Sales and Operations Planning (S&OP) is a strategic business process that successful companies use to anticipate and synchronize the executive, supply, demand and financial components of their business in order to achieve focus, control, alignment, and superior business results.

People, Process, and Demand Works

Nearly all mid-sized and larger businesses can benefit from S&OP, but it takes three things to do it effectively:

- **People** who are committed to planning and working as a team, headed by an interested and involved executive leadership;

- **Process** including consistent and productive monthly demand review, supply review and executive consensus meetings;

- **And Tools** like Smoothie® Server, Cloud Smoothie®, and Advanced Reporting that provide the visibility, scale and simulation capabilities that unify demand, finance and supply in a single, highly visible framework.
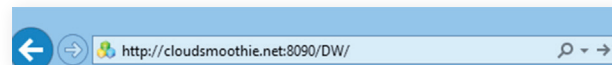
A Complete Spectrum of Solutions

Demand Works offers solutions for the desktop, server, and the cloud. Functionally, they cover forecasting, collaborative demand planning, inventory planning and optimization, finite capacity planning and S&OP.

We're best known for our world class server and cloud-based offerings, Smoothie® Server and Cloud Smoothie®. All Demand Works solutions make it easy to summarize key sales, inventory, production and procurement scenarios to support your S&OP cadence. And, they're 100 percent browser-based, extremely scalable, and offer unrivaled functionality and deployability.

All Demand Works server solutions are 100% browser based, greatly simplifying collaboration. There's also a macro-enabled integrated spreadsheet option for off-line collaboration.
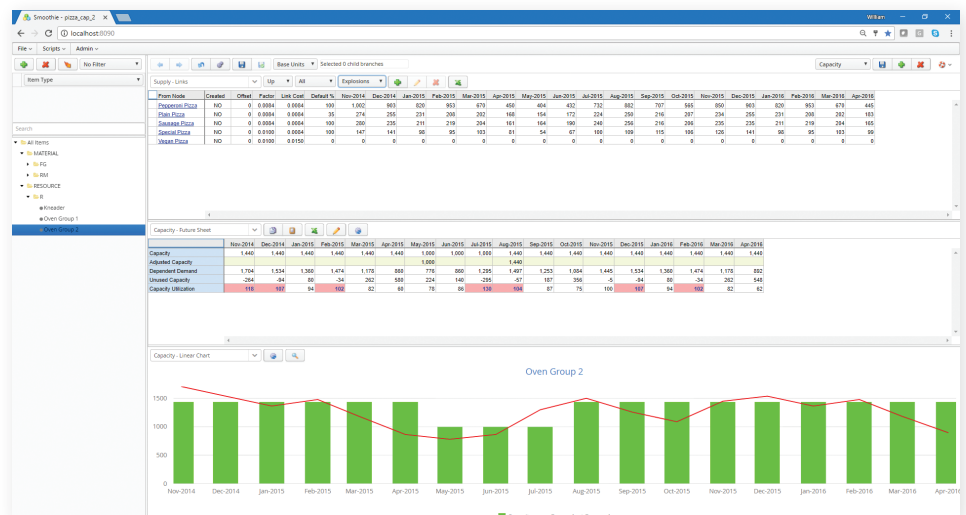
Consensus, Accountability and Alignment

Demand Works begins with a highly accurate and automated expert forecasting engine that considers changing levels, trends, intermittency, seasonality and external events. Once you have a good baseline forecast, you can then use the interactive tools for gathering collaborative input, gaining consensus and fostering accountability.

Smoothie has two different technical approaches for supporting collaborative processes including a light but highly functional version of

Demand Works' Finite Capacity Planning enables the optimization of constrained manufacturing and distribution supply chains, automatically solving for optimal resource assignments and strategic inventory builds.
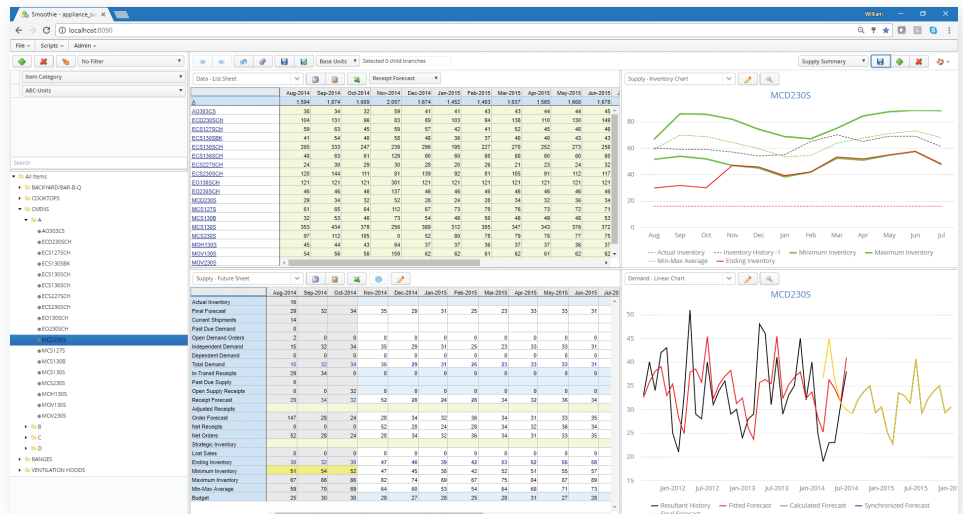
the standard browser user interface, or macro enabled Excel spreadsheets which can be automatically distributed and consolidated back to the server. By providing useful information such as baseline forecasts, historic sales, backlogs and previous plans in a single integrated framework, collaborators are able to quickly and easily improve forecast quality.

Demand plans are then combined with production, procurement and inventories to produce well-balanced and highly visible supply plans. Smoothie's Pivot Planning® makes it easy to view demand, inventory and supply at any level of aggregation, and in any unit of measure like price, cost, margin, or capacity. Smoothie has full visibility to all supply related information such as bills of material, formulations, or even transaction details such as open sales orders, purchase order balances and in-transit inventories.
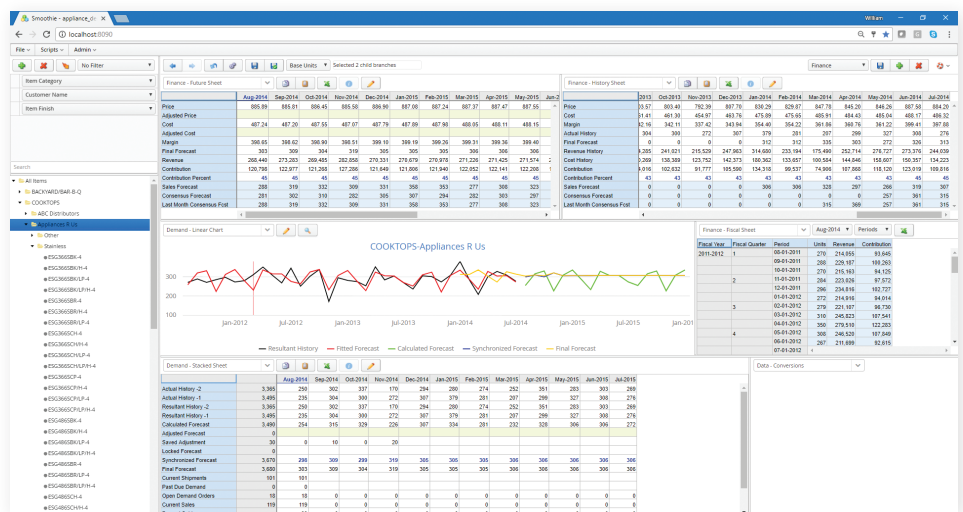
Demand Works supports the generation and storage of multiple demand-supply scenarios. Scenarios can be compared to each other, or to actuals. You can easily distribute plan information to all participants and stakeholders. Scenario-based planning enables best-in-class forecast performance reporting, simultaneously measuring bias and weighted errors at any level of aggregation and with varying time lags. It's vital to be able to evaluate forecast performance with time lags that are consistent with lead times.

World Class Technology

Smoothie Server and Cloud Smoothie are 100 percent browser-based, making them the most deployable solutions of their kind. Users will quickly see that there is absolutely no tradeoff in usability. The user interface is highly interactive and graphical, yet it performs well in challenging, long-distance networks. Smoothie is also extremely scalable, easily supporting scenarios with hundreds of thousands of item-location combinations.

Demand Works provides full and simultaneous visibility to demand, supply and inventories.

Plans can be viewed and modified in price, cost, margin, and alternative units of measure. Future prices and costs can be adjusted at any level of aggregation, enabling tight alignment of sales, production, and finance.

Pivot Forecasting® makes it possible for different groups of users with differing perspectives to all work together on a shared sales and operations plan. Sales can work at the customer level in dollars, while production and logistics managers work in units and focus on product and plant-level specifics.

Contact Us

Demand Works software is used by hundreds of the best companies in the world and including many of the most well-known global corporations. Contact us to find out how you can use Smoothie to improve your business. We will be glad to provide a demonstration – with our data or yours.

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