



# Sales & Operations Planning/ Integrated Business Planning process orchestration

KPMG Low-Code application | Supply chain



## Challenge

**Sales & Operations Planning (S&OP)/Integrated Business Planning (IBP)** is an integrated process, where cross-functional teams collaborate to align on required inputs, actions, and decisions across numerous, sequential steps.

The process incorporates insights and activities across a wide variety of functions, including:



Orchestrating a process of this magnitude **requires assistance from various tools and applications.**

However, while **most of the readily available solutions** are **strong in functional aspects**, such as generating reports and scenarios, they are **lacking in collaboration and orchestration capabilities**, such as information sharing and organizing actions, decisions, and assumptions.

As a result, **organizations manually orchestrating the process are currently facing the following challenges:**



**Fragmented information sharing** across functions and systems



**Limited visibility** into follow up actions, assumptions, and decisions



**Inconsistent participation** among stakeholders and decision-makers



**Reduced value** derived from overall S&OP/IBP process



**Common questions businesses are facing while conducting the process include:**

- How can I have visibility into the status of my current planning cycle?
- What are the action items that came out of the last review? Are all my tasks completed to close the steps?
- What assumptions were used to develop our Consensus Demand Plan?
- Are there any bottlenecks in the current process? If so, who is responsible for solving them?
- How do I know whether customers collaboration efforts have been completed for this cycle?
- What are the outputs of this month's strategic decision forums?



## The solution

The KPMG low-code S&OP/IBP orchestration application powered by the Appian Platform enables companies to not only **manage the monthly S&OP/IBP cycle in an organized manner**, but also **provides an intuitive, cross-functional collaboration platform**, which eliminates the onerous and manual operations that would occur otherwise.

This level of integration across functions and systems **provides stakeholders** with both **the confidence and transparent visibility** that the process is being **executed in an effective and organized manner**. The application will help to provide you with the **opportunity to revamp your overall S&OP/IBP process**.

## The Appian Platform

As a leader in the low-code automation space, the Appian Platform enables organizations of all types and sizes to build and deploy applications that are not only adaptable and flexible, but also quick to develop and deploy globally.

With the Appian Platform, teams and organizations can easily streamline and automate business processes, people and data. The combined power of the Appian Platform and KPMG's deep functional actuarial knowledge and experience delivers lasting value.



## Key features

Given the flexibility of the low-code platform, **KPMG's orchestration application is not a "one size fits all" solution**; rather, **it can be customized and scaled** to fit your unique process needs.

### Select features include:



Orchestrates tasks and assigns action items in an intuitive, calendarized format while providing customizable alerts and visibility to stakeholders using defined business logic



Provides a flexible KPI Dashboard to understand process adherence and performance, bottlenecks, and areas of improvement



Easily publishes agendas, sends notifications, logs quorum, and documents decisions and action items during capstone meetings in real time



Grants access to KPMG's S&OP/IBP SMPs and leading practice templates to elevate your S&OP/IBP process by improving sub-processes, monthly cadence and RACI



Customizable, flexible, fast, scalable, and cost-effective. The solution can leverage your existing low-code platform, or we can work to identify the best platform for your business



Available on both desktop and mobile devices to manage the process from your office or on-the-go

The market agrees that **low-code technology is the future of application development and process orchestration**:

**"70% of new applications developed by organizations will use low-code or no-code technologies by 2025, up from less than 25% in 2020."**

**"...100% of low-code enterprises have received a positive ROI from their low-code adoption..."**

**"...84% of companies already own it, but just don't know how to scale it (31%)..."**

1. Gartner, Inc. "Gartner Says Cloud Will Be the Centerpiece of New Digital Experiences" (November 10, 2021)
2. Forrester Research, Inc., "Forrester: Large Enterprises Succeeding With Low-Code" (March, 2019)

## Contact KPMG

To learn more about **KPMG's low-code S&OP/IBP orchestration application** and the impact it can have on your business, please contact us.



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