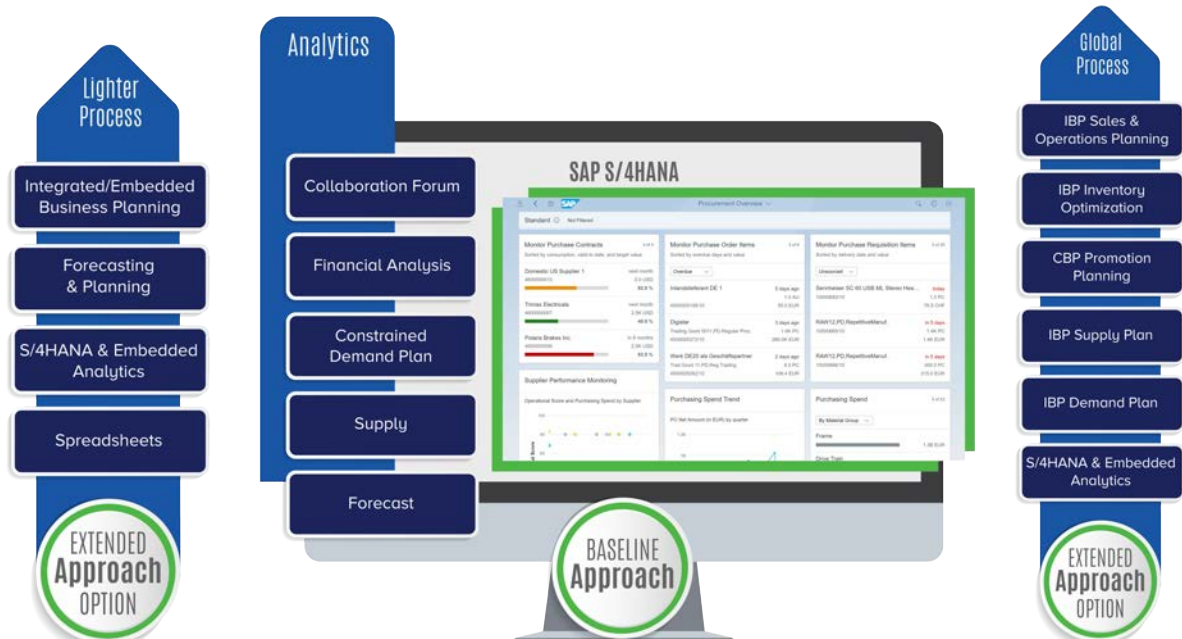


INTEGRATED PLANNING PROCESS FOR SAP

When it comes to developing an effective Integrated Planning (IP) strategy, there is no “silver bullet” that ensures the process will move smoothly from start to finish. While over time priorities may shift or product portfolios could change, the ultimate focus of IP is to put the business first with tools being secondary as a means to achieving these goals. IP involves getting the right process designed and in place, as well as focusing on critical areas that are unique to your company.

At C&A Technology (CAT), our mission is to enable business with technology and select the tool that is the best fit for our customers relative to their planning needs and business model. We consider all business factors in our recommendation, especially if the company's supply and demand cycles are not linear and we have to plan for them independently. Our IP process incorporates SAP best practices and considers multiple approaches to arrive at the decision that best fits the company's needs.



EXECUTIVE BUY-IN IS KEY



Your strategic planning process should be distinct and separate from your tactical business planning. The integration of the two should start with an overall corporate vision that flows directives downstream to other parts of your operations. For IP to be successful, your executives must own the process and support its adoption across all levels of the organization.

Too often, the software is unfairly blamed if there are any issues, which is why there needs to be support across the company to ensure that good data is being used to support solid, actionable business decisions. To kick off your IP processes, engage with CAT to ensure that the right tools are selected and all the sequential steps are supported by our SAP experts that bring 20+ years of experience to your project.

CAT'S IP SERVICES

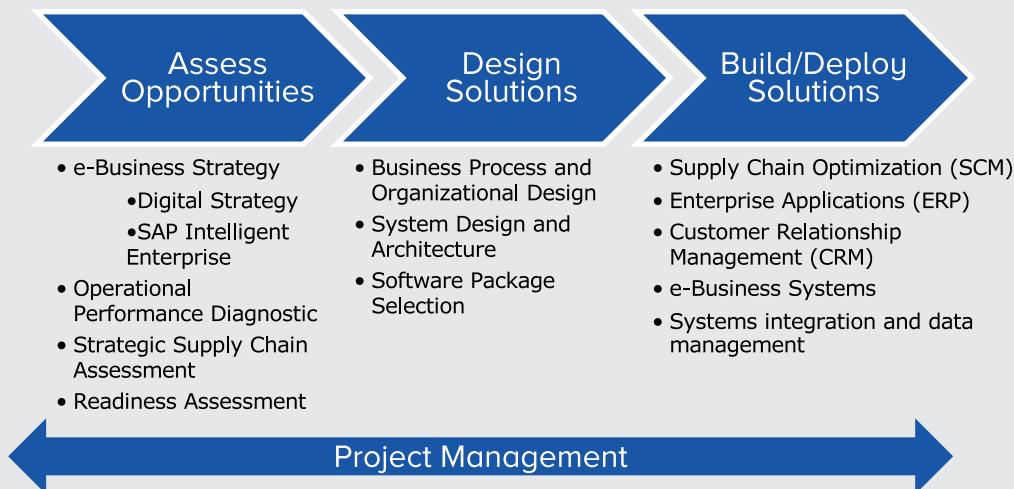
To help companies integrate their strategic and tactical planning into an actionable enterprise plan, CAT offers a variety of services that range from:

- **Assessing opportunities** to examine your critical strategic components including supply chain, readiness, and operational performance.
- **Designing the solution** including recommending the right technology that will support the company's IP goals and objectives.
- **Building and deploying solutions** that integrate key systems including ERP, CRM, supply chain, e-business, operational performance, and more.

During the initial phases of the IP project, CAT will engage with a third-party, world-class management consulting firm to lay the groundwork for your process plan. Once we have the information we need to recommend technology options, we will work with you to select the right solution and map it to your needs to ensure long-term success.

CAT SERVICE OFFERINGS

Working to convert opportunities into results



For more information on CAT
and our services, visit:



www.catechnology.com

Speak with Don Mackenzie, CAT's SAP Practice Lead

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