

World Class S&OP

A Guide to Successful Implementation and Robust Execution

BY DONALD H. SHELDON, CFPIM, CIRM



“The S&OP process is ‘the critical’ top management planning process in well-run organizations. Mr. Sheldon’s book does an excellent job of highlighting the elements for successful implementation of this process. This is a must-have book for all top managers in high-performance companies. I highly recommend it.”

— Mark Platt, CEO, Multistack

Due to a lack of state-of-the-art guidance, most firms still aren’t achieving the substantial end-to-end supply chain, profit and shareholder value improvements that the sales and operations planning process can help deliver. *World Class Sales & Operations Planning* provides the guidance needed to help maximize results. It delineates how to accomplish successful top management planning using a step-by-step approach and explains how to implement and execute robust S&OP process excellence. While achieving excellence takes practice, you can expect to begin seeing results almost immediately by following the guidance provided in this book.

KEY FEATURES

- Covers all aspects of S&OP, such as proper roles, agendas, schedules, cost planning, forecasting, capacity planning, and measurements, and how to link a company’s strategic and business plans to its detailed processes and tools used to operate the business
- Describes in detail how senior executives must be engaged for this process to return the maximum benefits of operational excellence, improved profits and shareholder value
- Explains how S&OP supports lean manufacturing, fits with ERP and improves end-to-end supply chain performance
- Teaches how to balance the supply and demand elements of overall sales rates with rates of production, aggregate inventories and order backlogs; how to shorten customer lead times; and how to improve supplier relations and service to end users
-  Offers free downloadable audit criteria for confirmation of S&OP process excellence and materials for training or course instruction — available from the Web Added Value™ Download Resource Center at www.jrosspub.com



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