DATA SHEET

New Horizon Sales and Operations Planning

Collaborate to Achieve Operational and Financial Goals

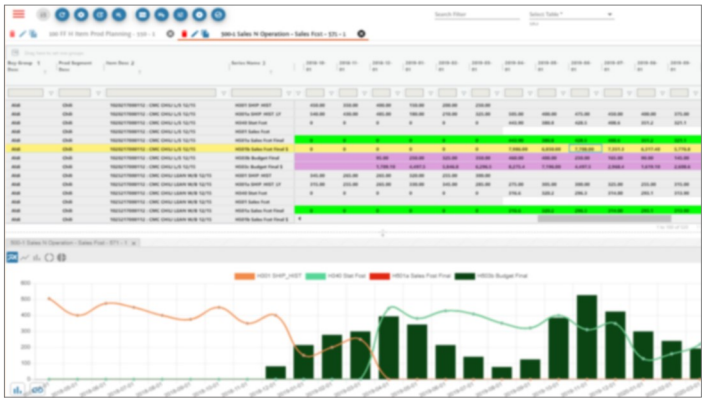
A Single System Unifying Demand, Supply, and Financial Planning

Today's high levels of demand and supply uncertainty present a challenge for meeting operational and financial goals. To meet this challenge, companies are embracing the sales and operations planning process (S&OP) to closely monitor business conditions, identify potential performance gaps, and keep their organizations on track.

New Horizon Sales and Operations Planning provides a single integrated platform for enabling your S&OP process, following the industry-standard steps of product, demand, supply, financial, and executive review. Because all your up-to-date product, demand, supply, inventory, and financial plans are in the same system, you can quickly and easily run what-if scenarios and arrive at a consensus operating plan that will achieve your company goals.

Start With a Better Demand Plan Using AI and Machine Learning

The S&OP process begins with reviewing demand, so you will want to begin with the most accurate forecast possible. New Horizon offers next generation forecasting technology, taking advantage of the latest advances in artificial intelligence (AI) and machine learning. Our forecast engine uses ten forecasting models, including Facebook Prophet, which is particularly good under conditions of rapid change.



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New Horizon's technology is designed to deal with disruptions, such as the COVID-19 pandemic and other natural, economic, and geopolitical events. New Horizon uses AI technology to improve forecast accuracy during such periods. After such disruptions, New Horizon automatically compensates for the skewing of demand history caused by such events.

Plan Future Supply Needs Using Rough-Cut Capacity Planning

During the S&OP process, planners need to project resource and labor needs at an aggregate level so they can ensure there is enough capacity for the medium and long term. New Horizon's rough-cut capacity planning enables you to plan supply at the product family level on a monthly, quarterly, or annual basis. This way, you can evaluate alternative scenarios quickly and focus on the big picture.

Simulate and Compare What-If Scenarios to Select the Best One

S&OP requires that you simulate new plans to close gaps with respect to demand, supply, and financial performance. New Horizon's high performance forecasting and rough-cut capacity planning engines enable you to quickly simulate alternative scenarios under

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KEY CAPABILITIES

- Single platform for demand, supply, inventory, and finance
- Ten forecasting models, including Facebook Prophet
- AI and machine learning algorithms to select the best forecasting model
- Rough-cut capacity planning
- Simulation and scenario analysis
- Built-in KPIs to set goals and track performance
- Real-time alerts for supply and demand anomalies
- Audit trails and archiving of plans
- Post-mortem analysis
- Intuitive user interface that makes it easy to manipulate data and identify exceptions

KEY BENEFITS

- Improve forecast accuracy by up to 44% vs. other solutions
- Analyze quicker, make better decisions, and respond faster
- Achieve company goals in key areas such as revenues and margins
- Increase service levels, on-shelf availability, and revenue
- Reduce inventory and supply chain costs; Increase margins
- Improve planner adoption and productivity
- Accelerate planning cycle times

new assumptions to close gaps in performance. You can then compare different scenarios so you can choose the best one.

Use Built-In KPIs to Set Goals and Track Business Performance

New Horizon Sales and Operations Planning comes out of the box with best practices KPIs so you can easily monitor performance and set goals for the future. Exception management features alert you to performance gaps.

Use Post-Mortem Analysis to Identify Causes of Missed Plans

When performance falls short of plans, New Horizon allows you to conduct post-mortem analyses. This way, you can determine the root cause of plan misses and take corrective action to minimize repeat problems.

Maximize Adoption and Productivity With an Intuitive User Experience

New Horizon's user experience (UX) is based on lessons learned from over 100 planning implementations. Our modern UX is easy to use, features highly configurable layouts and workflows, and makes it simpler to manipulate data and identify exceptions. Powerful features include multi-level pivot, multi-sort, column filter, resizable elements, and dynamic search. The result is increased user adoption, greater planner productivity, and shorter planning cycle times.

New Horizon — The AI Planning Suite

Sales and Operations Planning is just one application in New Horizon's comprehensive planning suite. The New Horizon Suite brings a more modern approach to supply chain planning software. We leverage the latest advances in AI, machine learning, and cloud technologies to offer better plans, a more intuitive user experience, and quicker, less expensive implementations. The result is superior service levels, reduced inventory, faster time to value, and lower TCO. New Horizon – The AI Planning Suite™.

To learn more:

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