



**MCA**  
CONNECT

# Sales & Operations Planning

## For Equipment Manufacturing

Equipment manufacturers often lack accuracy in their demand forecasts or struggle to translate forecasts into actionable results.

Without an accurate plan or trusted forecast, inventory and production issues occur causing unnecessary expenses, disappointed customers, and unmet revenue goals.

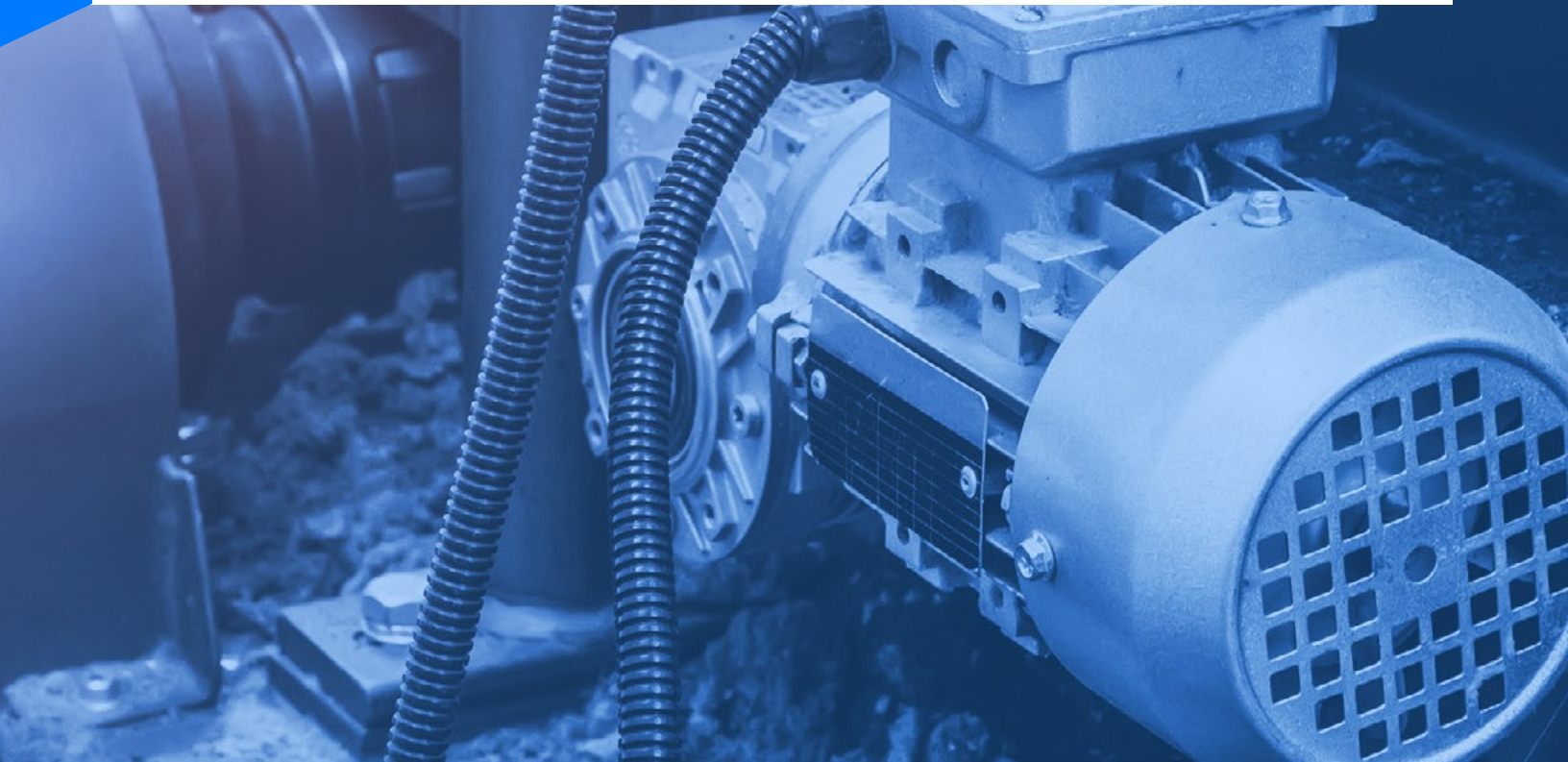
# Gain Full Business Alignment for Stronger Financial Outcomes

Equipment manufacturers can better meet financial targets and customer delivery goals with MCA Connect's Sales & Operations Planning process built for the specific challenges of equipment manufacturing. Deploy the right S&OP best practices and procedures to ensure continuous execution across your business, from executives to workers.

## How Our S&OP Service Benefits Equipment Manufacturers:

- Accelerated Focus on P&L and Balance Sheet Impact
- 360-Degree View of the Market Lifecycle
- Full Business Alignment
- Risk Mitigation

**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 KPI's. This phase includes measuring your organizational readiness for change.

## PHASE 3: DESIGN

We design an improved future-state process, realign your strategic goals and KPI's, 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.

Your success at aligning production with market demand depends on getting these **THREE** things right – and we'll help you with all three:

1. **Unified Forecast** – create a unified forecast with buy-in from all stakeholders.
2. **Holistic Strategy** – translate your demand forecast into holistic strategies that optimize your value stream from sales to supply chain to production to support to distribution.
3. **Strong Execution** – we give you the tools, training and mentoring needed to effectively communicate and execute your plan, from executives to workers.

**We'll help you build a compelling business case.** 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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