

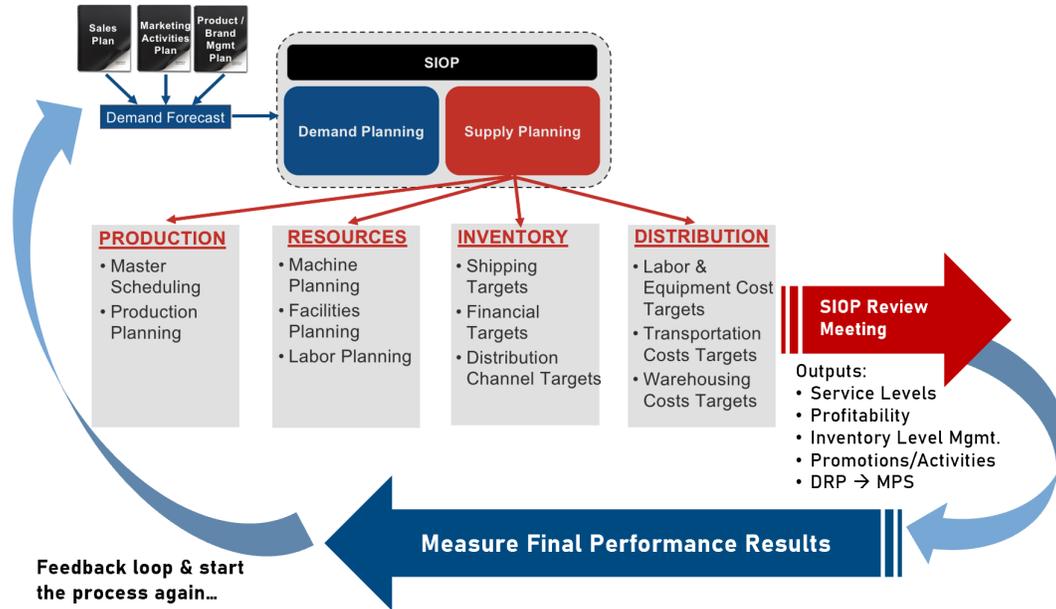
SALES, INVENTORY & OPERATIONS PLANNING (SIOP) KAIZEN WORKSHOP

Achieve Best-in-Class On-Time Delivery

Lower Plant Operational Costs

Optimize your Inventory Investment

Maximize your Revenue & Profitability



AGENDA (5 DAYS ON-SITE OR VIRTUAL OPTIONS AVAILABLE)

5-DAY AGENDA	DESCRIPTION
DAY 1	SIOP Training Overview Review & Map-Out Current Practice What's working; what needs to be improved? Kaizen Prewrite Data Review
DAY 2	Self-Evaluation: Identify Gaps and Opportunities Review Demand Planning Kaizen Prewrite Determine Demand Planning data structure Determine Demand Planning approach (Team Structure, RACI Matrix, Calendar, Sample Agendas)
DAY 3	Finish determining demand plan approach Identify Gaps, Opportunities Observe Other Product line Demand Planning Mtg & input from, on SIOP (1 pm Eastern) Review Supply Planning prework
DAY 4	Determine Supply Planning data structure (identify constraints, facilities, production strategy & resource/capacity planning) Determine Supply Planning approach (Team Structure, RACI Matrix, Calendar, Sample Agendas, etc) Finalize supply planning approach
DAY 5 (1/2 DAY)	Pre-SIOP / Partnership Meeting and Executive SIOP Determine and finalize Demand, Supply, Pre-SIOP & Exec SIOP Approach Capture all outstanding action items and establish „what, who, and when“ for each Build and deliver final kaizen report out



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OPERATIONS
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SALES, INVENTORY & OPERATIONS PLANNING (SIOP) KAIZEN WORKSHOP

WHAT IS SALES, INVENTORY & OPERATIONS PLANNING (SIOP)?

SIOP = Sales, Inventory and Operations Planning. A business process that provides management the ability to strategically direct its business to achieve competitive advantage on a continuous basis. It aligns the different functions involved in the forecasting of demand to delivery process: Sales, Marketing, Finance, and Operations. The process is performed at least monthly, brings together all functional plans, and reconciles, supply, demand, and new product plans. This kaizen will help an organization implement a rigorous SIOP process.

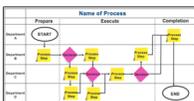
SIOP KAIZEN WORKSHOP DELIVERABLES:

SIOP SELF-ASSESSMENT



1

SIOP CURRENT STATE



2

SIOP TEAM STRUCTURE



3

RACI MATRIX

4

AGENDAS & CALENDAR



5

KEY ACTION TRACKER

6

ATTENDANCE TRACKER

7

SIOP PROCESS WORKBOOK

8

SIOP SOP DOCUMENT



9

KPI DASHBOARD

10

SIOP Benefits

- Increased transparency between departments
- More informed decision making about a product's demand and supply
- Better sales and budgeting forecasting
- Streamlined processes that improve overall customer experience

REQUEST A CONSULT:
INFO@LEANFOCUS.COM

How do I get started?

Schedule a Sales, Inventory & Operations Planning (SIOP) Kaizen Workshop

Take the first step toward workspace transformation. Contact us today to schedule a consultation and discover how SIOP can elevate your organization's operations.



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