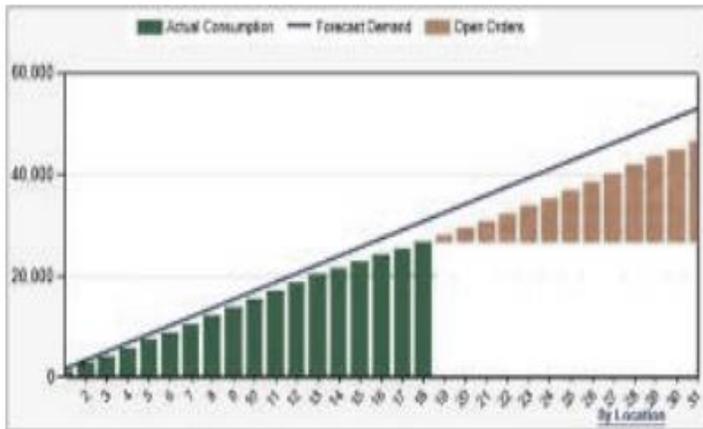


ARKIEVA

SALES AND OPERATIONS CENTRAL

Arkieva S&OP Central

Presenting summarized data to support Sales and Operations Planning (S&OP) is made quick and simple with Arkieva S&OP Central. This tool allows immediate 'what-if' calculations and provides all user groups – from operations to the executive teams – the views you need to manage your business.



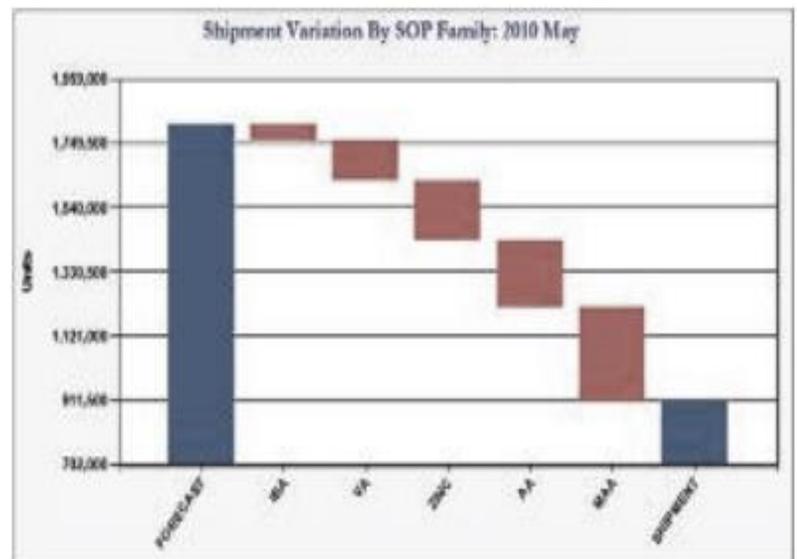
Track Actuals, Orders, and Projected Demand through the Month

Key Arkieva S&OP Central Capabilities:

- // Report on demand- historical performances and forecasts – by S&OP family
- // Analyze impacts of demand changes on supply using built-in rough cut capacity planning
- // Summarize demand, supply, and financials for the Pre-S&OP demand meeting, pre S&OP supply meeting, and the S&OP meeting itself
- // Translate S&OP families to manufacturing families for capacity planning
- // Allow instant 'what-if' analysis on used and available capacity
- // Use coloring rules to highlight any special situations, like planned capacity usage exceeding 100% for a production family

Arkieva S&OP Central User Benefits:

- // All information needed to support an effective S&OP process is available in one place
- // Standard S&OP reporting templates are available and create an immediate framework for S&OP, including KPI's for performance vs. plan and vs. budget
- // Plans can be saved for performance reporting over time
- // Clear visibility of capacity –infeasible situations or spare capacity for opportunistic demand

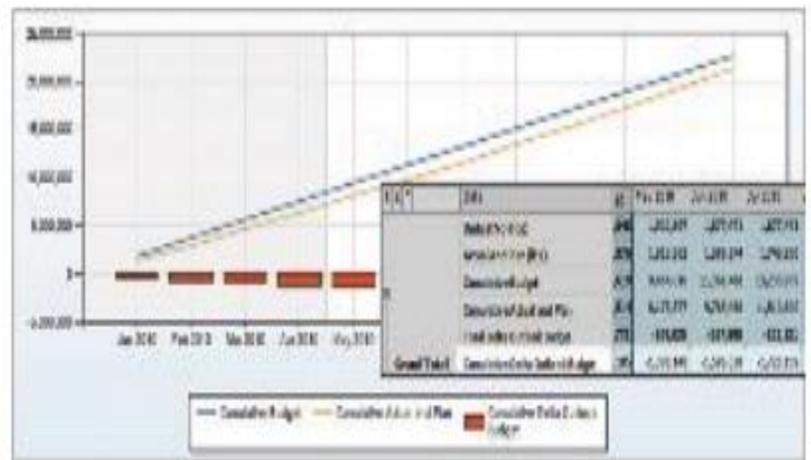


Dashboard Metric Identifying Root Causes of Underperformance

Sales and Operations Planning (S&OP) has been around for decades, but many businesses still struggle with capturing and summarizing the data required to support the process, and the ability to turn that data into information. Arkieva S&OP integrates data from many systems (even spreadsheets), and provides sales, operations, and finance functions the views need to operate as a single team.

S&OP is much more than just a meeting. It takes into account all the various planning and monitoring processes that are necessary to run a world-class supply chain. In demand planning it is important to be able to detect early any gaps between actual and planned sales and the annual budget (in dollars and volume), while there's still time to take corrective measures. In supply-demand balancing (or supply planning), it is critical to be able to say whether the required demand can be met – whether through production, swaps, or purchases. All of these are modeled and tracked in Arkieva S&OP Central.

Using the rough-cut capacity planning feature, all demand can be scheduled (ignoring capacity limitations) to illustrate any shortfalls in capacity or excess capacity available. At the push of a button, all capacity can be limited to 100%; any unmet demand or less-than-target inventories will then be highlighted. The planner can then make adjustments such as adding an extra shift to see what is necessary to meet demand. Inventories are projected over time at the S&OP family level for comparison to target levels (in dollars as well as volume).



Track Budget, Actuals, and Forecasts in Units and Dollars

The report for any business is ultimately financial, and Arkieva turns plans into both revenue and earnings based on input selling prices and costs. Metrics compare actuals and plans vs. budget by S&OP family. Summaries by user-defined periods (such as quarters or total years) are available at a single click, as is the export of any data or graph to Excel for custom analysis.

What-if Capacity

The gold standard for executive S&OP meetings is the ability to perform what-ifs and get answers right in the S&OP meeting; Arkieva provides that flexibility. What if our demand increases 20%? What if we work seven days instead of six? The answers to these questions can be generated in minutes, allowing management to make the best-informed decisions during the meetings without reconvening for multiple iterations.

The combination of standard templates and customizable graphics makes Arkieva S&OP Central a superior solution for your S&OP needs. To learn more, contact us today.



Discover The Arkieva Difference

[LEARN MORE](#)

ABOUT US

Since 1993, Arkieva tools have been used in more than 200 unique applications around the globe, and most of our clients leverage Arkieva software to support collaborative planning teams in North America, Europe, and in Asia.