

Previous S&OP Application Schema

Sell	Deliver	Make	Source	Service
Strategic: Multi-year views in viewed in aggregate				
Sales and Operations Planning: Focus within months within the tactical horizon on actionable timelines for decisions on revenue management, operational planning, sourcing strategies, and new product launch				
CRM: Operational planning for sales deals (weekly views for 4-6 weeks)	Demand Planning: Forecasts for Periods of 12-18 months.	Distribution Planning: for customer service (weekly views for 12-18 months)	Supply Planning: Constraint-based planning with manufacturing (weekly views for 12-18 months)	Material Requirements Planning: for sourcing(weekly views for 12-18 months)
Sales Operations: Executional planning (Daily views within the week)	Demand Sensing: Sensing market demands in the period of 0-6 weeks.	Deployment Planning: (Short-term planning for 0-6 weeks with daily views)	Manufacturing Scheduling: (Daily views within the week for 0-6 weeks)	Supply Sensing: Sensing supplier shifts. (Daily views within the week) for the period of 0-6 weeks.
Market Execution	Warehouse Management & Transportation Planning		Manufacturing Execution	Procurement Execution
				Service Execution Planning and Dispatch