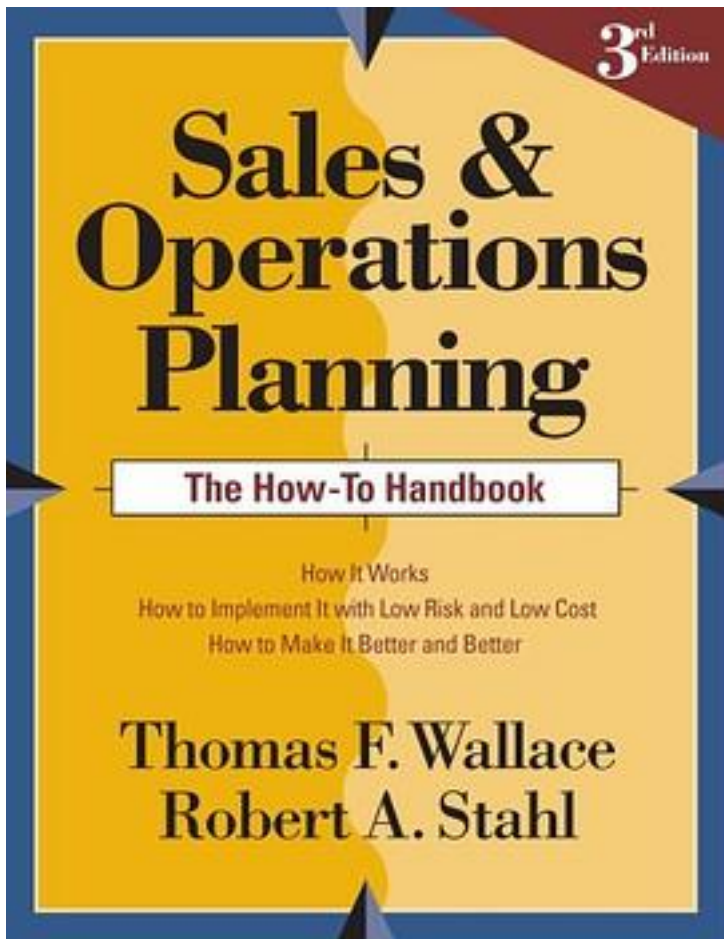


Sales and Operations Planning



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Within this book, you'll be able to "go inside" a baker's dozen companies and learn how they use Sales and Operations Planning to run their businesses better. You'll meet large companies and smaller ones, household names and names not widely known,

companies whose products you use and companies whose products you've never heard of. You'll also hear from the consultant who helped them implement SandOP. The Best Practices Companies are: AgfaAmcorCast-FabCoca-Cola MidiDanfossEclipseEli LillyEMSIterbake FoodsNorse Dairy ProductsPyosaThe Scotts CompanyUnicorn Medical Learn: What is this thing called SandOP and why do successful companies use it? What's involved, what are the steps, and how does it work? Where does SandOP work? With which kinds of products? With which kinds of customers? Does it help with the New Product Development and Design process? How are the demand and supply plans for the detailed product mix managed in a way that is consistent with the volume plans from SandOP? Is SandOP really needed in a company using Continuous Improvement methods like Lean Manufacturing or TQM/6 Sigma? How does SandOP work with Supply Chain Management: outside the company, with customers, and with suppliers? In what size company does SandOP work best? How does it work in privately-held companies, global companies and companies using a matrix organization structure? Does SandOP survive ownership or organization changes? How can a company be sure that its financial plans match its operational plans?

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