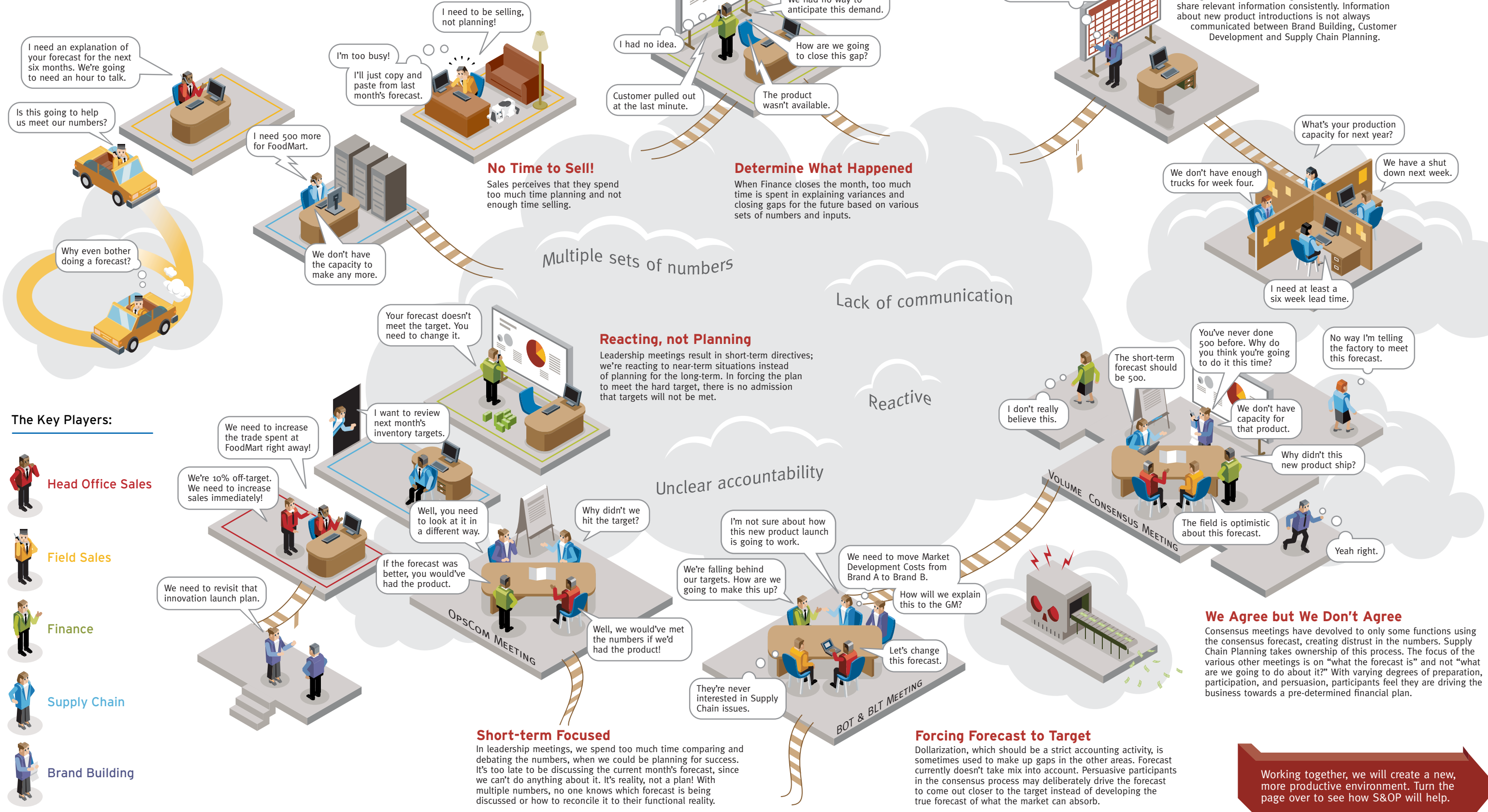


WHY DO WE NEED S&OP?

One of our biggest challenges in the Sales & Operations Planning (S&OP) process is having multiple sets of numbers to plan our business around: the AMPS Field Call, the Financial plan, the Consensus number, and various other numbers create an air of distrust in and a lack of clear ownership of numbers and decisions. "Modifications" to the process by different categories have made it inconsistent across the business, putting continuity and effectiveness of the S&OP process into jeopardy.



Working together, we will create a new, more productive environment. Turn the page over to see how S&OP will help.