



Integrated Business Planning

It is time to move beyond traditional sales & operations planning

Business context/challenge

In the rapidly evolving digital and global economy, supply chain operations have emerged as a crucial factor in determining corporate financial success and brand reputation. The ability to maintain agile, efficient, and resilient supply chains is now a significant competitive advantage. It enables companies to promptly capitalize on new opportunities, enhancing profitability while ensuring adherence to economic, social, and governance standards. This compliance is essential to prevent legal complications and maintain a favorable perception among customers.

Unfortunately, the current landscape of Sales & Operations Planning (S&OP) software is inadequate in its ability to identify emerging opportunities, optimize profits, and ensure compliance with Environmental, Social, and Governance (ESG) criteria. Existing planning processes are often siloed, rigid, and slow, resulting in imprecise recommendations. They lack the capability to empower leaders to define and balance competing priorities in real-time across a multitude of scenarios. This limitation restricts collaborative efforts that are essential for driving profitable growth and adapting to market changes.

The Blue Yonder solution

Blue Yonder has reimagined the strategic planning process by placing a strong emphasis on collaborative, real-time decision-making. Our innovative approach leverages inputs from across your supply chain, enabling the generation of more accurate and actionable plans that drive business success.

The Blue Yonder Integrated Business Planning (IBP) solution creates an inclusive S&OP process that actively engages diverse teams, fostering alignment by reconciling differing opinions. As a next-generation cloud-native SaaS strategic planning solution, it is designed to help companies refine their strategies and achieve higher performance levels.



Measurable Impact

- Higher growth

Increase in revenue

2.5%

- More savings

Reduction in costs related to inventory and logistics

40%

- More efficient

Improvement in IBP process participant efficiency

50%

- Better Performance

Improvement in plan quality and accuracy

50%

Our IBP solution enhances and accelerates decision-making through industry-leading functionalities such as embedded risk and opportunity assessments, process drumbeat orchestration, intelligent insights, plan variance and trade-off analysis, and dynamic lever-based scenario planning. These features ensure that businesses can navigate complex scenarios with precision and agility.

Operating on the Blue Yonder Platform, which integrates end-to-end supply chain solutions, our IBP solution benefits from seamless operations built on a unified set of data. This data is made intelligent through enterprise-scale AI and is supported by a multi-enterprise network that delivers real-time visibility and collaboration. As a result, the Blue Yonder IBP solution empowers businesses to make optimized decisions at machine speed, ensuring they remain competitive and responsive in a dynamic market environment.

Capability offerings

- **Embedded risk and opportunities:** Institutionalize and improve risks and opportunities management through true digital capabilities to record, enrich data and analyze all relevant assumptions embedded in the planning tool.
- **Process drumbeat orchestration:** Facilitate more effective and timely stakeholder collaboration across functional teams, centered around unified data and focused on insights and actions.
- **Intelligent insights:** Improve planner performance with a strategic focus on the critical (pervasive and persistent) few rather than the trivial many.
- **Plan variance & trade-off analysis:** Track Target-to- Plan variances inline while assessing different contingency plans to drive desired business outcomes.
- **Network sub-setting:** Accelerate decision-making by contextualizing scenarios to specific parts of the supply network without wasting time analyzing the entire network.
- **Unified data cloud:** Make data-driven decisions faster, collaborate seamlessly across clouds and run all planning processes on a single source of truth—with speed and scale.
- **Unified user experience:** Simplify use, collaboration, and reporting across supply chain planning functions with a unified service architecture, user interface, and in-memory cube.
- **AI guided decision support:** Uplevel team performance and unlock productivity with embedded generative-AI insights, recommendations, and process automation.

Key Benefits

- **Accelerated decision-making:**
Respond faster by compressing the planning cycle from days to minutes.
- **Increased plan accuracy and quality:**
Reduce waste and drive cost savings by leveraging market-proven AI, ML and industry-leading solvers to develop more accurate, higher quality plans.
- **Greater supply chain resilience:**
Collate risk and opportunities from across the enterprise into a unified planning process, leveraging integrated collaboration and scenario planning.
- **Consistently achieve business goals:**
Hit financial goals through common demand, supply, financial, and sustainability data on a single platform..
- **Optimize real-world outcomes:**
Through the application of the widest capabilities of solvers, real-world scenarios involving multiple trade-off dimensions can be quickly modeled and solved for optimal outcomes.
- **Quickly adapt to market shifts:**
See across the entire supply chain for real-time changes, **analyze** patterns, trends and causality specific to your business, **decide** on options based on business objectives and **act** with human approval or automatically at machine speed within guardrails.



To learn more, visit blueyonder.com