



The Leading Event in Africa for Supply Chain Professionals

47th ANNUAL CONFERENCE

Century City Conference Centre, Cape Town

The Future of Planning

Jeremy Basckin

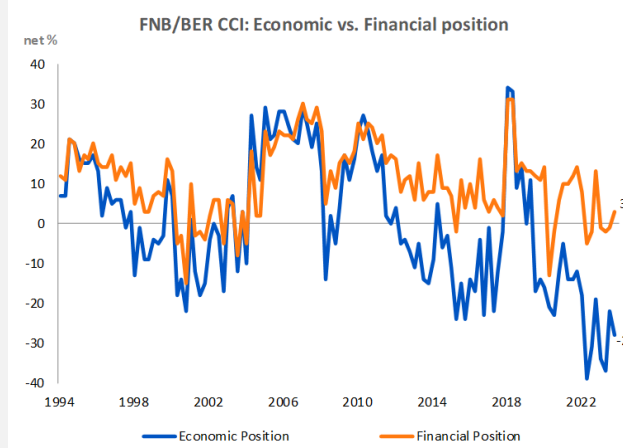
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Key points to take away

Reality Check

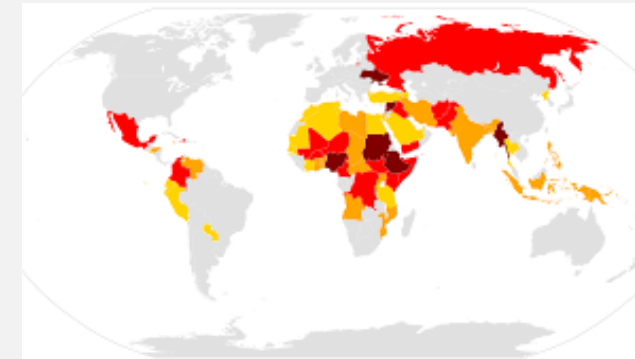
Disruption Events are here to stay

Welcome to our brand-new world of turbulent and unpredictable trading and supply conditions of modern times, we still use the same methods of demand, supply and S&OP approaches from 40+ years ago



Crisis

COVID, Outages,
Brexit
SA -28% Economic



Armed Conflicts

Over 50 conflicts

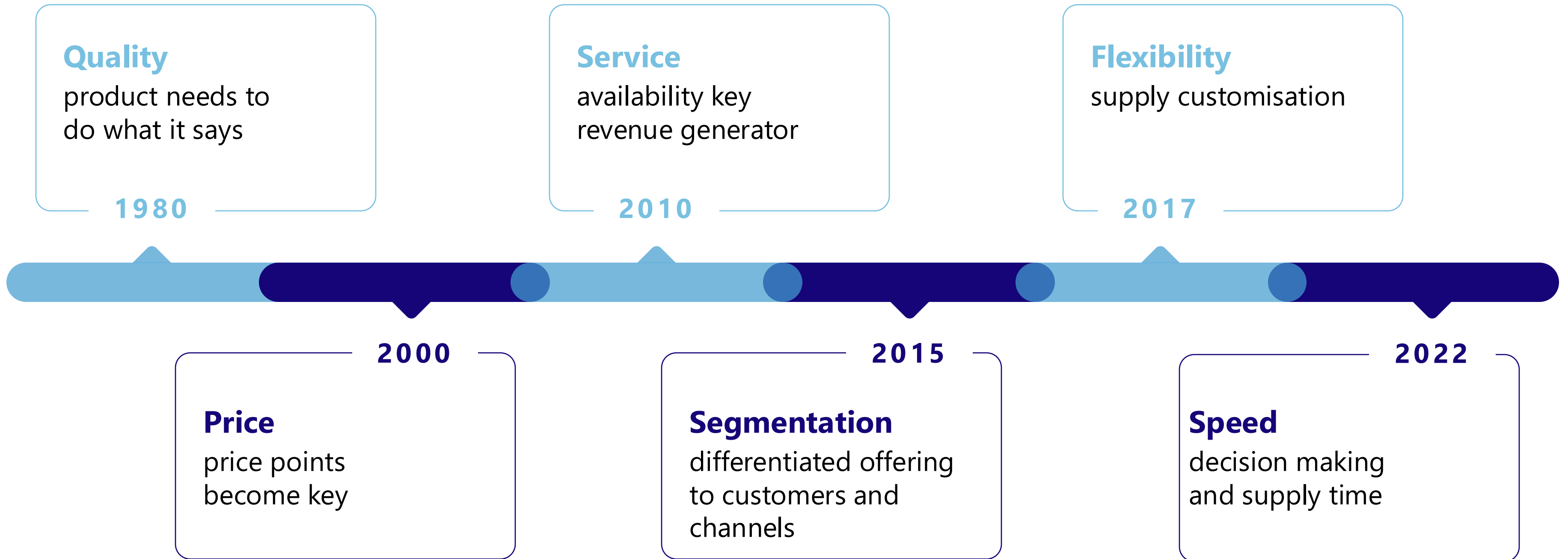


Politics

Tariffs, Sanctions,
Alliances / Trade
Bloc, Political
Instability

Evolution

Timeline of business competitive factors



The Challenge 12 years on

Key Supply Chain topics highlighted in 2013 vs 2025

Multiple Scenarios

navigating with advanced visibility

Drive Agility

ability to enable and drive

End-to-End Collaboration

integrate across enterprises and trading networks

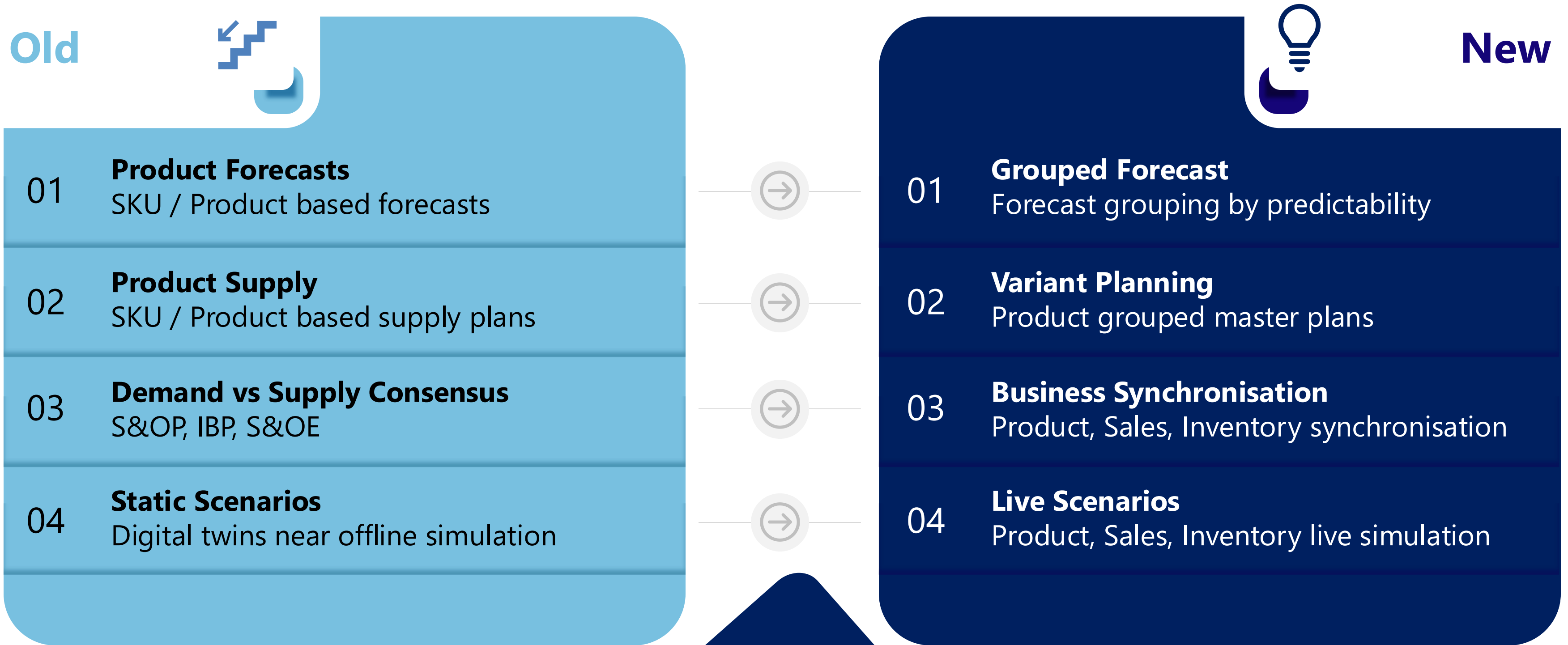
Systems and Implementation Time

resource and time of implementations

2013	heightened sense of situational awareness	control towers to ensure optimal visibility	build vertical and horizontal integration	dedicated resources to drive
2025	turning divergence into an advantage	speed, reliability, quality and costs	end to end information visibility	taking people on the journey and effects of AI

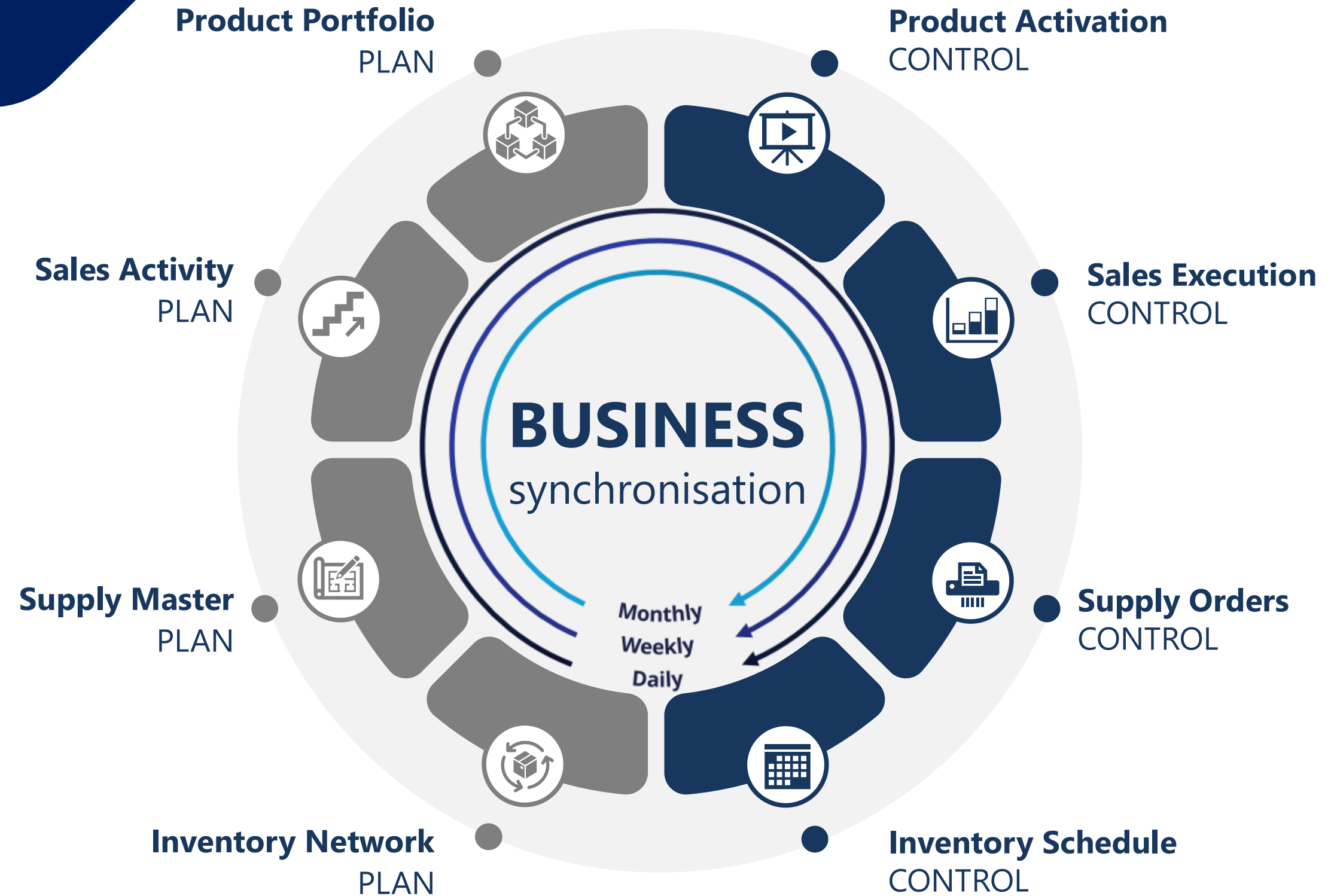
How to Cope - Multiple Variables

It's also necessary for business / organisation functions to see their own plans in a hierarchy and format they understand



Introduction Business Synchronisation

The way to plan and maintain control by simultaneously managing multiple variables across multiple horizons and instantly adapting to unpredictability without disruption.





Product

- ➔ Product portfolio management
- ➔ 6 months+ brand activation

Sales

- ➔ Define customer forecasting groups
- ➔ 1 to 5 months activity activation

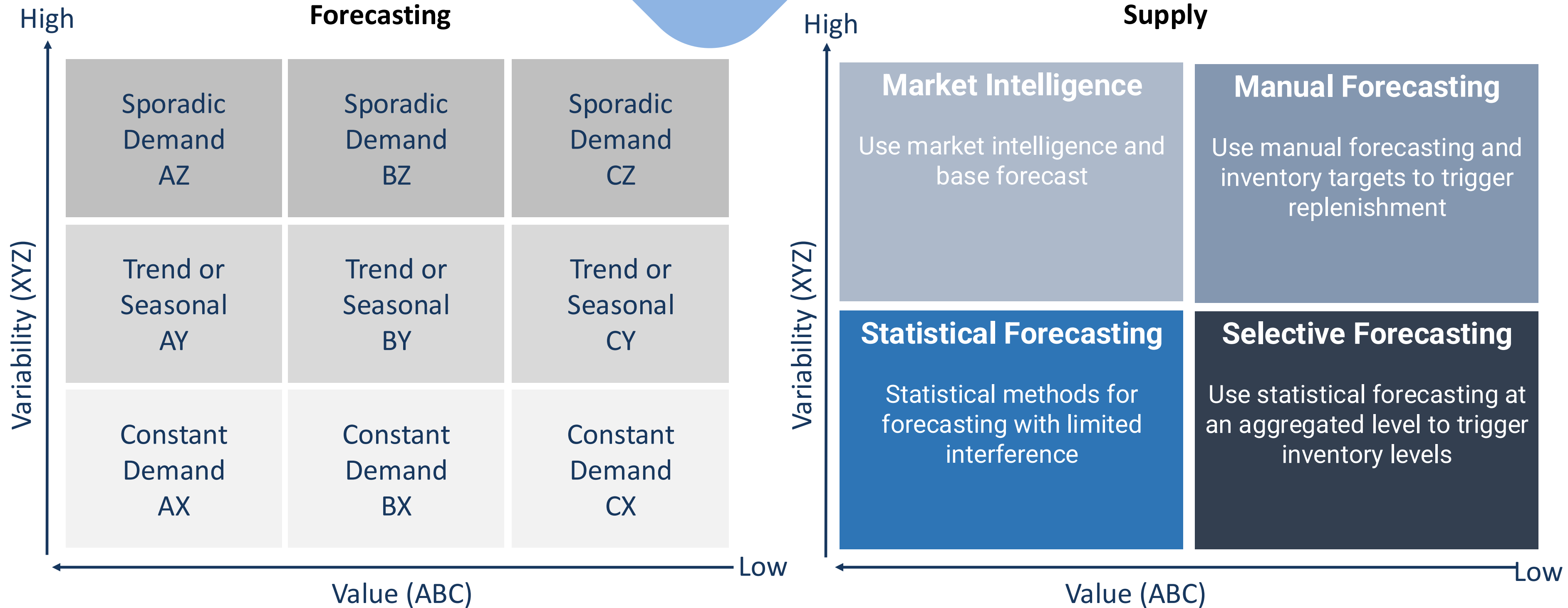
Inventory

- ➔ Inventory master plan
- ➔ Detailed schedule

Horizons & Hierarchies

- ➔ Daily, weekly, monthly plan & control
- ➔ Customer and product groups

Planning Segmentation



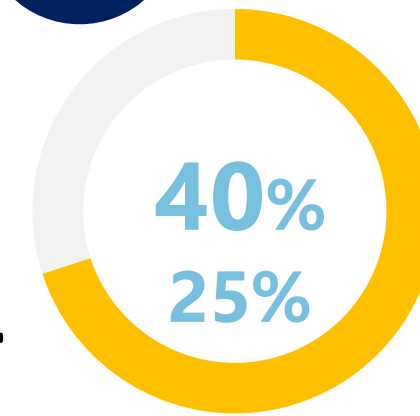
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New Metrics



Product Portfolio
Revenue per product

PLAN

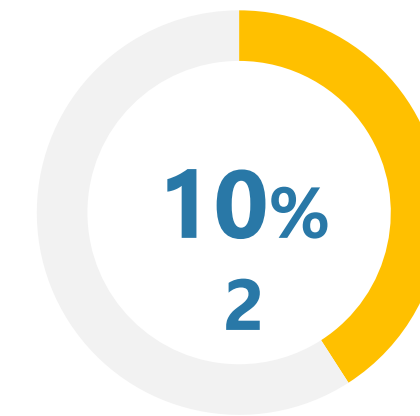


Market Share
Market penetration
ROI

CONTROL



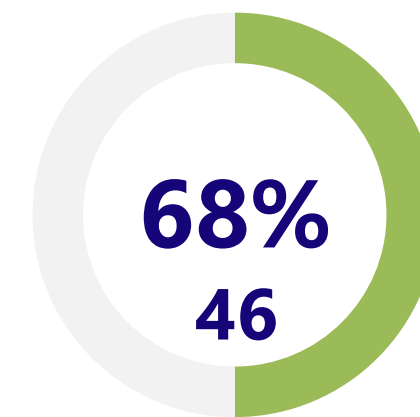
Sales Assumptions
Incremental revenue



Sales Performance
Forecast Bias
Same Cycle

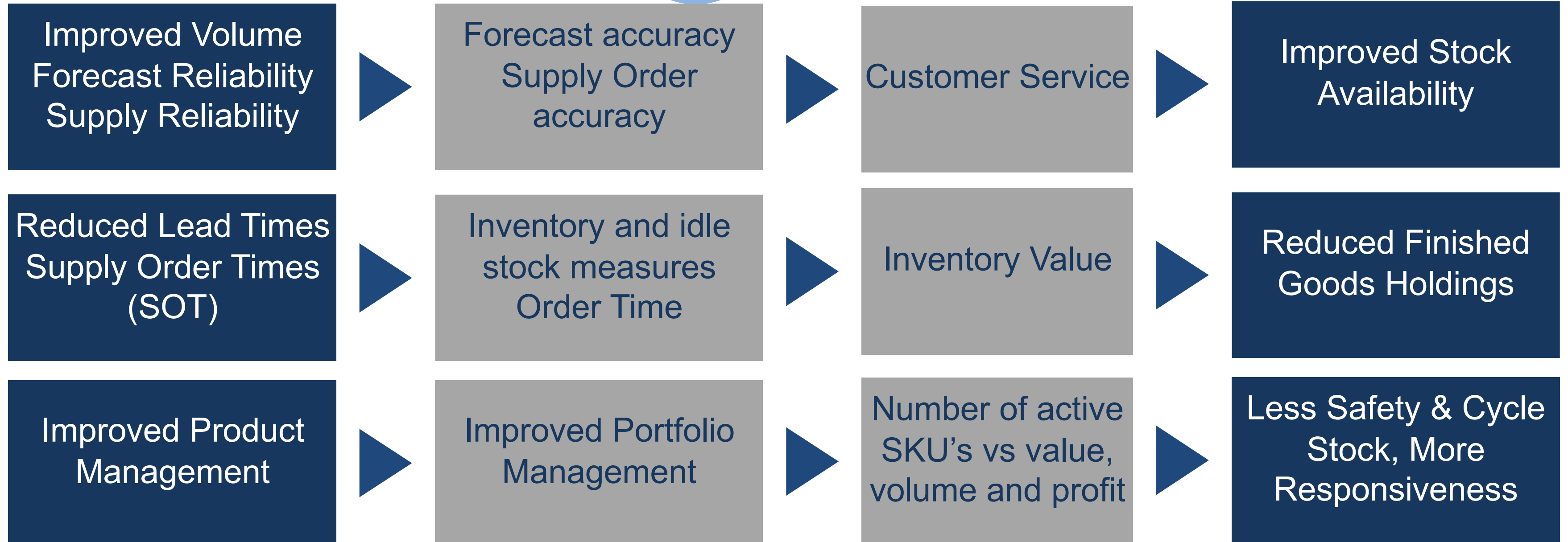


Supply Order Time
Order time to replenish
Supply service level



Inventory Availability
Inventory health
Days on Hand

Metric Benefits



Planning Hierarchies

	Product	Customer	Location	Time Buckets
Forecasting	Product Status + Group	Customer Group	Country	Monthly
Customer Plan	Product Group / ID	Customer Group	Country	Monthly
Product Plan	Product Group / Format / ID	Total	Country	Monthly
Master Plan	Product ID	Total	Warehouse	Weekly
Supply Orders	Product ID	Total	Country	Weekly
Scheduling	Product ID	Total	Production Line / Equipment	Daily

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People Next Generation Onboarding

Most of the Baby Boomer generation and some of the early Generation X cohort have already reached, or are fast approaching, retirement age



See the Future of Planning and book a demo or POC

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iPac[™] SYNCHRO - a new era in speed of
decision making for BUSINESS synchronisation

Essential for maintaining control of demand, supply,
scheduling, S&OP, IBP, S&OE, inventory by
simultaneously managing multiple variables across
multiple horizons and instantly adapting to
unpredictability without disruption



Take Aways

It's up to you

What will you do different in our brand-new world to:

- Improve **Service**, Revenue, Profit, Growth
- Reduce **Inventory**, Cashflow, Idle Stock
- Gaps
- Assumptions
- Risks & Opportunities



Product

Optimise your portfolio



Sales

Group, Segment and reduce Bias



Inventory

Group, Segment, Different Strategies and measure supply order performance



Speed

Decision Making and Supply Time

**Thank
You**

Any ?



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