

## The Oliver Wight Public Workshop Portfolio

# Integrated Business Planning

### Workshop Overview

In this uncertain world it is vital the executive and general management team in your organisation are able to anticipate change early, understand the implications for your business and make timely decisions to ensure you stay ahead of the competition and keep the business on track. This Integrated Business Planning workshop shows how you can be prepared for the future, whatever it holds.

Imagine the **possibilities**,  
realize the **potential**.<sup>®</sup>



# Integrated Business Planning

## What is this workshop about?

Often referred to as advanced or next-generation S&OP, Integrated Business Planning is increasingly the business management process of choice for organisations all over the world. Integrated Business Planning represents the evolution of S&OP from its production planning roots into the fully integrated business management and supply collaboration process it is today.

This interactive workshop provides a comprehensive overview of the Integrated Business Planning process, what it takes to implement it successfully and the huge benefits it can bring. It shows how to align your planning processes with the business strategy over a 24 to 36-month horizon, with full product portfolio management and financial integration, to ensure the organisation is working to a common agenda and single set of numbers.

And it describes how the model can be applied equally effectively to single site organisations as it can to multi-site, multi-national matrix structures. The workshop shows how Integrated Business Planning can be used to identify gaps in business performance far enough ahead for the business to re-optimize in light of the changing circumstances, using scenario modelling to deliver the best result for the business.

## Who is it for?

Ultimately everybody in the organisation needs to be engaged with the Integrated Business Planning process, since it is the process that will run the business. But critical to the success of any Integrated Business Planning implementation is the commitment and sponsorship of the organisation's most senior executive. This workshop is designed for those senior executives, plus the general management team, specialists leading the supporting processes of product management, demand management and supply management, and the senior financial executive.



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*Without doubt, it is the IBP implementation, which has given us the opportunity to drive growth*

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## Workshop Content

### Introduction Perspective

This session sets the scene and provides a perspective for Integrated Business Planning: why you should introduce it; what is its scope; how does it relate to strategic planning and what are the fundamentals key to its success. It also introduces the concept of business maturity, which determines your organisation's readiness for Integrated Business Planning. Each of the sessions outlined below include breakout sessions to help you understand the current position of your own business and identify the main gaps for improvement for each element of the Integrated Business Planning process.

### Overview

This provides a high level view of the Integrated Business Planning process, identifying its individual elements, the sequence in which they are carried out and what the outline agenda is for each. It also discusses the critical role of leadership in the implementation of Integrated Business Planning; what is required for effective facilitation; and the nature of the teams typically involved. It explains the characteristics of the process and identifies the behaviours required to make it work.

### Product

The workshop's product section provides focus on what is required both for managing successful new product/ service introduction and changes in your product or service portfolio. As well as an in depth look at the product review itself, the session explores the detail required for the successful execution of process.

### Demand

Demand is often considered the most difficult aspect of the Integrated Business Planning process and it is crucial to understand its fundamental role in developing business growth. This session discusses the involvement of each of the core functions of the business in planning demand over an extended horizon, and the various inputs required.

### Supply Chain

It is a misconception common among many organisations, that the supply chain is the strongest element of their business management process, and one that requires little or no improvement. This section covers the entire supply chain process, its importance to Integrated Business Planning and the key ingredients to success.

### Integrated Reconciliation and Management Review

These two critical processes are inextricably linked. This section explains why Integrated Reconciliation is a continuous process, who is responsible for carrying it out, and when. It also explains how the annual operating plan is created from the Integrated Business Planning process. The session reveals why the Management Business Review should be the meeting through which the organisation's leadership team runs the entire business. And it covers the concept of matrix organisations, plus Integrated Business Optimization and Corporate Business Review.

### Proven Path

A well-planned and executed Integrated Business Planning implementation is critically the path to success. Here the workshop covers the key ingredients for your implementation and how to put those ingredients in place. Oliver Wight believe there a number of key components common to every successful Integrated Business Planning implementation and these are explained in this section.

## Other Workshops available from Oliver Wight

Product Portfolio & Lifecycle Management

Supply Chain Design and Optimization

Managing Demand

Driving Business Improvement

Supply Planning in Practice

Please scan QR code to book online.



## About Oliver Wight

When you talk to Oliver Wight about improving your business, we'll assume you want results, not just better processes - things like increased revenues and margins and greater market share. If you have the ambition, it is possible to make improvements that truly transform the performance of your organization and create more fulfilling roles for the people within it. We believe this can only be delivered by your own people. So, unlike other consultancy firms, we transfer our knowledge to you; knowledge that comes from nearly 50 years of working with some of the world's best-known companies.

Oliver Wight has a long-standing reputation for innovation and we continually challenge the industry status quo, so you always get the latest in new thinking. Your Oliver Wight partners will use their real-world experience to ensure your people, business processes and technology are fully aligned and integrated right across your organization.

They will coach, guide and inspire your people to drive change throughout your organization, allowing you to create a culture of continuous improvement and innovation that simply becomes for you 'the way we do things around here'. It's a proven, sustainable approach that will deliver results straight to the bottom line.



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