End-to-End Planning Transformation

BUSINESS NEED

Irrespective of the type of program (growth or recovery), the transformation programs are critical to step-change improvements in organizational performance. They all seem great at the kick-off meeting, but after a few weeks, results are a mixed bag of hits and misses.

Research shows that over 70% of transformation initiatives fail to meet their intended impact. In our experience, the top two pitfalls are ineffective change management and program management. The lack of integration and user adoption (of technology and new processes) are the next major value-realization risks.

Clariem's End-to-End (E2E) Planning Transformation program is created using hard-earned lessons gained through confronting the realities at several clients, across industries.

KEY BENEFITS

✓ On-demand access to knowledge assets, experts and latest thinking on end-to-end planning topics

✓ Proactive management of the organization's political challenges with disciplined change management

✓ Engaged sponsors with effective governance

✓ Delivery momentum throughout the program duration with agile PMO and delivery practices

✓ Clients stay in the driving seat of the program as they engage multiple technology vendors and consulting partners

✓ Value realization with effective release management

PROGRAM SCOPE

This program aims to drive the transformation of the two critical capabilities of any company: supply chain planning and product lifecycle management.

Supply chain: sales forecasting, demand planning, supply planning, long-range planning, network design and IBP/S&OP, along with its translation to operational planning-S&OE and supply chain intelligence/analytics

Product: Product segmentation & portfolio management, PLM, innovation cadence and new product launches

Considering the alignment need across products, operations, commercial and finance groups, planning transformations are inherently complex. We have created a comprehensive set of approaches and toolkits to unclog and accelerate the value delivery.

With an eye on balancing organizational health and quantitative results, we drive the user adoption of new business capabilities – as promised by the transformation initiatives.

CLARIEM
Complexity Clarified.

PROGRAM SERVICES AND VALUE BLOCKS
(to be customized for specific client engagements)

A
Program Planning and Operations Strategy

- ✓ Transformation program planning
- ✓ Program governance and oversight
- ✓ Product segmentation and operations strategy

B
Supply Chain Technology Adoption

- ✓ Supply chain software selection: RFI/RFP management
- ✓ Process and data readiness for technology vendor. Pilot execution
- ✓ Training and user adoption of the new technology

C
Change Management

- ✓ Change strategy with client-specific org health and org performance criteria
- ✓ Execution of the communication and engagement plan
- ✓ Roles update and training for change adoption

D
End-to-End Planning Process Playbook(s)

- ✓ E2E planning process documentation (multi-level)
- ✓ Process-aligned org collaboration model
- ✓ Process-anchored ready-to-adopt playbook development

E
Agile Transformation Office

- ✓ Agile methodology customization and toolkit
- ✓ Set up delivery teams and program delivery oversight
- ✓ Release management & value realization

ABOUT CLARIEM PROGRAMS

Clariem programs are designed to fully transform a client's specific, high-priority business capability in 6 to 9 months and demonstrate the value-realization with our team's active engagement.

We have created these programs based on our experience with dozens of clients over the years, as the most effective engagement model, to help our progressive clients succeed. This model is based on the fundamental principle that both parties, the client and the consultant, have the same objective of building and adopting the solutions that truly meet client needs on an ongoing basis.

In this age of uncertainty and change, our programs provide clients with the flexibility to choose specific value blocks, as required. Additionally, the programs enable the continuity of value realization with ongoing access to thoughtfully organized knowledge assets and the consultants who understand the organizational context.

ENGAGEMENT APPROACH

1. Share Your Objectives
2. Access Customized Program Resources
3. Pilot Your Value Bundle (Complimentary)
4. Join Program
5. Value Delivery (Live Phase)
6. Continuous Value Realization Oversight

Let's Talk!
+1.408.438.1549 info@clariem.com

For additional info: www.clariem.com

CLARIEM
Complexity Clarified.