

Symphony Metreo, Inc.

FS&OP Manager



Business Challenge

Businesses and their supply chains have grown increasingly complex over the past several years. Increased customer expectations, market competition, and demand volatility have created a tremendous need for proactive and collaborative planning processes. Furthermore, traditional supply-chain functions focus on unit volume without consideration for the financial impact of supply-chain decisions. This situation often leads to business results that are less than optimal and missed financial targets.

Solution Description

FS&OP Manager aligns the entire organization, making it easier for operations to formulate responses to the market, competitive pressures, and unexpected events that further the strategic goals of the enterprise. It monitors the events affecting forward supply and demand, and highlights the changes that have the most significant impact on corporate targets. FS&OP Manager puts advanced analytics and modeling capabilities into the hands of operations decision-makers, so that they can monitor performance; model decisions collaboratively with sales, marketing, supply chain, and finance; and execute decisions to internal systems with write-back capabilities.

Value Proposition

FS&OP Manager provides value to manufacturing organizations across a broad spectrum of process maturities from traditional sales and operations planning (S&OP) reporting to interactive scenario planning and decision execution. Organizations have benefited greatly by understanding the financial impact of supply-chain decisions, resulting in better organizational alignment, decision-making and performance. FS&OP Manager has delivered significant improvements across many organizations, including reductions in expedited and overall shipping costs, and decreases in inventory with corresponding reductions in stock-out events. In addition to the financial benefits, the application brings organizations together by allowing cross-functional teams to collaborate and make decisions on a single, global set of numbers for demand and production planning.

Company Description

Symphony Metreo helps organizations meet their financial goals of revenue and margin with innovative solutions that align and synchronize top-down planning with bottom-up execution by focusing on the strategic levers of price, volume and cost. Symphony Metreo serves global enterprises with innovative, award-winning applications targeting enterprise pricing, operations management and performance management. Headquartered in Palo Alto, CA, Symphony Metreo is a wholly owned subsidiary of the Symphony Technology Group.

IBM Segment

- Data Management

Business Function

- Decision Management

Target Industry

- Automotive
- Consumer Products
- Electronics
- Industrial Products
- Life Sciences

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