



# A total planning package for a major packaging company

“Deloitte’s ability to support a spectrum of transformation needs allowed us to activate truly integrated capabilities—fulfilling the promise of integrated business planning to unleash value and enable a more responsive organization.”

– Vice President, Supply Chain for Leading North American Packaging Company

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## THE ISSUE

A leading packaging company, with major operations in North American and Europe, has grown steadily over the decades. Today, the company has an extensive supply chain for supporting complex business needs—as the company works to deliver packaging solutions as well as other products and solutions. As business complexity has grown, having an integrated, connected planning process has become imperative for the organization—essential for greater visibility and more informed decision-making.

## THE SOLUTION

To help transform planning and provide a clearer view across the supply chain, the company teamed with Deloitte to deploy SAP® Integrated Business Planning (SAP IBP)—a cloud-based solution that combines sales and operations planning (S&OP), forecasting and demand, response and supply, demand-driven replenishment, and inventory planning. The move has allowed the packaging company to make its S&OP processes more effective by harmonizing planning across business units, through a single integrated model. The project was implemented in phases, helping the company bring the benefits of SAP IBP to related business processes, such as budget planning and scheduling.

### SAP technology utilized

SAP Integrated Business Planning (SAP IBP), integrated with:

SAP® Business Intelligence

SAP® ERP

SAP® Advanced Planner & Optimizer

SAP® Business Planning & Consolidation

## THE IMPACT



Increased visibility into entire supply network, including dependencies between business units



Harmonized planning processes and metrics across business units



Improved forecast accuracy



A centralized, integrated planning platform for modeling scenarios



Enhanced insights to support enterprise decision-making



Increased maturity of sales and operations planning



Greater collaboration for planning teams



Improved management of customer expectations and relationships

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