

Oracle Sales & Operations Planning

Do you want to proactively manage your business performance to achieve your long-term revenue and profit goals? Do you want to better connect strategy with operations, adapting quickly to changing business conditions? Would you like your organization to align on a single and most attractive plan? Oracle Fusion Cloud Sales and Operations Planning (Oracle S&OP) enables you to implement continuous and forward-looking integrated business planning that profitably aligns product, demand, and supply plans with your strategic and financial objectives.

Enable Next-Generation Sales & Operations Planning

For too long, S&OP has been regarded as just a process for balancing supply and demand. With the right process and software, S&OP can achieve its true potential and become a powerful means for executing on your overall business strategy, a process also referred to as integrated business planning. Oracle S&OP enables this process by monitoring the health of your product portfolio, ensuring that your demand plan achieves company revenue targets, while generating a supply plan to profitably meet demand and reconciling your operating plans with your overall financial goals.

Key to consistently and profitably executing on your strategy is aligning your organization around a common set of forward-looking metrics and a shared operating plan for achieving these metrics. And when it's time to move plans into execution, you will want a solution that can translate S&OP decisions into tactical plans, and then continuously monitor your performance to ensure you are staying on target. Oracle S&OP makes all this possible with a next-generation S&OP solution.

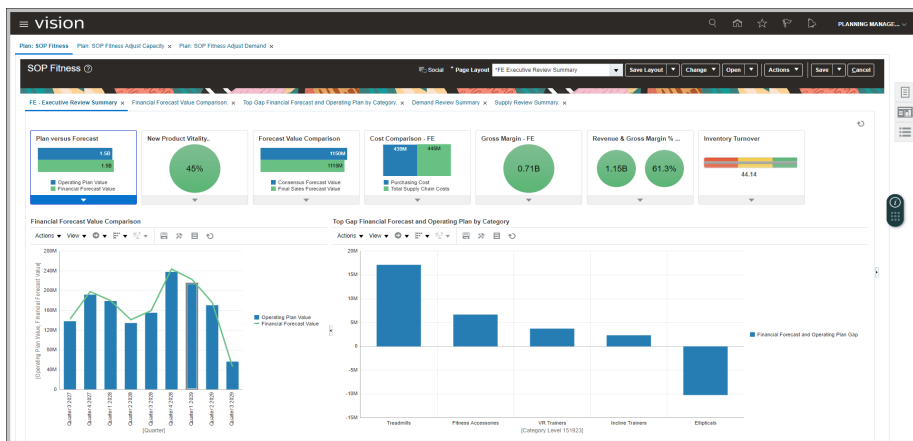


Figure 1. S&OP Cloud Executive Review dashboard with modern interface and embedded analytics

Align the Enterprise with Best Practice Processes

Oracle S&OP helps you collaborate and reach consensus amongst sales, marketing, finance, product development, and operations so that your entire organization is marching in concert.

Quickly Implement a Proven Methodology

Many companies' S&OP processes fall short of recognized best practices, resulting in disappointing business results. Other companies have defined good processes, but they use spreadsheets or inadequate S&OP software and as a result, struggle to execute the process and maintain it over time. Oracle S&OP is designed to help your company quickly adopt a sustainable, step-by-step, best-practices approach to S&OP. The solution comes with configurable process templates for each of the five stages of S&OP: Product, Demand, Supply, Financial, and Executive Reviews. Each process template includes a standard list of tasks and a place to track action items, decisions to be made, and notes. With these process templates, you can quickly adopt best practices to maximize ROI through reliable, executable plans while accelerating time to benefit by drastically cutting down on churn activity and plan generation time.

Harness Collective Knowledge Using Social Collaboration

Resolving issues requires effective collaboration on a communication platform that provides the right context and tools. With Oracle S&OP, users can collaborate with colleagues to highlight and quickly resolve planning issues. Communications are associated with specific plans or planning cycles, and a record of all such communications is kept for future reference.

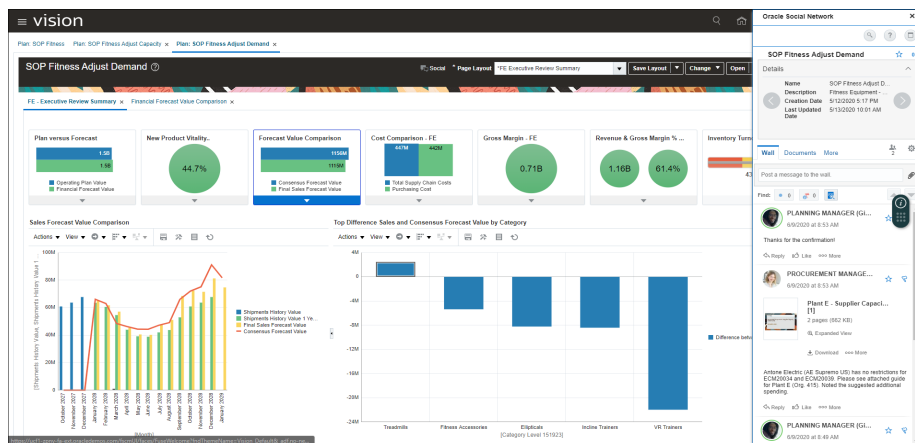


Figure 2. Enterprise social collaboration pop-up on Oracle S&OP Cloud screen

In addition, S&OP makes use of planning notes so that you can document changes to plans and the assumptions, risks, and opportunities associated with those changes. This way everyone understands the thinking behind new plans, helping your S&OP process foster better accountability within the organization.

Arrive at a Consensus Operating Plan

Oracle S&OP helps your organization develop a consensus plan using collaborative planning capability. The consensus forecasting feature combines different marketing, sales, and operations forecasts according to configurable weightings. Once you have a consensus forecast, features such as enterprise social collaboration, supply simulation, and financial reconciliation allow your organization to select the best operating plan that meets the needs of various stakeholders, without surprises and with clear consensus.

Make Better Decisions Using Embedded Analytics

With comprehensive analytics, Oracle S&OP gives you the information you need to monitor performance, understand shortfalls, and analyze new plans.

Gain Better Insights with Best Practices Layouts and KPIs

A set of summary dashboards, layouts, and detailed tables are provided for each of the five stages of S&OP, Product Review through Executive Review. Each summary dashboard has a ribbon of graphical KPIs across the top for monitoring performance versus targets. Exception management capabilities pinpoint problem areas. Users can drill into details to understand the root causes of problems and take corrective action.

Tailor Analyses to Your Unique Needs

While Oracle S&OP comes with numerous best practices dashboards, layouts, and metrics, you can modify these elements or create your own to meet your unique needs. In addition, other elements can be modified, including dimensions, hierarchies, measures, goals, exception thresholds, and guided contextual navigations.

Achieve Business Goals by Acting on New Plans

Oracle S&OP provides simulation capabilities so you can evaluate alternative what-if plans. Once you select a plan, seamless integration between S&OP and tactical planning systems ensures that you can act on decisions you make during the S&OP process.

Quickly Simulate and Compare Alternative Plans

During the Supply Review stage, you will want to run alternative supply plans within the S&OP application to reconcile demand, supply, and financial plans. With Oracle S&OP in-memory processing, you can quickly run constrained supply simulations to accommodate changes such as an increase in demand or see the impact of changes to a wide range of supply parameters such as capacity, lead times, bill of resources etc. If you also subscribe to Oracle Fusion Cloud Supply Planning or Oracle Fusion Cloud Demand Management, you can generate new demand forecasts from within the S&OP application. Finally, when it's time to select the best plan, you can evaluate plans side by side and compare key metrics.

Meet Long-Term Supply Chain Needs with Aggregate Planning

To make long-term strategic decisions relating to issues such as production capacity and raw materials supply, S&OP provides rough-cut capacity planning using its aggregate planning capability. You can plan at the product category and month level, for example, and focus on just critical components and resources using a flat bill of resources. This way, with a compact and relevant supply chain representation, you can quickly simulate alternative scenarios over strategic time frames without getting bogged down in analyzing superfluous detailed plan output related to nonessential items and manufacturing routings.

You can simultaneously view resource and material requirements for a finished good at multiple supply chain levels to quickly identify and reduce supply and resource bottlenecks.

Link S&OP Decisions with Overall Business Planning

Once you've made decisions during the S&OP process and approved a new operating plan, Oracle S&OP helps move plans into execution using the close integration between S&OP and tactical planning systems. S&OP Cloud sends the consensus forecast to Oracle Supply Planning for use as a demand schedule to generate constrained supply plans. With visibility of execution data from these systems, S&OP helps you stay on track by continuously monitoring plan execution, a process known as Sales and Operations Execution.

Extend Your Planning Process as You See Fit

Most cloud planning solutions only offer simplistic "one-size-fits-all" capabilities. Oracle S&OP changes the game with comprehensive capabilities that are not only easy to use but can evolve with your business. It's tightly integrated with

the rest of Oracle Supply Chain Planning, so you can seamlessly share demand and supply information within the same user interface. It's also integrated to other Oracle Fusion Cloud SCM services, saving valuable time otherwise spent on implementation. Since Oracle S&OP can be used for businesses that are still running on-premise ERP solutions, you don't have to shift everything to the cloud at once. You can start with S&OP and transition the rest of your applications later. A series of REST Application Programming Interfaces (APIs) also support the extraction of data such as items, bill of resources, supplier and resource capacity from external programs as required.

Take advantage of Oracle S&OP's world-class simulation, collaboration, ease of use, and ease of deployment to take your planning to the next level. It's simpler, faster, and better: Cloud without compromise in one powerful connected platform.

Related Products

- **Oracle Fusion Cloud Demand Management** predicts and models future shipments, orders, and other demand signals.
- **Oracle Fusion Cloud Supply Planning** plans material and capacity and responds to demand, availability and resource issues as they occur.
- **Oracle Fusion Cloud Supply Chain Collaboration** shares order forecasts with suppliers and collaborates on their commitments.
- **Oracle Fusion Cloud Order Management** centralizes and standardizes your order fulfillment across multiple sales channels.
- **Oracle Fusion Cloud Supply Chain Execution** defines and executes production, shipping, receiving, transfer, and other execution activities across the global supply chain.
- **Oracle Fusion Cloud Enterprise Performance Management** helps model and plan across finance, HR, supply chain, and sales and streamline the financial close process.

Connect with us

Call +1.800.ORACLE1 or visit **oracle.com**. Outside North America, find your local office at: **oracle.com/contact**.

 blogs.oracle.com

 facebook.com/oracle

 twitter.com/oracle

Copyright © 2025, Oracle and/or its affiliates. This document is provided for information purposes only, and the contents hereof are subject to change without notice. This document is not warranted to be error-free, nor subject to any other warranties or conditions, whether expressed orally or implied in law, including implied warranties and conditions of merchantability or fitness for a particular purpose. We specifically disclaim any liability with respect to this document, and no contractual obligations are formed either directly or indirectly by this document. This document may not be reproduced or transmitted in any form or by any means, electronic or mechanical, for any purpose, without our prior written permission.

Oracle, Java, MySQL, and NetSuite are registered trademarks of Oracle and/or its affiliates. Other names may be trademarks of their respective owners.