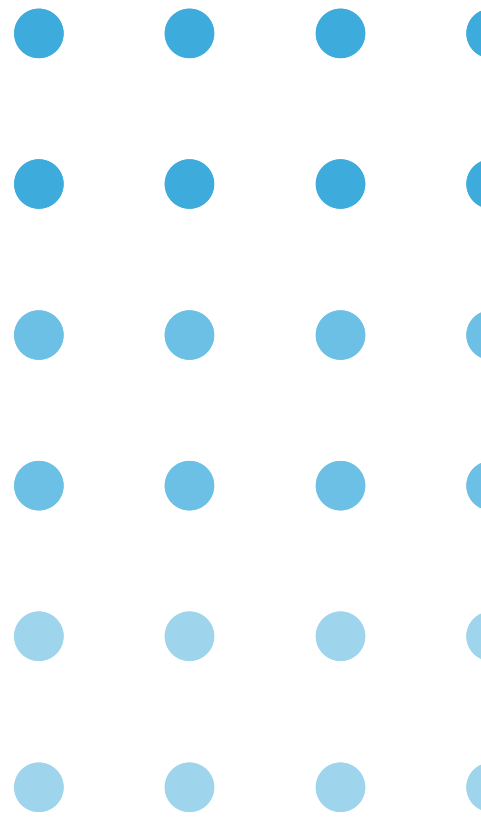


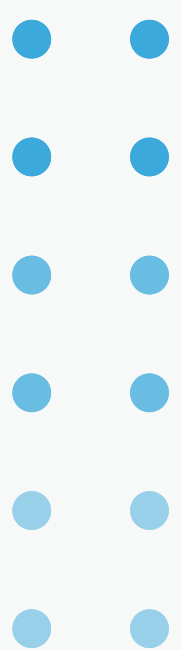
# 10

## Red Flags in S&OP

(Sales and Operations Planning)



# Do You Know the Impact of S&OP on Your Business Growth?



Sales and Operations Planning (S&OP) is vital for **balancing supply and demand** but comes with challenges. Identifying red flags early can help turn potential risks into **opportunities for growth and efficiency.**



## 01 Lack of Executive Sponsorship

No visible support or involvement from senior leadership.



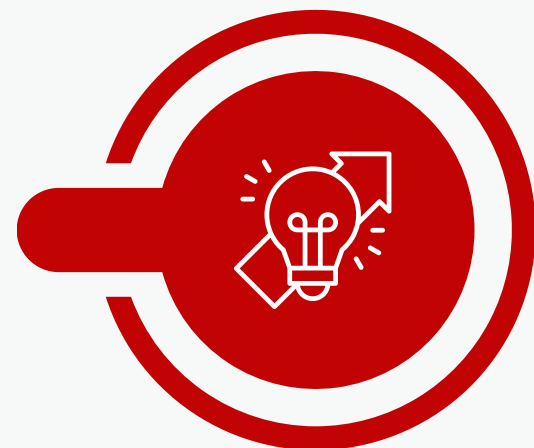
## 02 Forced Forecasts to Match Budget

Adjustments made to forecasts purely to align with budget constraints.



## 03 Stagnant Operational Performance

No noticeable improvements in operational efficiency or performance.



# Warning Signs That Your S&OP Process Needs Attention

## 04 Focus Only on Supply Chain Metrics

Metrics are limited to supply chain performance, excluding broader business metrics.



## 05 No Improvement in Financial Performance

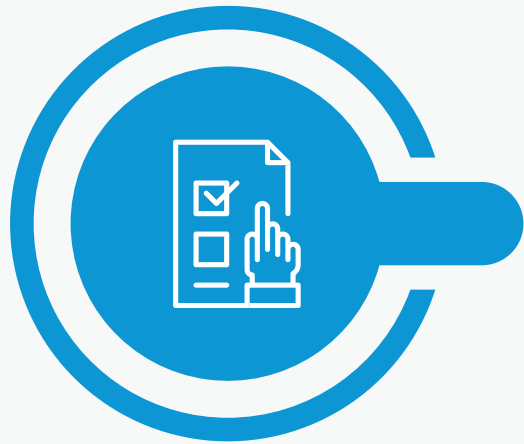
Lack of progress or positive impact on financial outcomes.





## Exclusive Participation of Supply Chain Team 06

Only supply chain team members are involved in review meetings.



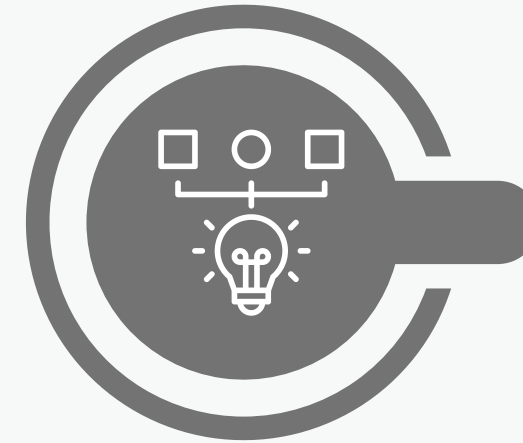
## Separate FP&A Meetings 07

Financial planning and analysis operate independently from S&OP meetings.



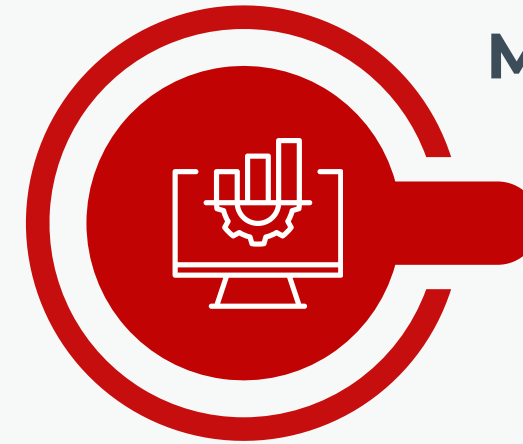
## Sales and Marketing Meetings are Isolated 08

Sales and marketing departments hold their own meetings without integration.



## No Decision-Making Meetings 09

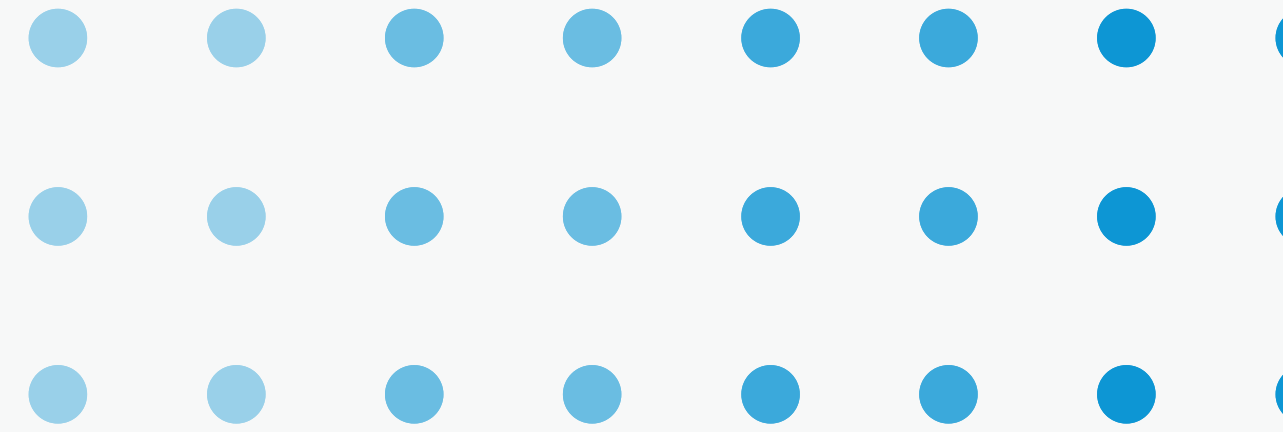
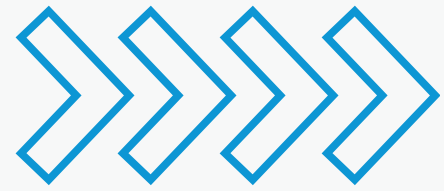
Absence of dedicated sessions to make and document key decisions.



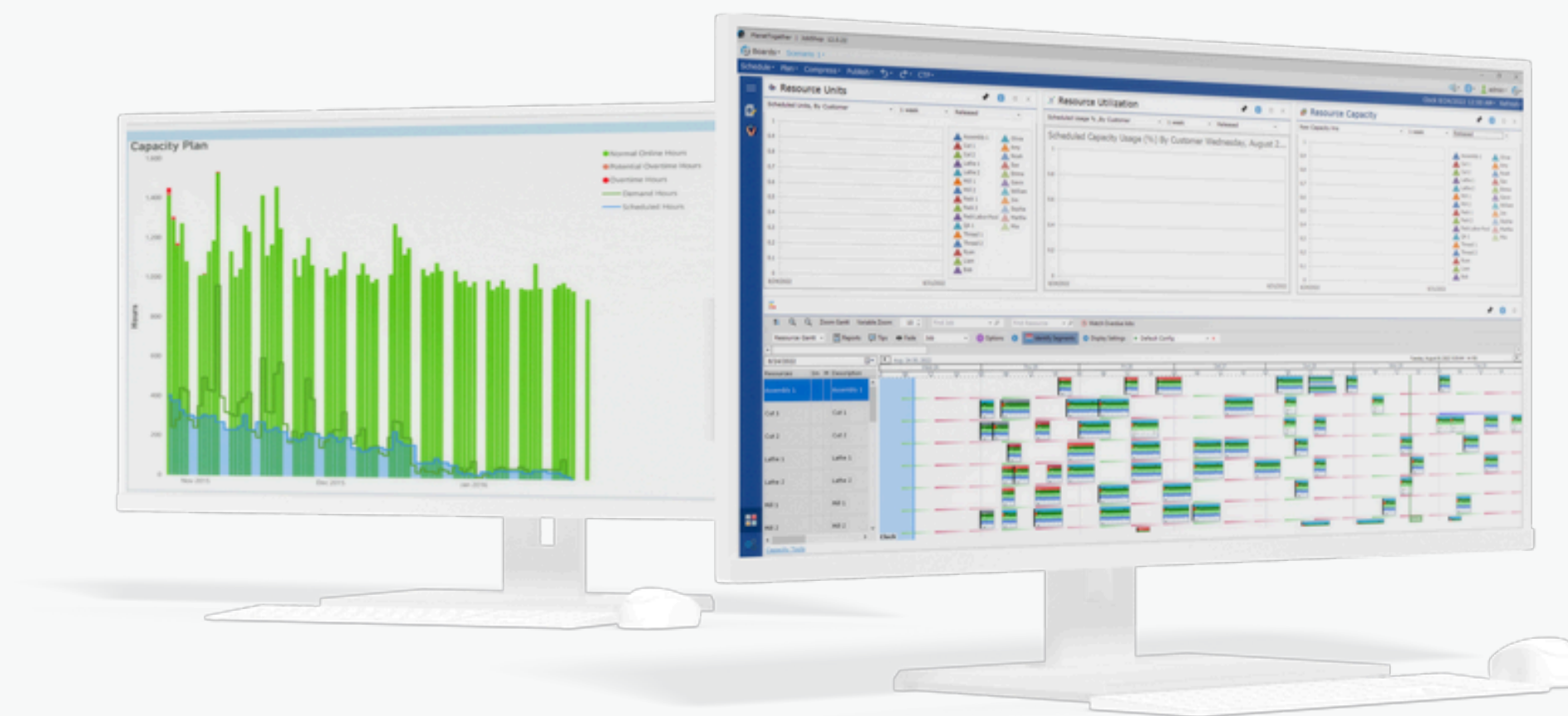
## Multiple Sets of Numbers and Spreadsheets 10

Discrepancies and inconsistencies due to multiple versions of data and spreadsheets.

➤➤➤➤➤ **70%** of companies **fail** to achieve their S&OP objectives



Don't let these common pitfalls derail your business; take proactive steps to optimize your S&OP and drive success. **PlanetTogether offers advanced planning and scheduling solutions** to help you overcome these challenges and achieve your S&OP goals more effectively.



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