



Sales and Operations Planning Review - Process (Overview)

Company Name:

Company Name
01/01/2008

Review Date:

	Score	Weight	Weighted Score		
Top Management Involvement	0.0	2.0	0.0		
S&OP Process	N/A	1.5	0.0		
Demand Management	N/A	1.0	0.0		
Operations Management	N/A	1.0	0.0		
Supply Chain and New Product Introduction	N/A	1.0	0.0		
			0.0	Total Available	
				8.0	
Overall Evaluation	<table border="1" style="display: inline-table;"><tr><td style="background-color: red; color: white; text-align: center;">0.0</td></tr></table>			0.0	
0.0					

This sample assessment allows you to measure your "Top Management Involvement." This is one of the key areas for a high performance Sales and Operations process.

For more information and a copy of the full assessment please contact us at dbm@dbmsys.com



Sales and Operations Planning Review - Process (Details)

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Top Management Involvement

0.0

	1	2	3	4	
Top Management Involvement in S&OP Process? Top management should run the S&OP process for the company or division and should also support and stand by the decisions made in the S&OP process.	No Involvement	Sporadic Involvement	Involved but not running process.	Owns process, fully participates, and supports decisions made as part of process.	0
Top Management has clear vision of the S&OP process. Clear understanding of the objectives of S&OP, the business benefits to be derived from S&OP, and also clear understanding of the process.	No vision known or presented	Vision is known but not communicated.	Vision is understood and has been communicated to participants	Vision is understood and communicated regularly to all participants	0
Management has ensured that S&OP process and outcomes are understood by participants? Provide resources to ensure team members understand roles and responsibilities in the S&OP process.	No training/resources provided	Some Training and resources provided to key individuals	Training provided to all participants in the process.	Formal training completed with ongoing education plan. Formal policy including roles and responsibility.	0
Top Management supports the S&OP project lead. The project lead may or may not report to top management, however they must be supported	No support, or no project lead assigned.	Project lead supported in limited functions within their area of expertise.	Project lead supported by top management in cross functional areas of organization.	Project lead is supported fully by top management, including resolution of conflict with other executives.	0
Annual operating plan (budget) linked to the S&OP Process? S&OP process should be integrated with both the monthly and annual budget process. The plan should be X-checked to the budget by family.	No linkage	Budget compared and linked to Budget annually.	Quarterly linkage of S&OP to Budget	S&OP is a key input to the budget process. Monthly x-check performed to ensure S&OP links to budget. Both prepared in same family	0
Effectiveness of the S&OP process is measured by Top Management? Measurements include, Financial Plan accuracy, Demand/Operations/Inventory plans accuracy, customer delivery performance. Measurements should be posted as part of the S&OP process	No ongoing measurement	Some measurements of effectiveness in place but not owned by upper management	Measurements in place, and sporadically shared with management team.	Multiple measurements in place. Measurements reviewed as part of S&OP process. Owned and communicated by upper management	0