

Charting YOUR SUPPLY CHAIN Journey



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Economic turmoil, market uncertainty and resource constraints are here to stay. But many supply chains were built around predictability and cost minimization. They aren't up to the task of optimizing supply planning in a dynamic marketplace. As a result, they struggle to:

- Meet customer orders expectations, such as on time/in full
- Ensure sufficient resources to meet plans
- Shift production to meet seasonality needs
- Arrive at the most profit-efficient production plan

31%

of manufacturers call inability to fulfill ongoing contracts a top operational concern.

Source: Deloitte

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What Organizations Need

To move forward, organizations need greater control and efficiency in their supply planning. They must be able to:

- Increase visibility
- Simulate various supply capacity, production planning, and scheduling strategies
- Balance costs, time, and impact on customers
- Continuously level up their supply planning capabilities

Advancing supply planning is a journey that starts from where an organization is now to where they need to be—and then continues to mature. Here's how supply planning capability progresses as capabilities evolve.

“Supply chains will be called to contribute much more to performance—and that will require a complete reimagining of planning operations, capabilities, company performance, and processes.”

McKinsey

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Establish a Supply Planning Foundation

Moving from spreadsheet-based planning to a well-developed supply planning application enables organizations to start accounting for more nuance and variation in their production planning.

This solid foundation enables organizations to do things like:

- Matching up supply and demand
- Visualizing capacity and constraints that impact production
- Providing better insights into raw material purchasing and labor/shift needs
- Increasing the ability to meet fill rates

“Having sophisticated planning capabilities and agility, enabled by improved end-to-end visibility of your supply chain, will be both key to mitigating risks and areas of vulnerability, and harnessing opportunities otherwise difficult to convert to benefits.”

KPMG

Evolve Beyond the Basics

Growing past foundational capabilities means adding more granularity and complexity to optimize capacity usage and trade-offs, go deeper, and fine-tune the plan, such as:

- **Gaining greater insights**
 - Ex., the financial impact of production planning decisions
- **Making more informed decisions**
 - Ex., considering production, packaging, and assembly steps in one integrated plan
- **Performing more advanced scenario planning**
 - Ex., modeling of different demand levels
- **Working more efficiently and collaboratively**
 - Ex., applying rules to automatically generate orders, but then manually reviewing them

76%

of manufacturers are relying on digital supply chain tools for increased visibility into their supply chain.

Source: Deloitte

Achieve Mature Supply Planning

With substantial improvements in visibility, efficiency, and profitability under their belts, organizations moving to advanced levels are ready to be even more holistic, strategic, and experimental. For example:

Holistic:

- Tightly integrating and orchestrate across the end-to-end network
- Considering the full range of variables
- Greater granularity that also takes tradeoffs into account

Strategic:

- Collaborating and adding value across the entire network
- Fully automating decision-making
- Optimizing the best-build strategy

Experimental:

- Performing advanced simulations

“Supply chain real-time decision execution adoption will increase 5x by 2028.”

Gartner

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Ready for a Dynamic Future

No matter what an organization's current capabilities, John Galt Solutions' Atlas Planning Platform and its Supply application helps organizations level up in their supply capacity and production planning maturity to take on today's outsized supply chain challenges.

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