

HOW THE TOP 5 STAKEHOLDERS MEASURE S&OP SUCCESS

Do you need to accelerate supply chain decision-making? With S&OP you can ensure faster response to disruptions and uncertainty. Use these key metrics to get your S&OP stakeholders on board and improve the process.

SUPPLY CHAIN LEADERS

- Forecast accuracy & bias
- Customer service
- Total supply chain costs
- Expediting costs
- Inventory levels and write-off costs



FINANCE

- Cash flow
- Gross profit
- Order to cash cycle time
- Inventory velocity
- Budgets



OPERATIONS

- Total supply chain costs
- Asset utilization
- Production and distribution capacity



SALES

- Customer service
- Top line revenue
- Order cycle time
- Lost sales



CUSTOMER EXECUTIVES

- Customer service
- Order cycle time
- Growth plans



Our cloud-based S&OP, Supply Chain Planning, and Inventory Optimization solutions advance performance for hundreds of companies every day.

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