



Total Plan Management

A myriad of challenges face businesses today as they strive to create plans that facilitate speed and flexibility in an often-fragmented global environment. Successful planning requires compliance management to integrate disparate plans and ensure corporate accountability. Companies need global plan visibility and control to enable rapid responses to changes and to provide a real-time virtual plan across functional boundaries and time horizons.

Organizational alignment is critical to understanding the interrelationships of metrics at different business levels and to synchronize the execution of plans across functions and time. Companies must react to supply chain problems, evaluate alternatives, and make effective decisions at the speed of business change, as well as enable resolution action consistency and drive continuous improvement across the organization. All of these functions must be supported by an infrastructure that facilitates fast and effective decision-making while leveraging existing investments in systems and processes.

Designed with these best practices in mind, i2 Total Plan Management provides companies with the framework to make plans happen. It is a comprehensive methodology comprised of i2's domain expertise and solution and service offerings that enable companies to create, evaluate, synchronize, review, and publish all plans across an enterprise.

Features and Benefits

i2 Total Plan Management appropriately identifies, analyzes, and resolves plan deviations using a closed-loop, plan-synchronize-control-review-publish cycle in a repeatable manner. The areas of focus for i2 Total Plan Management are:

Sales and Operations Management

Sales and Operations Management enables continued, cross-functional synchronization across different organizational entities to establish a single plan for "one version of the truth" that eliminates silos. Companies can proactively detect problems and respond appropriately through root-cause analysis and consistent resolution using process playbooks. i2 Total Plan Management allows for the rapid evaluation of multiple plan scenarios, driving profitable decisions related to the balance of demand and supply.

An overlay Sales and Operations Management solution enables plan synchronization, corporate plan accountability, and rapid financial impact analysis of multiple plan scenarios. The detailed planning workflows for Sales and Operations Management are enabled by i2 Demand Management and i2 Master Planning solutions that generate optimized demand and supply plans for the enterprise.

How fast can you plan and synchronize?

How fast can you change?

How smart are your changes?

i2 Total Plan Management addresses these questions by delivering the following:

- **Harmony**—Synchronizes plans across different entities and levels of the organization
- **Consistency**—Maintains a "single version of the truth" across the organization
- **Accountability**—Maintains an audit trail of actions throughout the plan life cycle to ensure corporate accountability
- **Repeatability**—Provides a framework that ensures consistent monitoring and resolution across the organization
- **Awareness**—Provides the necessary visibility and control to quickly get back on track when the plan and actual metrics are out of synch
- **Assessment**—Enables quick evaluation of alternatives and their impact on key operational metrics before making changes

Allocation and Promise Management

Providing increased visibility into current and planned supply, Allocation and Promise Management enables companies to achieve higher fill rates and make more accurate and reliable customer commitments. Preferential service can be provided based on customer priority, with order and seller channel differentiation. Companies can deliver fast global order promising based on availability, and increase profits by allocating supply intelligently.

Revenue and Expense Management

i2 Total Plan Management enables companies to boost customer service levels due to increased product availability and improved responsiveness. Cash-to-cash cycles are lowered with synchronized planning and execution. Better decision-making with i2 Total Plan Management leads to reduced expediting costs and operating expenses. As planner productivity increases, companies reduce costs for system changes and upgrades, as well as improve the return on investment from information technology assets.

“Sales and operations planning lies at the center of this suite of applications and it drives the value of our other applications ... Now we’re in a very good position because we’re getting the **same revenue with considerably less inventory** ... Real cash has been given back to the business by freeing up millions in working capital from inventories.”

***— Mark Carvalho
Program Manager, Supply Chain Operations
ADTRAN***

Value-Driven Solution Engagement Models

An i2 Total Plan Management engagement begins with a strategic diagnostic that establishes key objectives, recommends strategies, and establishes best practices and process and performance management initiatives. From there, i2’s results-focused engagement models, which are built on a continuous improvement framework, foster rapid and continued supply chain process innovation.

The traditional license approach incorporates an on-site build model that can include integration with existing enterprise resource planning and supply chain management systems. The next step is a rapid on-boarding process, with a diagnostic for each business line. When the Total Plan Management solutions are up and running, i2 provides support and maintenance as needed, while the customer runs day-to-day supply chain operations.

Customers can also leverage i2’s leading-edge knowledge and domain expertise through i2 Operations Services. Companies outsource supply chain processes related to plan management, bundling the services and solutions that they need. i2 Operations Services offers inventive, outcome-based approaches to resolving plan management challenges—redesigning processes when necessary and implementing technology to reflect those process changes.



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