



## Synchronized Planning

Build a predictive, insights-driven enterprise  
that can get ahead of changing needs

# Synchronized Planning

## Build a predictive, insights-driven enterprise that can get ahead of changing needs

Supply and demand have been a part of business since the dawn of business. But many organizations today still struggle to get a clear picture of these two forces. That lack of visibility can hamper the planning process and the ability of businesses to act efficiently and effectively.

Too much inventory, too little inventory, products stored far from where they are needed, products moving through the supply chain too soon or too late—these are just a few of the challenges organizations can face. The potential results? Lost productivity, higher operating costs, excess inventory sitting on the books, product loss, or an inability to deliver to customers as expected—to name only a few. Make planning more intelligent, predictive, and integrated, and you can begin to take your business to the next level.

A solution in sight

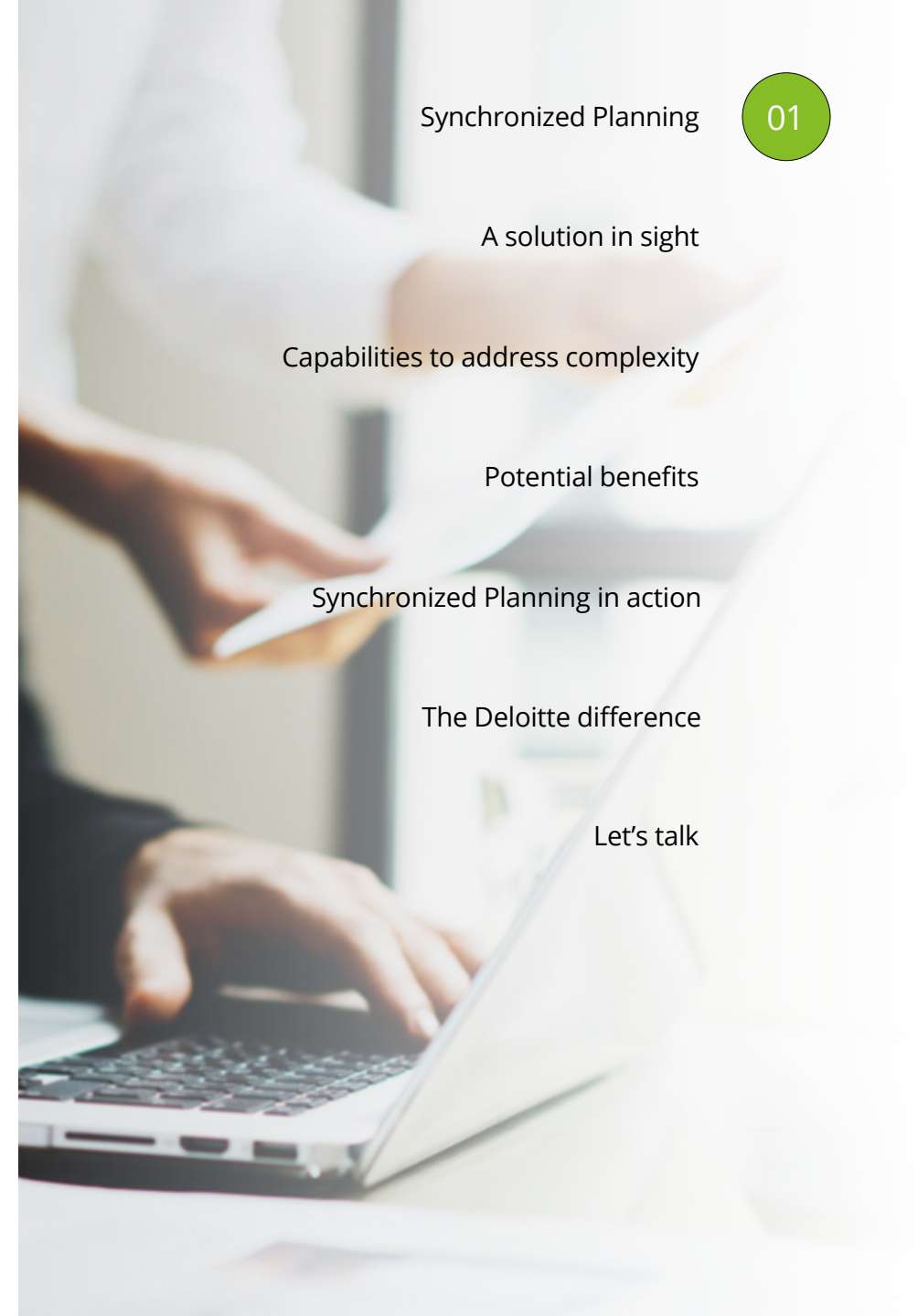
Capabilities to address complexity

Potential benefits

Synchronized Planning in action

The Deloitte difference

Let's talk



# A solution in sight

Synchronized Planning, enabled with help from Deloitte, brings together a portfolio of SAP® solutions to create an integrated, intelligent planning environment focused on generating new bottom-line value for your business. Integrated with help from Deloitte—and aligned with your business processes and goals—the solution encompasses:



SAP Integrated Business Planning



SAP Supply Chain Control Tower



SAP® Ariba® cloud solutions for procurement



Embedded SAP intelligent technologies, including IoT and artificial intelligence



SAP S/4HANA®, the digital core ERP—for real-time insights and transactions



SAP Cloud Platform






SAP Analytics Cloud

# Capabilities to address complexity






Deloitte's Synchronized Planning offering can deliver a cohesive, more predictive planning environment driven by intelligent technologies such as machine learning and artificial intelligence.

The solution helps address today's complex business planning challenges, providing digital functionality for three key needs:

-  Uniformity—Standardized, integrated business planning
-  Insights—Real-time integrated analytics, to drive decisions and actions
-  Efficiency—Automated cost model optimization

With an integrated Synchronized Planning solution, you can get a more complete view across demand, model different scenarios, and leverage predictive machine intelligence capabilities to get ahead of needs and challenges.

Synchronized Planning is designed to intelligently analyze data to automate key supply chain processes, supporting capabilities that include:

-  Predictive sensor-driven replenishment
-  Autonomous transportation and "last mile" delivery optimization
-  Cognitive source-to-contract capabilities
-  Automated purchase-to-pay functionality
-  Intelligent procurement operation management

And Synchronized Planning is designed to deliver key capabilities across the entire strategic-to-operational spectrum, including

-  Dynamic flow optimization
-  Responsive demand-supply matching
-  Supply network design
-  Intelligent demand management
-  Portfolio lifecycle planning
-  Enterprise plan reconciliation

# Potential benefits

Selective Transformation is designed to do the heavy thinking and the heavy lifting to:



Reduction in excess inventory



More efficient use of resources



Improved customer satisfaction



Improved transportation capacity/  
operations



Reduction of warehouse  
constraints and potential  
space needs



Workforce optimization



Reduced waste (including product  
shelf-life and spoilage issues)



Intelligently automated processes  
across the planning spectrum



A unified, real-time SAP Supply  
Chain Control Tower view of data



Responsiveness to address future  
disruption and support the  
“built to evolve” Kinetic Enterprise™



Reduced supply chain risk

## Synchronized Planning

# Synchronized Planning in action

Two examples of how Synchronized Planning is helping Deloitte clients make an impact:

### Neural Networking Forecasting

**Company:** E-commerce retailer

**Solution:** The business deployed a neural networking solution (advanced analytical engine) to learn the previous 16 seasons of transaction data. A new forecasting system learned how to process roughly 1.2 billion annual transactions to generate 1 billion individual forecasts annually.

**Impact:** The organization effectively enabled synchronized demand and supply planning across its entire network, reducing forecast misses from 63% to 11%.

### Artificial Intelligence and Machine Learning

**Company:** Industrial equipment manufacturer

**Solution:** The company automated the planning process and created an improved inventory mix over a widespread network. The solution used artificial intelligence and cluster analysis, helping to identify and track seasonality patterns and trends not easily uncovered via traditional methods.

**Impact:** The solution helped the organization reduce stock-outs by more than 50%—even though the company had grown its distribution network by 30% in two years.





# The Deloitte difference

Deloitte operates at the intersection of business and technology transformation. Our diverse team of specialists understands not only how to deploy SAP solutions effectively—but how to align those technologies with the way you operate and with your business goals. It's about more than integrating technologies. It's about deeply understanding the details and the demands of your business—and then prioritizing them to help you make an impact.

**Focused.** Our worldwide team of more than 25,000 SAP specialists brings a tested methodology for creating value with the “built to evolve” Kinetic Enterprise—an intelligent, responsive, cloud-enabled organization powered by a clean core and an inclusive ecosystem of capabilities.

**Experienced.** When you work with Deloitte to transform planning, you get access to our deep industry-specific experience—which grows daily as we help enterprise leaders across the globe solve complex business challenges. Our relationship with SAP dates back more than 30 years, with a lengthy history of collaboration and co-innovation.

**Recognized.** Deloitte has a trophy case full of awards showing that we understand what it takes to help clients deliver real-world results with SAP solutions—earning us the 2019 North America SAP Ariba and SAP Fieldglass® Services Partner of the Year (2019) Award as well as multiple SAP Pinnacle Awards, including:

-  SAP S/4HANA Partner of the Year—Large Enterprise (2016, 2017, 2018, 2020)
-  SAP S/4HANA Cloud Partner of the Year—Large Enterprise (2020)
-  The inaugural Digital Partner of the Year Award (2019)
-  Finalist: SAP Ariba Partner of the Year—Large Enterprise (2019)

## Synchronized Planning

# Let's talk

As business complexity grows and disruption accelerates, how will you respond? What's your plan for making business planning processes more unified, insights-driven, and efficient?

Contact us to learn more about how we can help you reimagine everything with Synchronized Planning—so you can effectively enable the “built to evolve” Kinetic Enterprise and address future disruption. We can provide a demo of the solution in action, share additional transformation insights, or discuss a specific challenge your organization is facing.

**SAP@deloitte.com**  
**www.deloitte.com/SAP**  
 **@DeloitteSAP**

**Deb Bhattacharjee**

**Principal**

**Deloitte Consulting LLP**

debbhattacharjee@deloitte.com

 @dbhattac

**Subit Mathew**

**Managing Director**

**Deloitte Consulting LLP**

submathew@deloitte.com

 @SubitMathew







#### **About Deloitte**

Deloitte refers to one or more of Deloitte Touche Tohmatsu Limited, a UK private company limited by guarantee (“DTTL”), its network of member firms, and their related entities. DTTL and each of its member firms are legally separate and independent entities. DTTL (also referred to as “Deloitte Global”) does not provide services to clients. Please see [www.deloitte.com/about](http://www.deloitte.com/about) for a more detailed description of DTTL and its member firms.

This communication contains general information only, and none of Deloitte Touche Tohmatsu Limited, its member firms, or their related entities (collectively, the “Deloitte network”) is, by means of this communication, rendering professional advice or services. Before making any decision or taking any action that may affect your finances or your business, you should consult a qualified professional adviser. No entity in the Deloitte network shall be responsible for any loss whatsoever sustained by any person who relies on this communication.