



Business Applications
Data & AI (Azure)
Digital & App Innovation (Azure)
Infrastructure (Azure)
Modern Work
Security

RSM's Sales & Operations Planning for Manufacturing & Distribution

Link strategic business plans with cross-functional tactical execution plans to best balance supply and demand.

RSM, the leading middle market consulting, tax, and audit firm's 16,000 employees focus on solving manufacturing businesses' complex problems using extensive market research and technology. Sales and Operations Planning (S&OP) is a cross-functional planning process that links strategic business plans with a tactical execution roadmap to best balance supply and demand and accomplish business goals.



Impacts and results

Best-fit statistical forecast modeling leveraged through Microsoft technology

Unconstrained and constrained forecast development through cross-functional review

Improved inventory planning and manufacturing efficiencies

WHAT WE OFFER

Sales and Operations Planning (S&OP) is a cross-functional planning process that links strategic business plans with a tactical execution roadmap to best balance supply and demand and accomplish business goals. RSM's approach begins with an assessment to evaluate the current process maturity at the client, which leads to either improving an existing S&OP process and/or implementing a customized, new S&OP process.

Supporting features:

- Process overview session
- Customer segmentation analysis
- Sales and Operations organizational assessment
- Current and future state system architecture mapping

The S&OP assessment is a critical first step to evaluating and implementing more advanced planning solutions stemming from D365, leading to additional process improvements for our clients.

Why Dynamics 365?

Modern Applications

Modern applications that deliver new experiences. Connect with a business' existing systems to allow organizations to digitally transform their way. Applications that use mixed reality, the ability to take an application that overlays on the reality in front of the user, guides them through a business process like never before. Connect with social networks, mobile devices, and micro-applications to drive intelligence and inform a more effective business process.

Unified Data and Processes

Unified data and processes that enable business without silos. Centralized data enables disparate groups to work together effectively with a single, trusted view of processes, relationships, and data. Data connectors allow thousands of systems to bring their data to a single network.

Intelligence That Delivers

Intelligence that delivers actionable insight. Data in the new world includes social, relationship, and productivity information in addition to insights generated by business systems. The right solution requires a unified approach that allows companies to automatically leverage their data to decide and act in real-time with expanded analytics, predictive algorithms, and automated AI.

An Extensible Environment

An extensible environment that enables change. The right solution establishes a data, communication, and application environment that makes it easy to evolve and extend existing business operations. RSM introduces technologies that enable users to create solutions where no solution exists and expand data analysis.



Transform on your terms with Microsoft Business Applications. Enable people to do their best work. Gain actionable insights. Thrive with solutions expressly built for change. Unlock next.

WWW.MICROSOFT.COM/DYNAMICS365

Key use cases



Sales

Respond to changing business requirements with a flexible platform to rapidly create new solutions and ensure old solutions are never truly finished.



Service

Understand your customers better and respond more quickly by accessing internal and external relationship data.



Finance and Operations

Increase your return on investment with Microsoft's agile and efficient cloud solution.



Talent

Extend your virtual team and coordinate faster with a consolidated view of team members, activities, and responsibilities.



Marketing

Gain end-to-end visibility by connecting data from external markets, social, and legacy sources.