



# SALES & OPERATIONS PLANNING FOR AUTOMOTIVE

Automotive suppliers are constantly in “firefighting” mode across their organization. Balancing demand changes, current supply and inventory challenges, and constant technology shifts keep you on the edge of your seat.

With the challenge of balancing all three aspects, Sales and Operations Planning can become almost impossible with the number of disruptions and unknowns in the market.

## **GAIN FULL BUSINESS ALIGNMENT FOR STRONGER FINANCIAL OUTCOMES**

Automotive suppliers can better meet financial targets and production goals with MCA Connect’s Sales & Operations Planning process. This service was built to address the specific challenges that the automotive industry faces:

- Complex and lengthy sales & production cycles
- Inaccurate visibility into forecast demands with market costs
- Delivery delays due to sales plan unreliability
- Complicated compliance standards and regulations

To face these challenges, automotive suppliers need to mitigate risk and maximize opportunities by building flexibility into the demand forecasting process.

## **HOW S&OP BENEFITS AUTOMOTIVE SUPPLIERS:**

- Accelerated Focus on P&L and Balance Sheet Impact
- 360-Degree View of the Market Lifecycle
- Reach Organizational Consensus for Production and Revenue Numbers
- Respond Quickly to Shifts and Opportunities to Maximize Revenue
- Gain More Visibility into Demand and Market Costs and Cycles
- Improve Relationships with Suppliers and Customers

**This service typically returns your investment within the first 12 months after implementation - and continues adding value long after.**

## WHAT'S INVOLVED IN CREATING A HIGH-PERFORMING S&OP PROCESS



### PHASE 1: ALIGN

We engage with process owners and stakeholders to set expectations on upcoming activities and level of involvement.



### PHASE 2: DISCOVER

We assess your current process, strategic goals, and KPIs. This phase includes measuring your organizational readiness for change.



### PHASE 3: DESIGN

We design an improved future-state process, realign your strategic goals and KPIs, and initiate organizational change management.



### PHASE 4: DEPLOY

We educate your team on the new approach and expected results, complete the change management process, and deploy the enhanced processes into your operating environment.



### PHASE 5: MONITOR

We monitor post-deployment acceptance, identify problem areas, and fine-tune the plan to increase your success.

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## WE'LL HELP YOU BUILD A COMPELLING BUSINESS CASE.

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MCA Connect can help craft a statement of investment, calculate time and cost, draft a statement of outcomes, create a flow out of financials, gather as-is state data and pain points, and translate it all into P&L implications.

To learn more about our S&OP process, visit our web page or [contact us!](#)

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