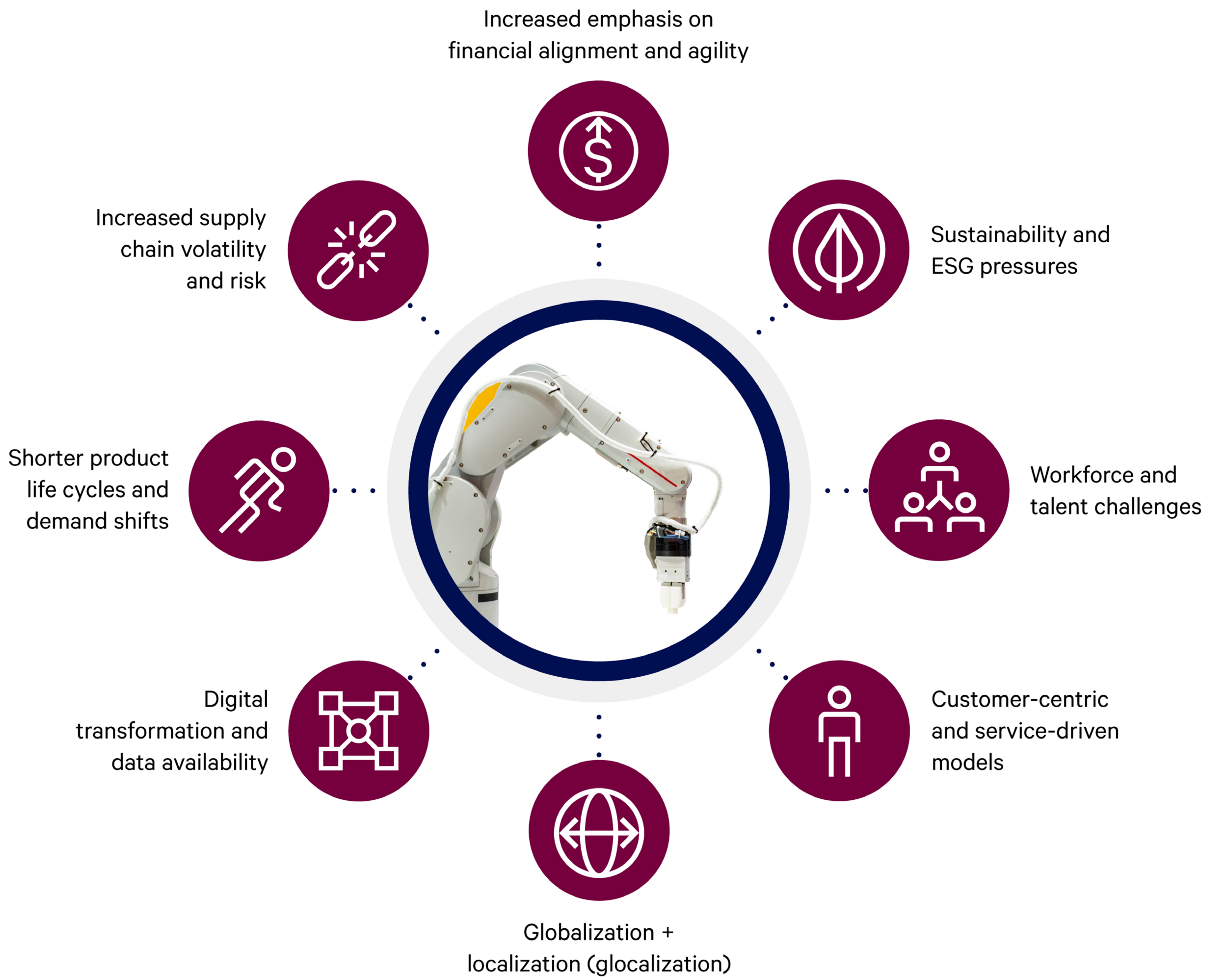
Move beyond traditional sales & operations planning

with Blue Yonder Integrated Business Planning

Crew rowing and Integrated Business Planning (IBP) both require seamless teamwork and synchronization. In rowing, team members align their strokes to propel the boat efficiently, while in IBP, departments like sales, finance, and operations collaborate to achieve shared business goals. Effective communication and adaptability are crucial in both, ensuring that efforts are coordinated and responsive to changing conditions. Success in both is driven by collective performance and unity, rather than individual efforts.

Growing complexity leads to lost opportunities and increased risks

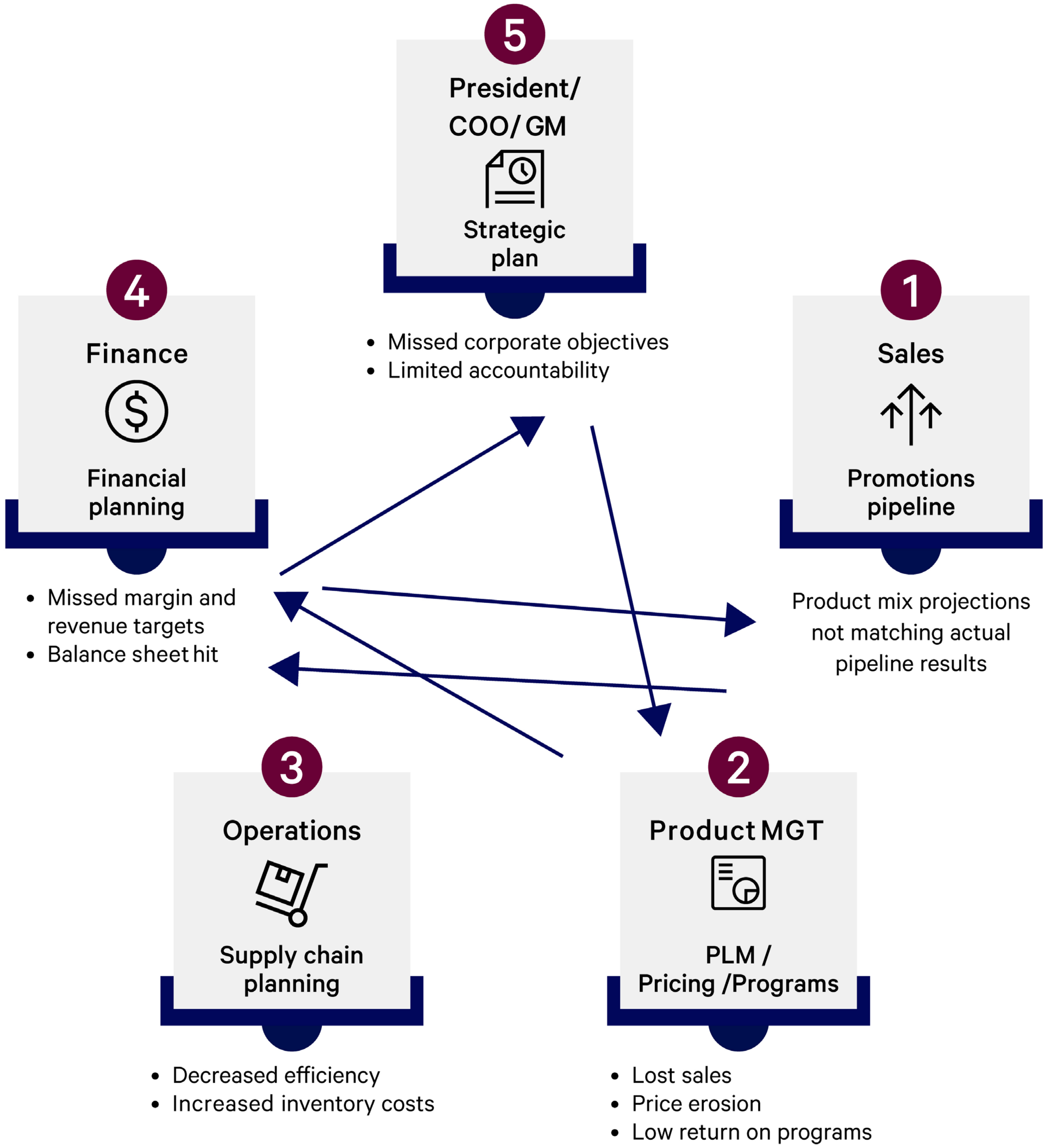
Manufacturing companies face increasing supply chain complexities, including long lead times, government tariffs, volatile prices, and stringent regulations. These challenges are further complicated by rising customer expectations and demand uncertainties due to seasonality, promotions, and frequent new product introductions. Such complexities often lead to missed opportunities and heightened risks.



CHALLENGES DRIVING THE NEED FOR INTEGRATED BUSINESS PLANNING

Multiple planning horizons

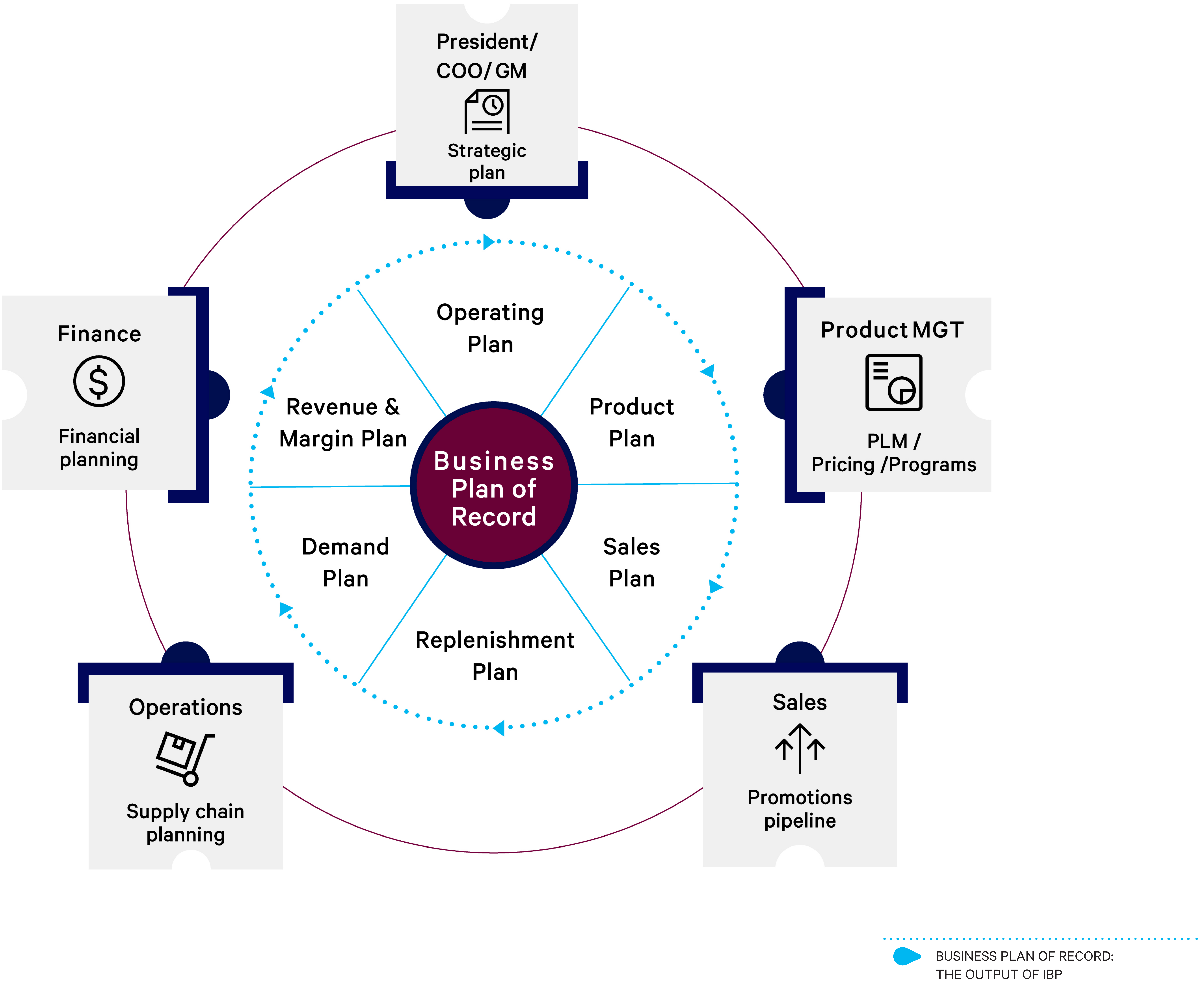
Companies often struggle with disconnected planning processes. Operational demand, supply, and inventory planning systems may be loosely integrated, but longer-term sales & operations planning (S&OP) processes and supporting solutions often remain isolated. This misalignment causes longer-term plans to be out of sync with operational realities, leading to manual reconciliation efforts, missed opportunities, and increased risks. Siloed and slow planning processes deliver imprecise recommendations, lacking the agility needed to balance priorities in real time.

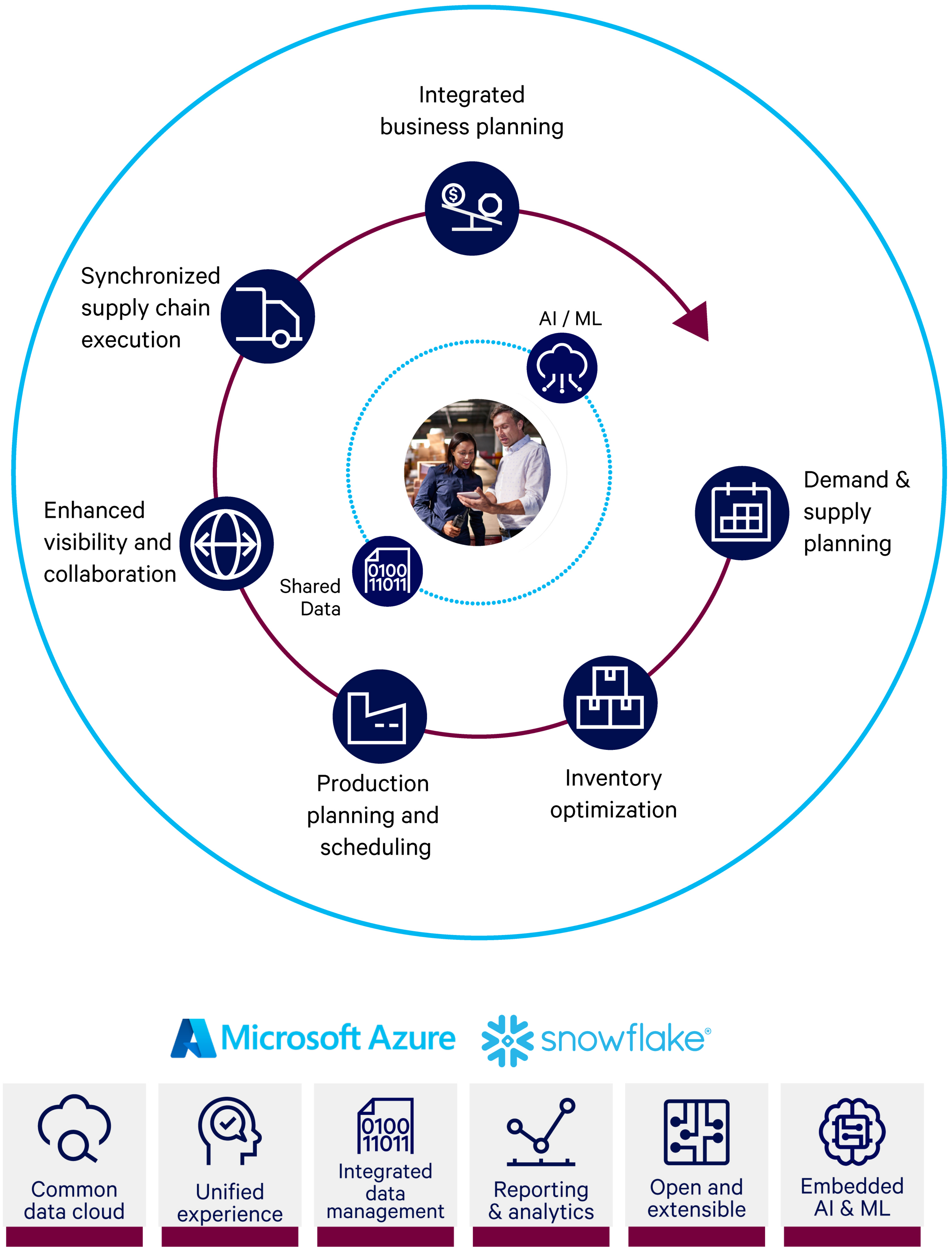


MISALIGNMENTS: THE SUM IS LESS THAN THE PARTS

Integrated business planning to the rescue

Integrated business planning (IBP) advances traditional S&OP by combining volumetric and financial data across operational, tactical, and strategic horizons. A single, integrated IBP as part of a common unified supply chain platform fosters collaboration, smooth transitions, and faster handovers among teams, enabling accurate forecasts and capacity plans. Instant alerts to plan deviations reduce lag time and miscommunication, minimizing excess inventory, improving manufacturing and transportation efficiencies and enhancing long-term planning confidence.





The Blue Yonder Integrated Business Planning solution

Blue Yonder reimagines strategic planning with real-time collaboration and scenario planning. Our IBP solution engages diverse teams, reconciling differing opinions to refine strategies and enhance performance. Key functionalities include risk assessments, process orchestration, intelligent insights, and dynamic scenario planning. Operating on the Blue Yonder Platform, our solution integrates end-to-end supply chain processes, supported by AI-driven insights and real-time collaboration.

Embedded risk and opportunities:
Enhance risk and opportunity management using digital capabilities to record, enrich, and analyze planning assumptions.

Process drumbeat orchestration:
Improve collaboration across teams with unified data, focusing on insights and actions.

Intelligent insights:
Boost planner performance by prioritizing critical issues over trivial ones.

Plan variance & trade-off analysis:
Monitor plan variances and assess contingency plans to achieve business goals.

Network sub-setting:
Speed up decision-making by focusing on specific parts of the supply network.

Unified data cloud:
Enable faster, data-driven decisions and seamless collaboration with a single source of truth.

Unified user experience:
Streamline use, collaboration, and reporting with a unified service architecture and interface.

AI-guided decision support:
Enhance team performance with AI-driven insights, recommendations, and process automation.

Infineon Technologies reduces planning effort by 30% across 20 facilities with Blue Yonder Integrated Business Planning

BlueYonder

Infineon Technologies is a leading semiconductor manufacturer providing semiconductor and system solutions in a variety of industries, including industrial, automotive and electronics manufacturing. When they decided to integrate a new sales and operations planning (S&OP) process, they tested several vendors and chose Blue Yonder.

Integrated Business Planning

BUSINESS CHALLENGE

- Responding to market changes
- Lack of agility
- Global multidimensional IBP
- Forecast accuracy

Cut Forecasting
lead time reduction for forecasting, from 4 weeks to 2 weeks

30%
reduced planning effort

90%
decrease in planning errors

"Blue Yonder understands our business quite well. They also understand the specifics of the semiconductor industry well, and that gave us a good basis to work from."

Infineon

Vice President
IT Supply Chain Management Infineon

Benefits of Integrated Business Planning

Integrated Business Planning (IBP) offers numerous benefits for manufacturing companies, helping them navigate complex supply chain challenges and drive business growth. Here are some key advantages:

1. **Enhanced collaboration:**
   Aligns goals across departments for cohesive planning.
2. **Improved decision-making:**
   Integrates data for informed strategic decisions.
3. **Agility and responsiveness:**
   Enables quick reactions to market changes.
4. **Optimized inventory management:**
   Reduces excess inventory and waste.
5. **Accurate forecasting:**
   Leverages data for better capacity planning.
6. **Strategic alignment:**
   Supports long-term objectives with daily activities.
7. **Risk mitigation:**
   Identifies risks and develops contingency plans.
8. **Increased efficiency:**
   Streamlines processes and reduces manual efforts.
9. **Competitive advantage:**
   Secures resources and drives growth.

50%
increase in planner efficiency

Enhanced
alignment across commercial, supply chain and finance teams

2.5%
improvement in revenue

10-40%
reduction in inventory write-off

Overall, Integrated Business Planning empowers manufacturing companies to optimize their supply chains, improve operational efficiency, and achieve strategic objectives, ultimately enhancing their resilience and agility in a dynamic market environment.

JFE Steel reduces planning time by 50% with real-time planning

BlueYonder

Headquartered in Tokyo, JFE Steel Group is one of the world's leading steel manufacturers, producing 30 million tons of steel products annually. The organization recognized the need to overhaul their outdated, manual and time-consuming sales processes. Learn how Blue Yonder helped JFE implement best-in-class software to match their own highly innovative steel products to plan more accurately and effectively.

50%
reduction in planning time

Real-time
visibility to demand and order status

Increased
customer satisfaction

To optimize efficiency, capacity and costs at these manufacturing facilities, JFE Steel requires a highly accurate sales forecast, and an intelligent planning solution to synchronize product supply to demand.

"We considered a number of other software providers. In our view, Blue Yonder offered not only the robust planning functionality we needed, but they also had the best compatibility with the dynamics of the steel industry and the business processes of JFE."

JFE

Executive Assistant General Manager, IT Innovation
Leading Department, JFE

Conclusion

Integrated business planning (IBP) is a transformative strategy for companies to manage complex supply chains with agility and precision. It integrates risk management, collaboration, and intelligent insights to optimize planning processes and drive growth. Blue Yonder's IBP solution enhances these capabilities by aligning strategic, financial, and operational plans, enabling real-time collaboration and scenario planning. This empowers leaders to make informed decisions, balance priorities, and optimize resources.

The solution allows tracking of plan variances, conducting trade-off analyses, and focusing decisions on specific network segments, ensuring swift responses to changing conditions and alignment with long-term goals. Its unified data cloud and user experience streamline collaboration and reporting, providing a single source of truth for efficient and accurate planning.

AI-guided decision support boosts team performance, unlocking productivity through advanced insights and automation. By adopting IBP, companies can outperform competitors, reduce risks, and seize opportunities, ensuring optimal inventory levels while improving cash flow. IBP is a strategic enabler that drives resilience, efficiency, and competitive advantage, preparing supply chains to meet current demands and future challenges.

Accelerate your supply chain success with Blue Yonder Services

Modernizing supply chains demands agility and adaptability. Blue Yonder Services bridge gaps in expertise and reduce costs, ensuring optimal efficiency in supply chain transformation.

Services include:

- **Cost-effective expertise:** Supplement your team with scalable external expertise.
- **Support and maintenance**: External support with alerts and proactive health checks.
- **Trusted advisor:** Global expertise provides guidance to avoid pitfalls and maximize impact.

Companies worldwide rely on Blue Yonder for inventory optimization, ensuring resilience and agility in a rapidly changing market.

About Blue Yonder:

Blue Yonder is the world leader in end-to-end digital supply chain transformation. With a unified, AI-driven platform and multi-enterprise network, Blue Yonder empowers businesses to operate sustainably, scale profitably, and delight their customers—all at machine speed.

A pioneer in applying AI solutions to the most complicated supply chain challenges, Blue Yonder's modern innovations and unmatched industry expertise help more than 3,000 retailers, manufacturers, and logistics service providers to confidently navigate supply chain complexity and disruption. blueyonder.com

Additional Resources:

Blue Yonder Integrated Business Planning Solution Sheet: https://blueyonder.com/resources/integrated-business-planning

Blue Yonder Integrated Business Planning Web Page: https://blueyonder.com/solutions/supply-chain-planning/integrated-business-planning#overview

Integrated Business Planning Solution Explainer Video: https://blueyonder.com/resources/integrated-business-planning-solution-explainer-video