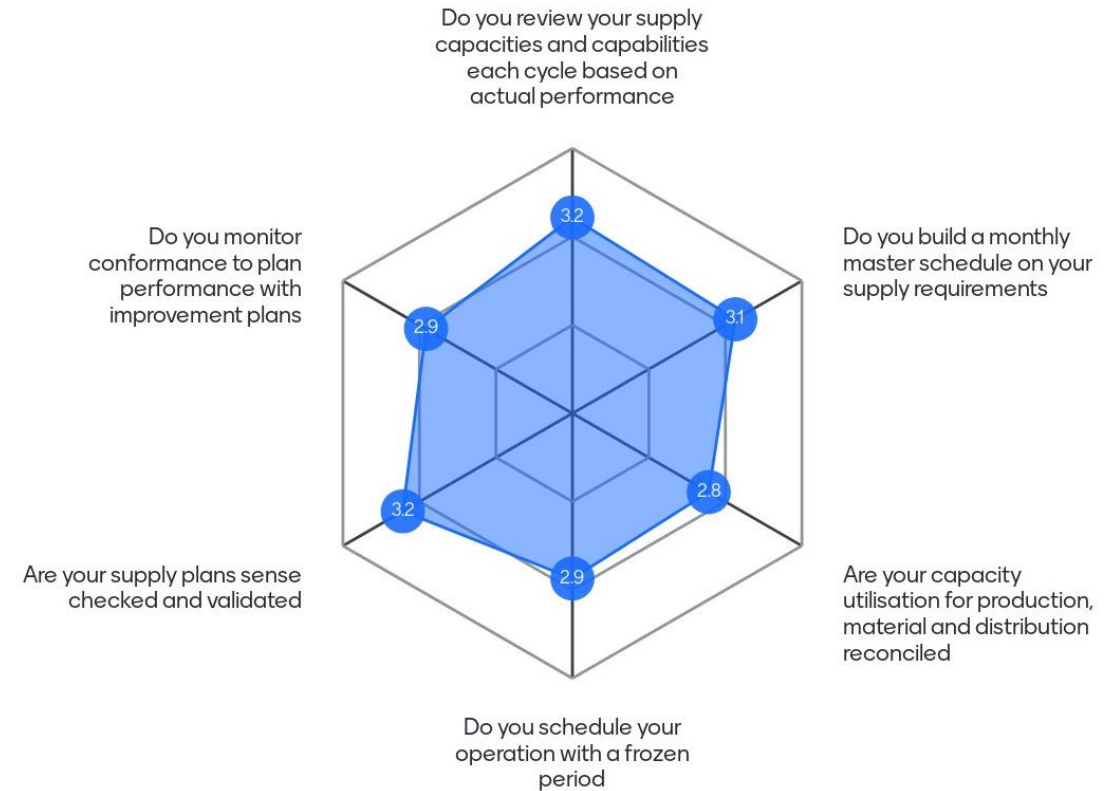
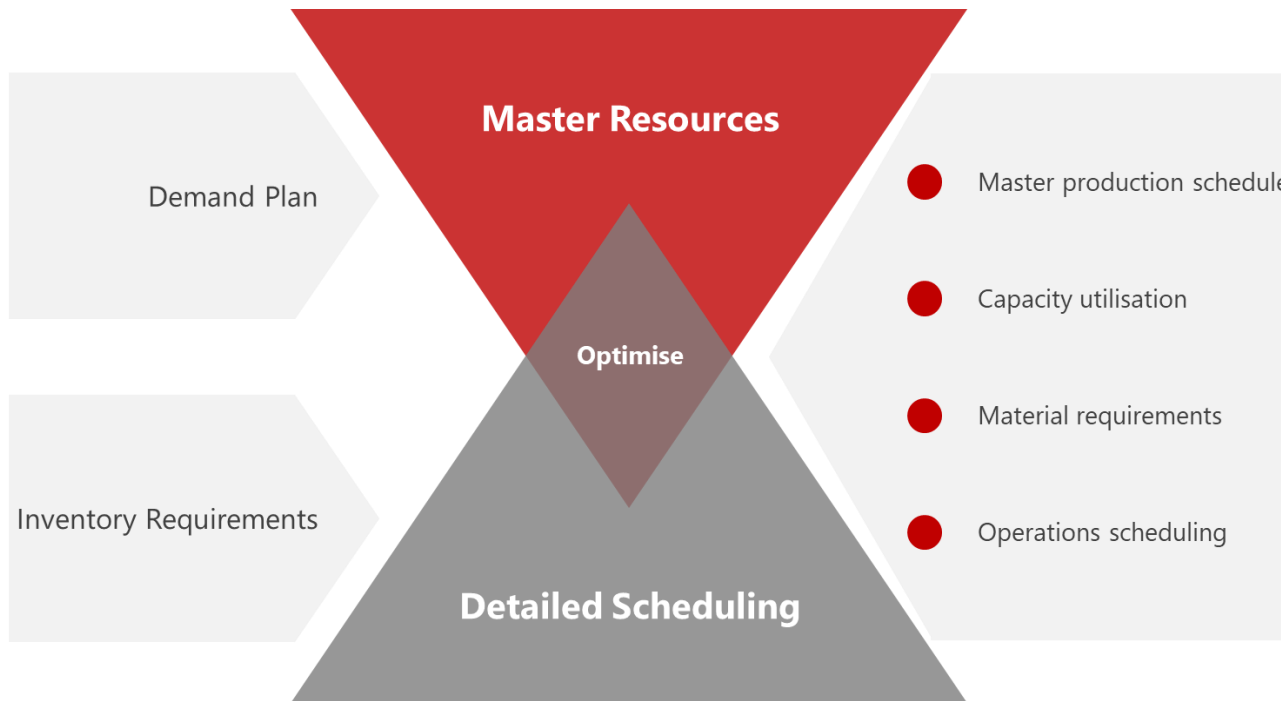
Collates, analyse and validate all demand requirements for the next 24 months





Supply Planning







Confirms the demonstrated capacities of the resources, material and equipment available for the next 24 months

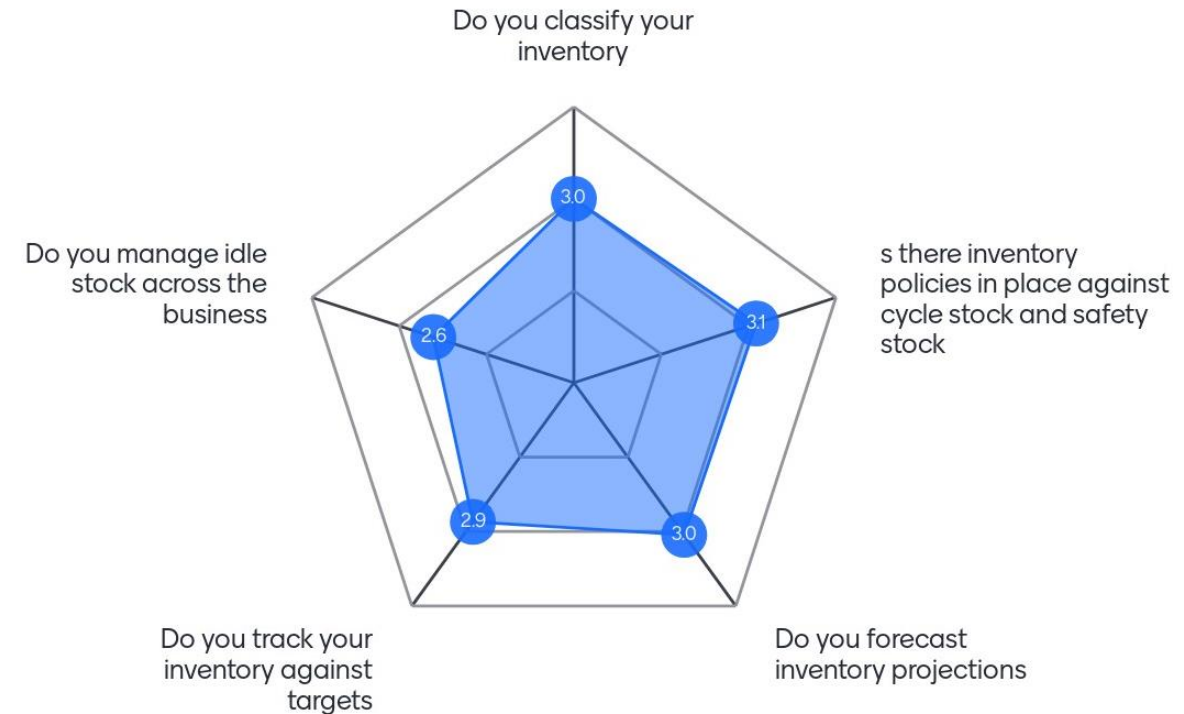




Inventory Planning

Defines the inventory requirements to deliver the plan based on inventory policies and projections

<p>S&OP</p>  <p>Cycle Stock created by the batch production cycle</p>	<p>S&OP</p>  <p>Safety Stock provide a buffer against demand and supply variability + lead times</p>
<p>S&OP</p>  <p>Pre Build carried for a strategic purpose</p>	 <p>Transit held to cover demand during transit time</p>
 <p>Quarantine required due to QA hold period or maturation</p>	<p>S&OP</p>  <p>Idle Stock excess inventory due to no current demand requirements</p>





Next Generation S&OP / IBP

Business Planning Framework



5 Business Planning Steps



Product & Activity

- Consolidate activity
- Life cycle modelling
- Portfolio
- Gap proposals



Demand

- Analyse actual vs. plan
- Validate demand plan
- Generate the new demand plan



Supply

- Confirm supply capabilities
- Analyse actual vs. plan
- Generate the new supply plans



Reconciliation

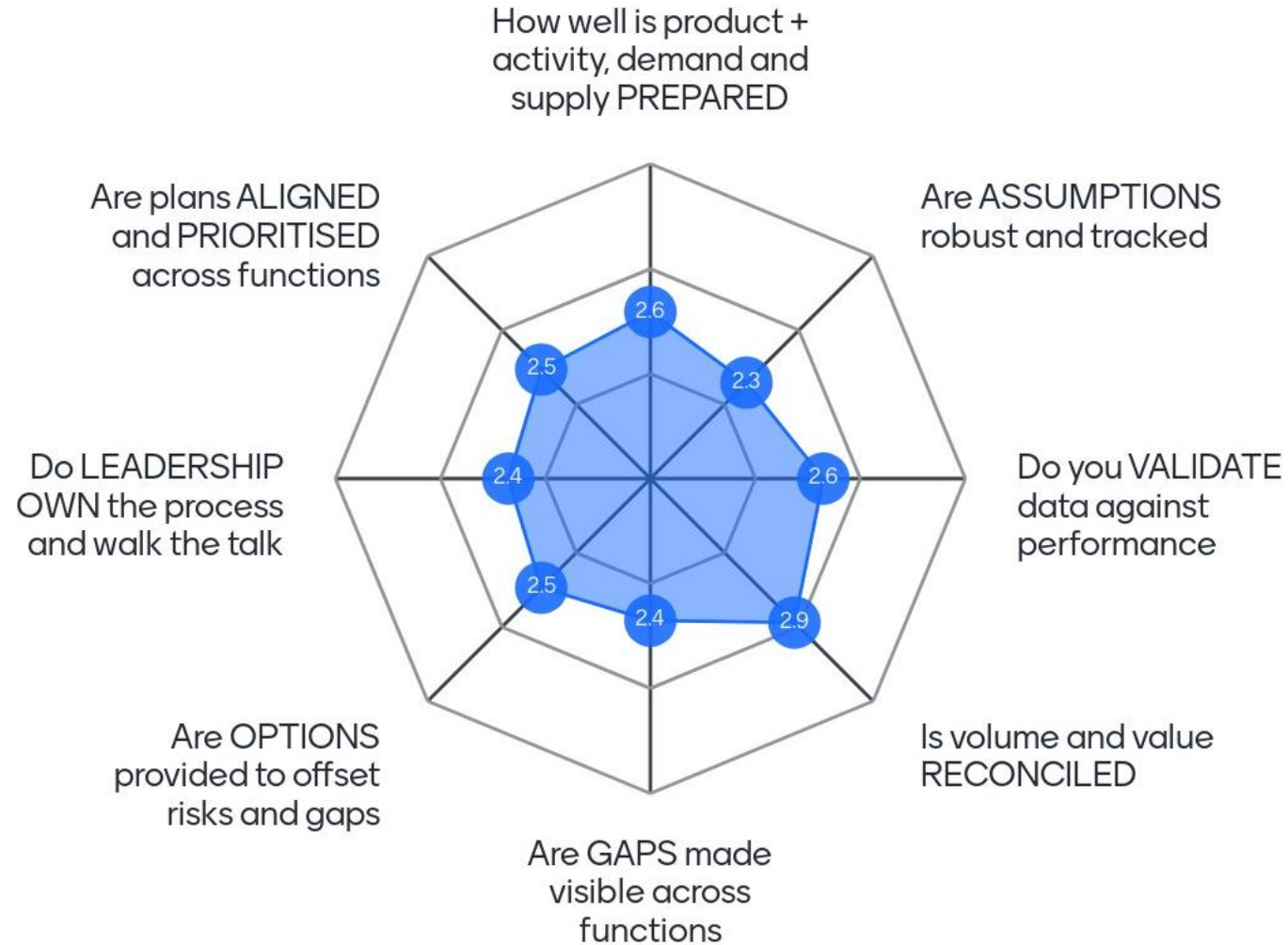
- Consolidate demand and supply in volume and value
- Preparation of an integrated and aligned set of plans for approval
- Escalate gaps and exceptions for decisions



Decision Making

- Check plans are reliable
- Gap closing and options
- Confirm plans deliver our goals
- Approve the business plan
- Communicate the plan that everyone works to

S&OP / IBP Maturity Check

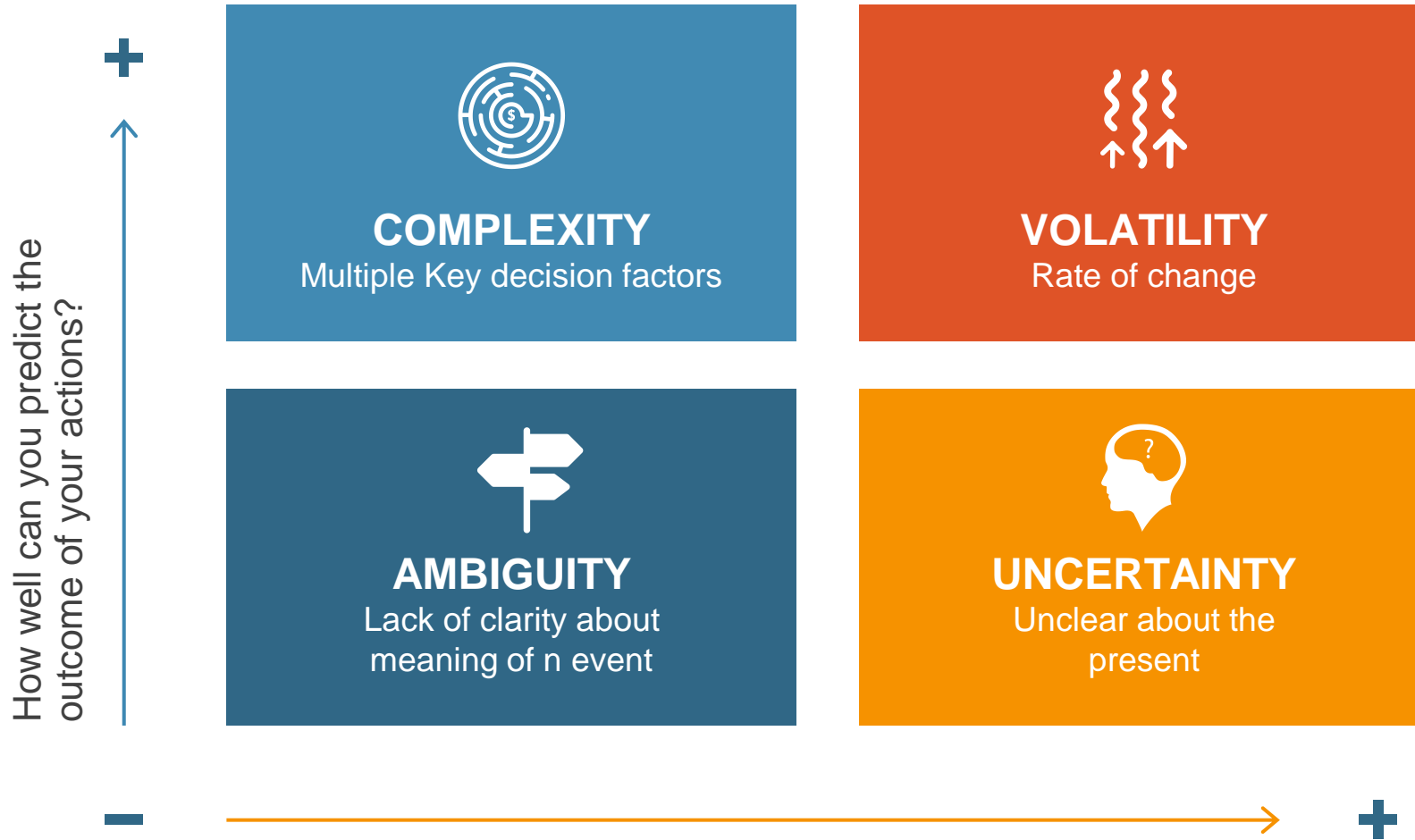


Ratings Key

- 1 Little Evidence
- 2 Needs Improvement
- 3 Meets Basic Standards
- 4 Good Practice

VUCA S&OP / IBP Strategy

Do you have plans and strategies in place to deal with the new normal



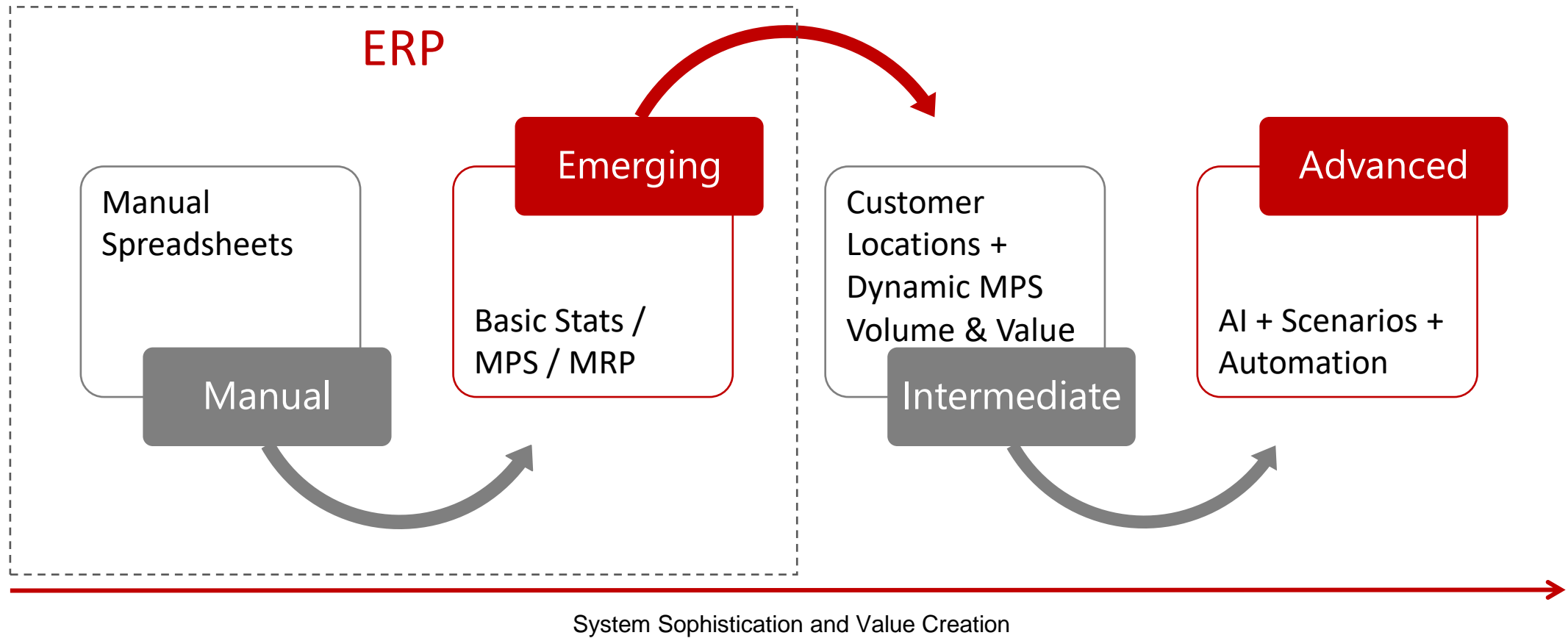
- **Visibility**
- **Assumptions**
- **Scenarios**
- **Modelling**
- **Risks**
- **Opportunities**
- **Communication**



Data driven decision making

Advanced Planning Systems

Enable your operation with modular and stacks flexible tools





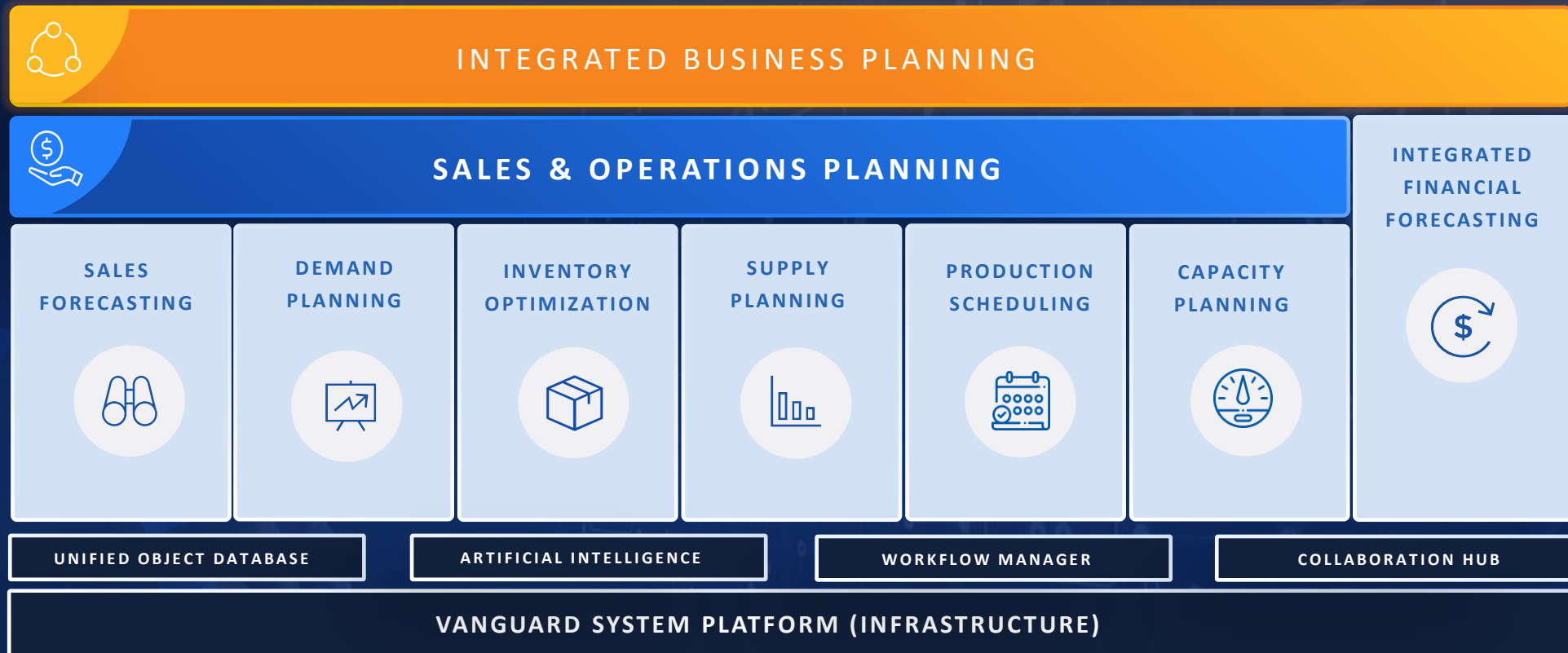
Predictive Planning Platform

>>> UNIFIED

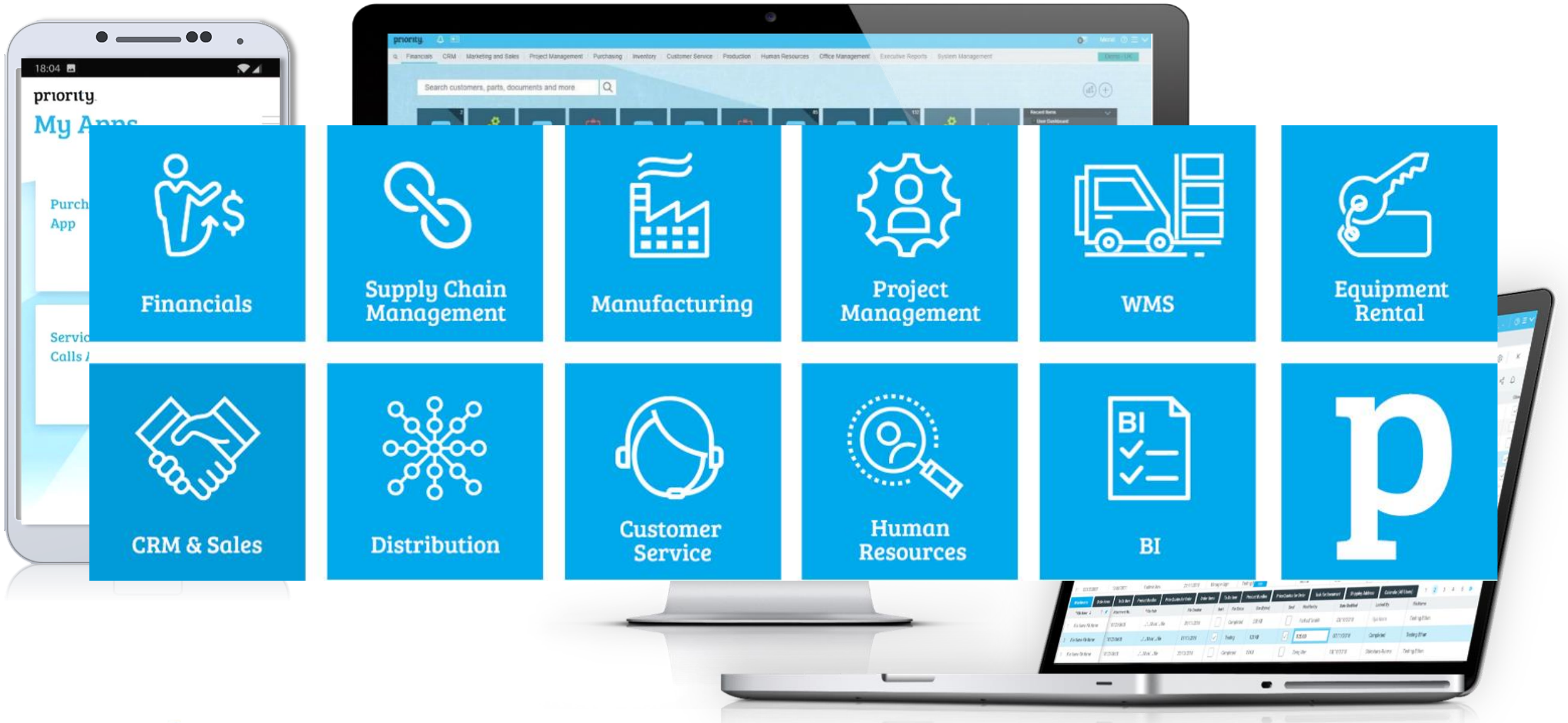
>>> PROBABILISTIC

>>> DECISION-CENTRIC

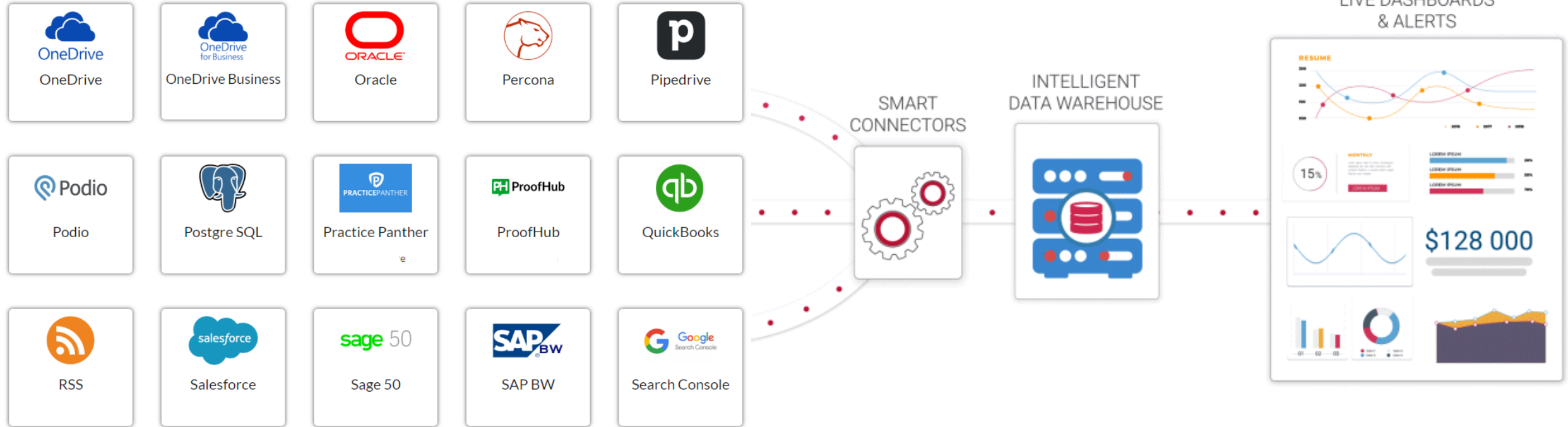
>>> COLLABORATIVE



Priority: End-to-End Business Management Solutions



250+ DATA SOURCES



decision-board®

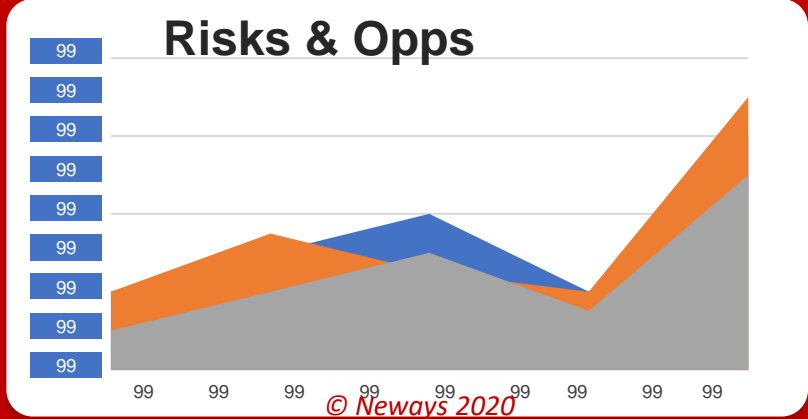
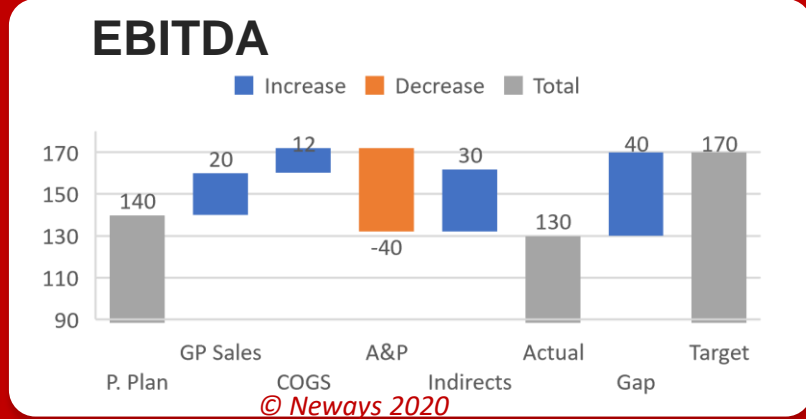
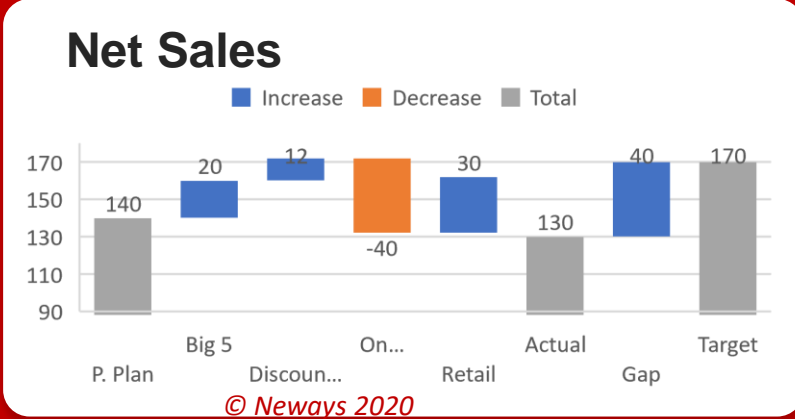
Providing Business Intelligence Decision Dashboard with a Data Warehouse, over 250+ Smart Data Source Connectors, Configured to your Process and Applications and Automated with Alerts + Assumptions, Risks & Opportunities Tracking

← Previous Performance

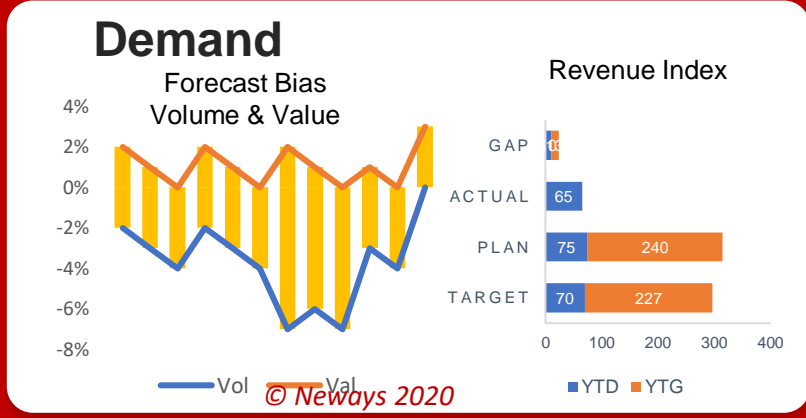
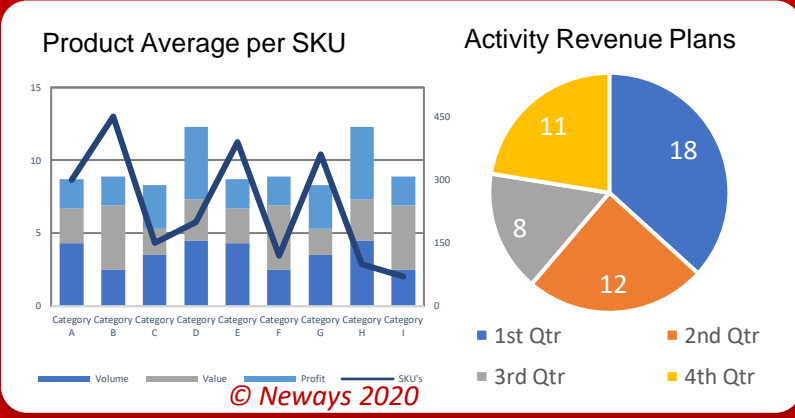
Improvements

Forward View →

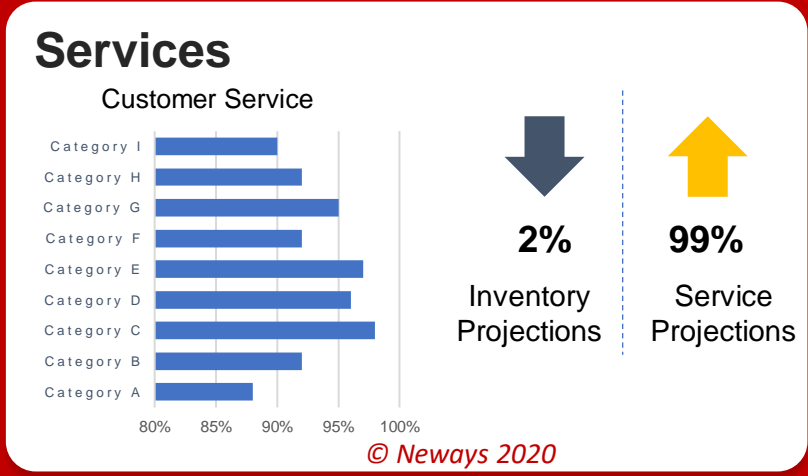
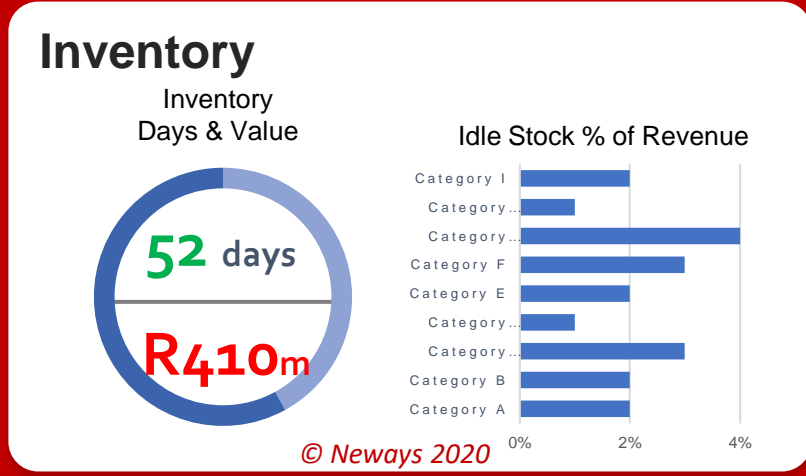
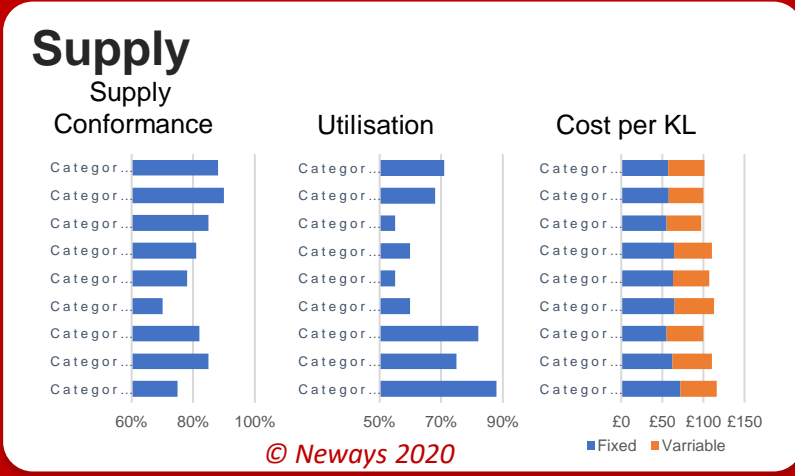
Finance



Sales



Operations



StockTrim is a demand forecasting and inventory planning SaaS product.

It helps SMB manufacturers, wholesalers and retailers save money with inventory costs.

StockTrim also tells them what products to order and when, so that they always have enough on hand. This also eliminates all costs associated with holding the wrong amount or type of stock.



INTUITIVE ORDER PLAN

Easily see how much you need to order right now, so that you don't get caught short, or accidentally order too much. No more time consuming calculations with forecasts, current stock levels, and supplier lead times.



MANUFACTURING FEATURES

See the forecasted demand for your finished product and translate that into the required orders for each component or ingredient. StockTrim even handles multi-level Bills of Materials with ease.



MULTIPLE LOCATIONS

Plan how much inventory you need to order for each of your stores or warehouses.



DETAILED DEMAND ANALYSIS

Drill down to see the underlying demand patterns and order quantity calculations so you can be confident in predictions and ordering the right amount.



VARIABLE LEAD TIMES

Configure your supplier lead time and recalculate the forecasts in real time to ensure you have enough to cover the time between placing orders and receiving your products.



ABILITY TO FORECAST NEW PRODUCTS

StockTrim is unique in that it can even predict demand for new products without any sales history.



Cheltenham, UK
Durban, SOUTH AFRICA



info@neways.ltd



www.neways.ltd