



# Sales and Operations Planning Optimization

Align and synchronize your S&OP planning



Given the importance of effective and efficient S&OP planning in the forestry value chain, Remsoft optimization analytics can drive significant value and time-cost efficiencies across your business.

With greater visibility and deeper insight into every planning challenge – production, delivery, and sales planning – you can optimize performance from the source to the customer by considering every possible management alternative to find the best path forward.

## Integrate across sales and operations planning

Optimization techniques with prescriptive analytics can be used to enable intelligent decision support and efficient execution from harvest to delivery.

### Achieve reliable, consistent supply



Improve supply reliability and customer satisfaction.

Access vital information to make fast and informed decisions.

Accommodate plan changes such as mill demand, crew availability, and forest accessibility.

Perform trade-offs to consider numerous scenarios.

### See bottlenecks and opportunities



Improve decision-making with more process transparency and data intelligence.

Make more informed shift changes that balance supply and demand.

Improve margins between internal/external supplies, while meeting fiber supply commitments and long-term sustainability goals.

### Efficiently plan and schedule



Focus, align and synchronize your sales and operations planning processes to schedule the right product to the right destination at the right time.

Efficiently schedule harvest crews and production to meet downstream demands.

### Coordinate production and delivery



Optimize transportation options and fiber distribution from forest sources to, and between, destinations.

Manage harvest production and transportation capacity to ensure viable and cost-effective plans.

Increase resource utilization and productivity while achieving resource capacity certainty.

## AGILE DECISION SUPPORT

### Solve Complex S&OP Planning Challenges

With optimization modeling you can answer your most important questions. Easily visualize different alternatives and quickly understand the impact of decisions.

#### Inputs

- Harvest units and predicted product volume
- Crew availability
- Harvest assignments
- Transportation options
- Productivity levels by crew/ geography
- Customers and product demands
- Forecasted product pricing
- Inventory yards and capacity

#### Questions Answered

- What does optimal scheduling look like?
- How to share a single unified view of the supply chain and operations across the organization?
- How can we minimize crew movement to maximize uptime?
- How to minimize downtime and match the right resources to the right task?
- How to balance harvest production with demand?

#### Outcomes

- Unify scheduling and see the impact of operational changes
- Make better crew assignment and movement decisions to minimize costs
- Improve visibility into budget/ plan to better manage and correct variances
- Align metrics and shared visibility through dashboards
- Improve operational margins and results from better resource utilization and improved decision-making

## IMPACT POWERED BY INTELLIGENCE

### Real World Results Our Clients Have Seen



#### Improved Efficiency

- Time savings of 30-50% in plan editing and review
- Million-dollar savings in operational costs related to crew allocations and transportation
- Productivity gains of 5-10% through greater alignment and communication within, and across, planning teams



#### More Agility and Flexibility

- Ability to optimize assets that were once managed in spreadsheets
- Ability to assess millions of possible courses of action and make trade-offs, which was impossible to do in a spreadsheet



#### Greater Precision

- Estimated 2.5% reduction in delivered wood cost achieved from integrating Remsoft optimization analytics with existing systems
- Improved inventory management by optimizing harvest, crew assignments and delivery scheduling
- Savings of 2.9M euro per year by mothballing the right areas
- DCF gain of 16% over five years, 3% over 50 years

*"We can effectively steer and manage our complex supply chain, on both an annual and monthly basis. We can model scenarios, allowing us to make better decisions about our operations and sales processes, and provide our clients a high level of service in our delivery process. This has resulted in significant cost savings to LVM."*

**Andris Balodis**  
Director Timber Production and Deliveries,  
JSC Latvijasvalstsmeži (LVM)

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