

Connected planning starter kit: Integrated business planning and execution

Best practices and first steps

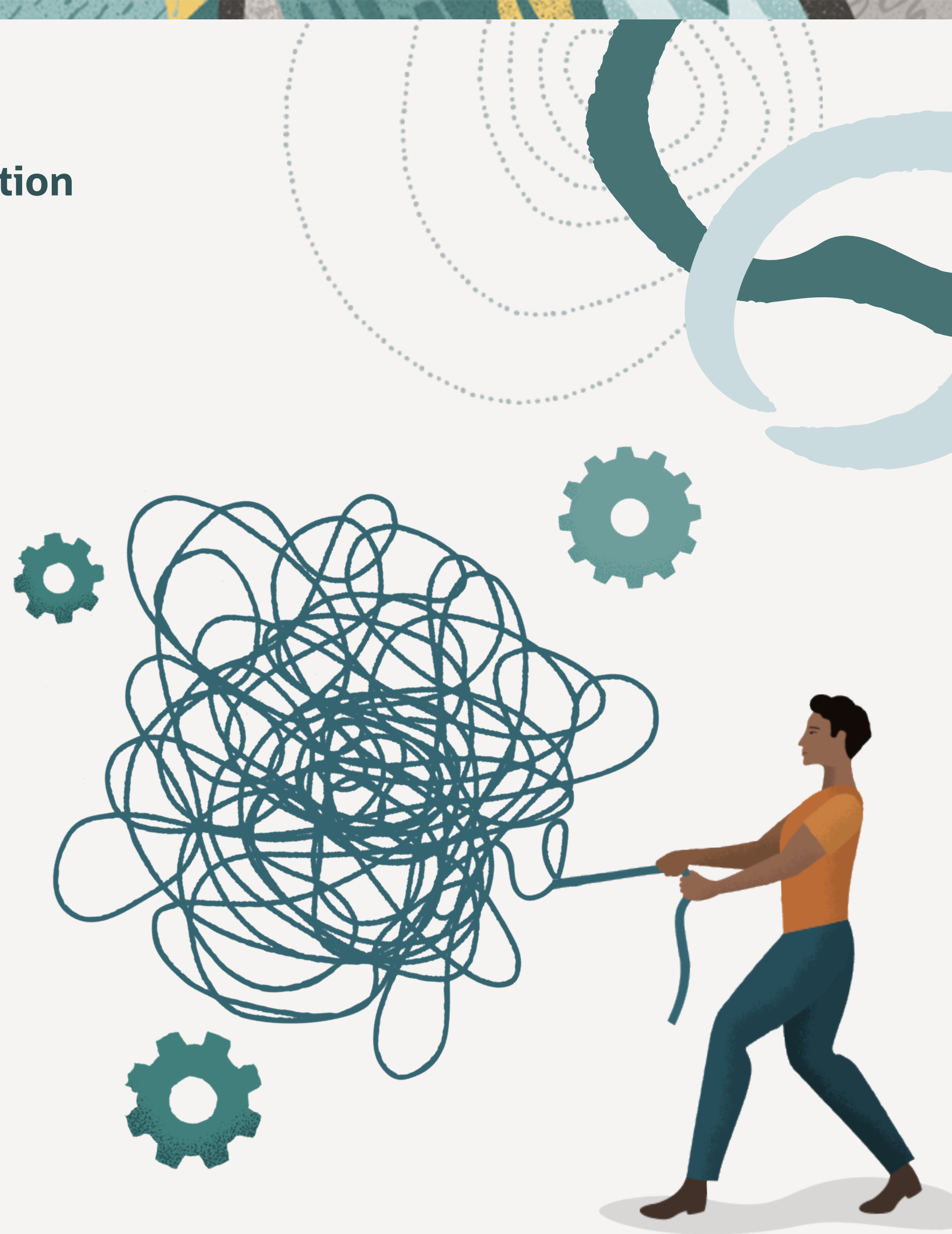


Integrated business planning and execution

Disruptions to supply chains are accelerating, and companies are looking for ways to minimize the impact on costs and service. The sources of disruption can be internally or externally driven with examples including weather, new business opportunities, sudden shifts in demand, and equipment or supply performance problems. Disruptions can surface at any time from multiple sources, and it's crucial for both finance and supply chain professionals to react quickly, with precision.

At the same time, technology supporting supply chain operations is advancing rapidly. Many companies have moved these operations to cloud-based software, which offers more frequent capability updates and new technologies such as Internet of Things, artificial intelligence, and machine learning. Advanced analytics are providing insight into the material and finance implications, helping to align decision making.

For businesses striving to work ahead of disruption, it's imperative to understand disruption as it happens and have the decision support required to quickly react. Integrated business planning and execution leverages the best practices of sales and operations planning with the benefits of these new technology categories to help you know sooner and act faster.



Best practices for integrated business planning and execution

1 Align your financial and operational planning processes

Alignment of financial and operational planning is a conscious effort and a prerequisite for well-informed decisions. Oracle Fusion Cloud EPM, SCM, and ERP are designed with this tenet in mind. Planning decisions require synchronized material, resource, financial, and workforce inputs for end-to-end plan coordination. At the same time, aggregate plans must be able to drive planning policies to execution levels and incorporate execution-driven disruption back into the plan. Planning agility, responsiveness, and resiliency rely on these key integrated business planning capabilities for planning alignment.

2 Strategically increase your planning frequency

Reducing planning errors can be a tricky business given the highly interconnected and widely varying nature of the inputs. What seems a logical adjustment based on regional trends may cause execution problems in manufacturing or logistics elsewhere. Tactical material planning adjustments have historically been executed without full consideration of all the inputs. Modern cloud platforms reduce barriers to running overall or micro plans more frequently by leveraging better connected source data and technologies such as machine learning to fine tune what-if scenarios on big data sets.

3 Monitor and assess execution-level disruptions

Leading-edge supply chain practitioners continue to adopt advanced analytics and execution-level monitoring systems, such as Internet of Things technology, to help predict or at least manage disruption more effectively. Distinguishing disruption based on execution performance vs. a planning error is key to managing an event as it happens and employing continuous improvement practices for the future. Accessing and aggregating the data sources into actionable information requires sophisticated, connected, and aligned finance and supply chain systems.



Steps to get started



1. Align your planning systems and processes

Working with an Oracle implementation partner, customers can quickly leverage decades of process design expertise now tightly aligned with integrated planning capabilities available in the Oracle Cloud. Designate executive approved objectives for finance, operations, and between both organizations, and execute on the timeline that fits the business urgency. Process management from Oracle, coupled with well-defined key performance objectives and clear policies, help organizations adapt to process redesign and take advantage of planning features available in enterprise performance management and supply chain planning products.

2. Experiment with execution-level monitoring in a key area of the business

Supply chain execution products from Oracle fulfill requirements for end-to-end supply chain management for any industry. Procurement, logistics, manufacturing, and order management products are logically interoperable with Oracle planning products. Each customer differs in terms of strategy and areas of execution focus. Whereas fulfilling the perfect order may be the top priority for one customer, manufacturing excellence may be the primary differentiator for another. Armed with this knowledge, initiate projects focused on those areas most critical to your business, tying capabilities monitoring execution to plans for continuous improvement of planning or early recognition of execution disruptions.

3. Develop a culture of problem solvers and enable them with the right tools

Oracle Cloud features arrive quarterly, and customers are organizing their key planning stakeholders around a faster cadence and the promise of faster innovation. New technologies, such as Internet of Things for applications like smart manufacturing or blockchain for intelligent track and trace, open doors to solve problems out of reach even a few short years ago. Advanced analytics, collaboration, and visibility tools are providing key ingredients to gaining prescriptive and predictive information to help increase productivity through automation or recognize and adapt to potential problems.

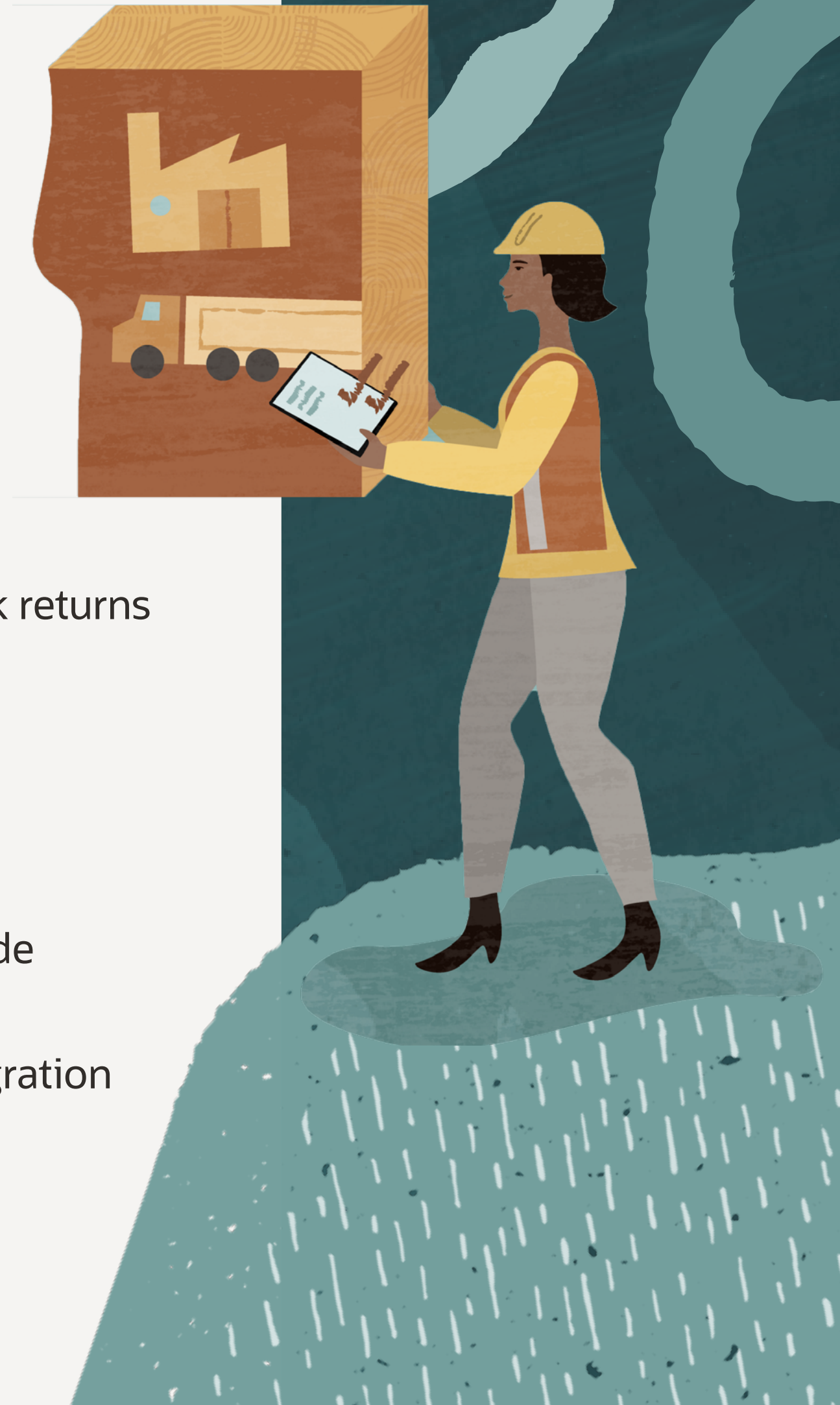
Quick reminders

Do:

- ✓ Adopt best practices for sales and operations planning
- ✓ Align your planning and execution systems
- ✓ Involve key partners and suppliers
- ✓ Focus early projects on business areas likely to provide quick returns
- ✓ Experiment with the application of emerging technologies

Don't:

- ✗ Give up! Integrated business planning is hard but can provide significant payback
- ✗ Implement multiple systems from multiple vendors as integration challenges can stifle your progress (and your budgets)
- ✗ Forget the customer. Design with the customer in mind



Looking forward

Managing business change and disruption continues to be a top priority for finance and supply chain planning leaders. Planners are looking for tools and methods to better collaborate and adjust to the unexpected.

Integrated business planning and execution from Oracle helps reduce time to both reach consensus plans and react to unanticipated business challenges.

To learn more about how you can connect and improve planning between sales, finance, and operations, [visit our site](#).

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