



World Class Sales & Operations Planning: A Guide to Successful Implementation and Robust Execution

Donald H. Sheldon

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Effective sales and operations planning (S&OP) is the basis of nearly all highly successful business practices, as it allows for a balance between supply and demand at all levels - from high volume delivery levels, to the tools and processes used to run the business on an hourly level. However, due to lack of guidance, most firms are not achieving the increased end-to-end supply chain, profit, and share value improvements that an effective S&OP process can deliver. "World Class Sales & Operations Planning" is a comprehensive, step-by-step guide to designing and implementing a successful S&OP process, using little capital while still returning many times the investment. It also discusses how effective S&OP can improve supplier relations, shorten customer lead-times, stabilize production rates, and improve service to end-users.

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