

FINANCE UNIFIES

SALES & OPERATIONAL PLANNING

S&OP is converging with financial planning to create a unified business plan. Finance is leveraging Corporate Performance Management (CPM) software to visualize constraints and signaling of trends



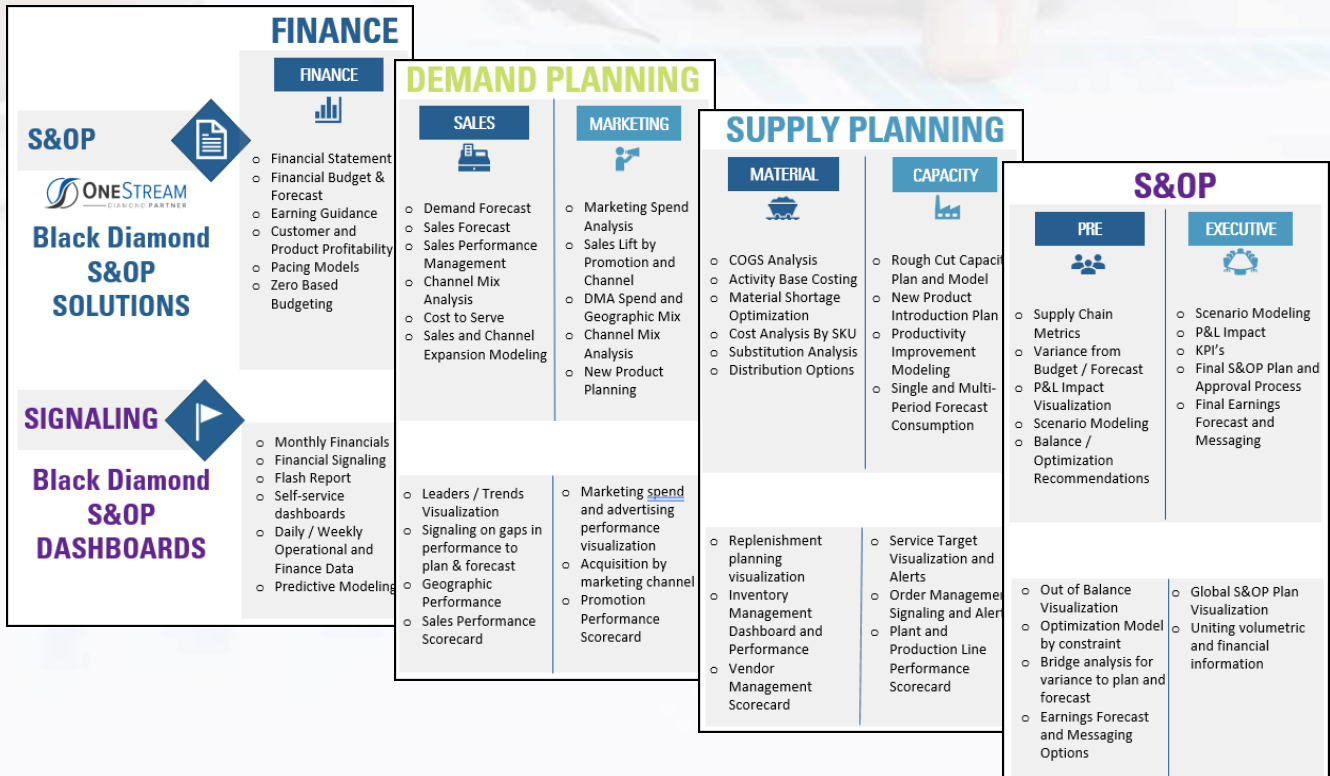
The entire thesis of S&OP is to create “One Plan” that integrates Sales, Marketing, Finance, Manufacturing, and Supply Chain

WHO is going to lead this initiative within the organization?

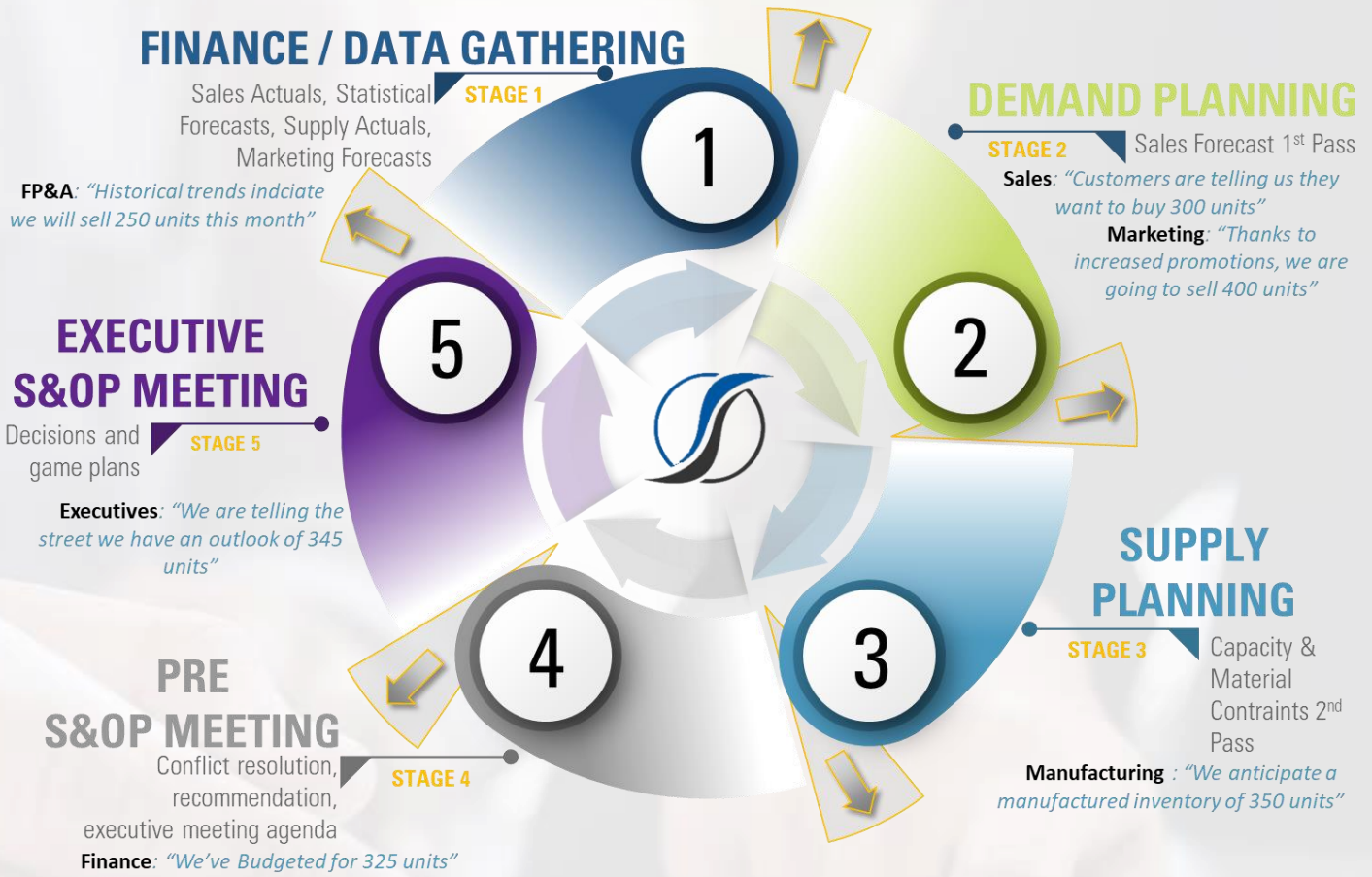
WHAT should the “HUB” be for data integration?

Black Diamond believes **FINANCE** is the natural leader for S&OP integration and **ONESTREAM SOFTWARE** should be the data integration hub

OneStream’s Function in S&OP



OneStream Removes the WEDGES between the stages of S&OP



The Evolution of Sales and Operational Planning

Modern S&OP has evolved from an "Inside-Out" (Enterprise Focused) model, to an "Outside-In" (Network Focused) model

