



**integrated
solutions**

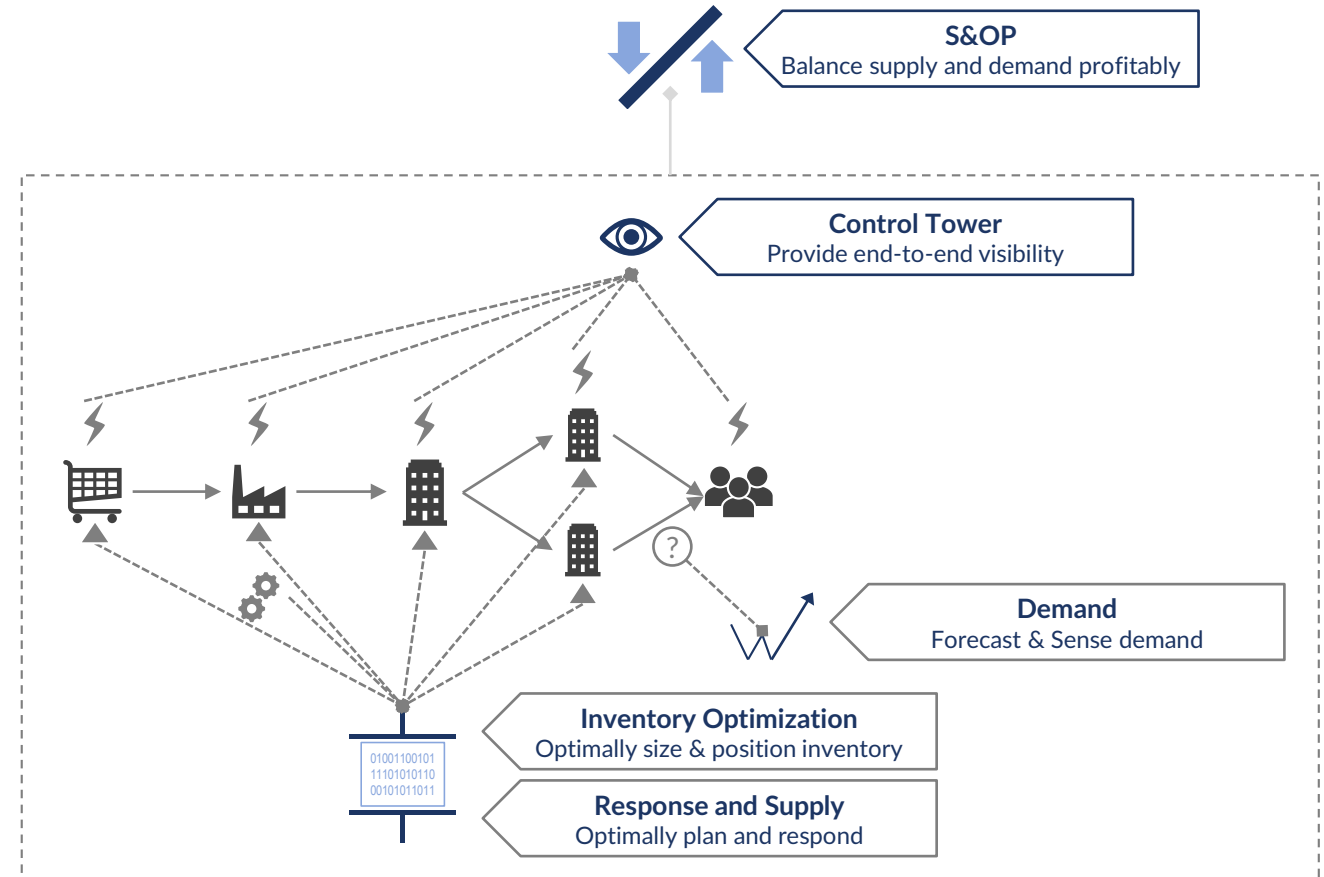


alphachain IBP Boot Camp
Brochure

IBP BOOTCAMP BY ALPHACHAIN CONSULTING

Importance of IBP in SAP's digital supply chain strategy

In a research report on supply chain transformation sponsored by SAP, IDC predicts that 33% of all industry leaders will be disrupted by digitally savvy competitors by 2019 (1). This prediction is coherent with the view expressed by companies (in the same report) that new technology is the top-most driver of supply chain change (even higher than growth or competition). SAP has been quick to acknowledge these shifts by putting its weight behind what it calls the digital business planning paradigm and by positioning Integrated Business Planning (IBP) as the anchor solution in its supply-chain-solutions portfolio. This new paradigm is characterized by a move from a narrower cross-functional integration to a broader value-chain orientation. It also incorporates advancements in AI and machine learning to make supply chains more adaptive and self-correcting and to enable touchless planning. On the whole, it is designed to make planning “easier, faster and smarter” (2), characteristics that are essential in a world where customer demographics are changing rapidly (e.g. generation Z or post-millennials) and personalization and shorter, sub-daily, planning cycles are becoming the norm.



An overview of the building blocks of SAP's IBP planning suite

- 1) https://www.sap.com/cmp/dg/crm-ya18-bsc-dbp1ibp/index.html?url_id=ctabutton-Four_Key_Priorities-Blog-Digitalist-2018_DBP-Heart_DBP_Infobrief
- 2) <https://www.sap.com/documents/2018/10/602f2658-247d-0010-87a3-c30de2ffd8ff.html>

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IBP and the demand for consulting expertise

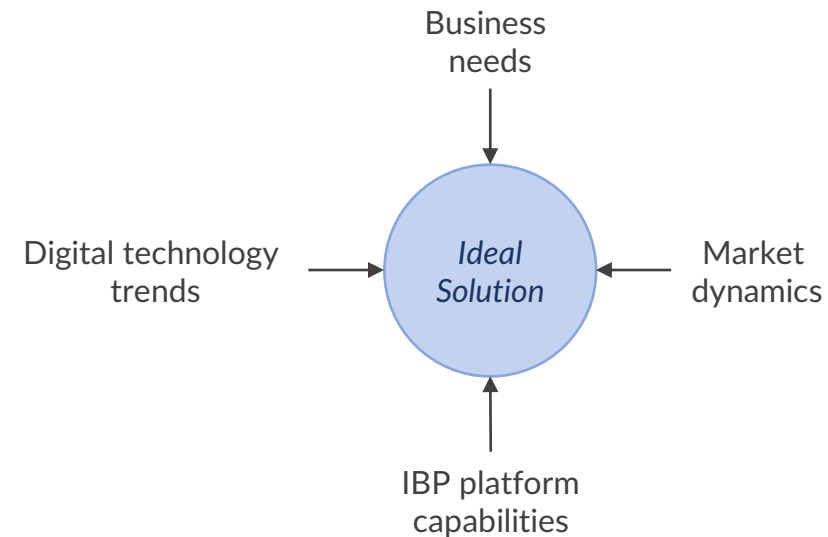
SAP is betting big on IBP. A case in point is the exciting roadmap (3) that the company has in store. Furthermore, the announcement that APO will be out of mainstream maintenance come 2025 has reinforced SAP's commitment to IBP and has generated a sense of urgency among APO customers to climb on the IBP bandwagon. For other companies, the confidence SAP has reposed in IBP's ability to become a worthy successor of APO coupled with the bold vision of digital business planning has emboldened them to invest or consider investing in IBP. In this scenario, one can expect the demand for knowledgeable IBP consultants to rise for the foreseeable future.

Consulting skillset needed to thrive in the IBP market

It is important to note that the skillset needed for consultants to succeed with IBP are quite different from what was needed for APO. There are a couple of main reasons for this. With the emphasis on digitalization, there is a need for processes to be designed outside-in (think of trends such as customer centricity, high degree of personalization etc.). This requires a deeper understanding of the business environment (compared to a more traditional environment that was at play with APO). A second factor that is crucial is the technology platform itself, which is cloud based with a quarterly release cycle. This places greater demands on the consultant to constantly upskill herself/himself.

3) <https://www.sap.com/products/integrated-business-planning/features.html#product-road-map>

Thirdly, and also related to the technology platform, IBP is a highly flexible solution and offers a wide array of ways to solving a specific problem (more so than APO). This, along with the higher degree of influence of external/market variables on design, makes design choices more nuanced and requires greater expertise on the part of the consultant to select the right "tool" for the job at hand.



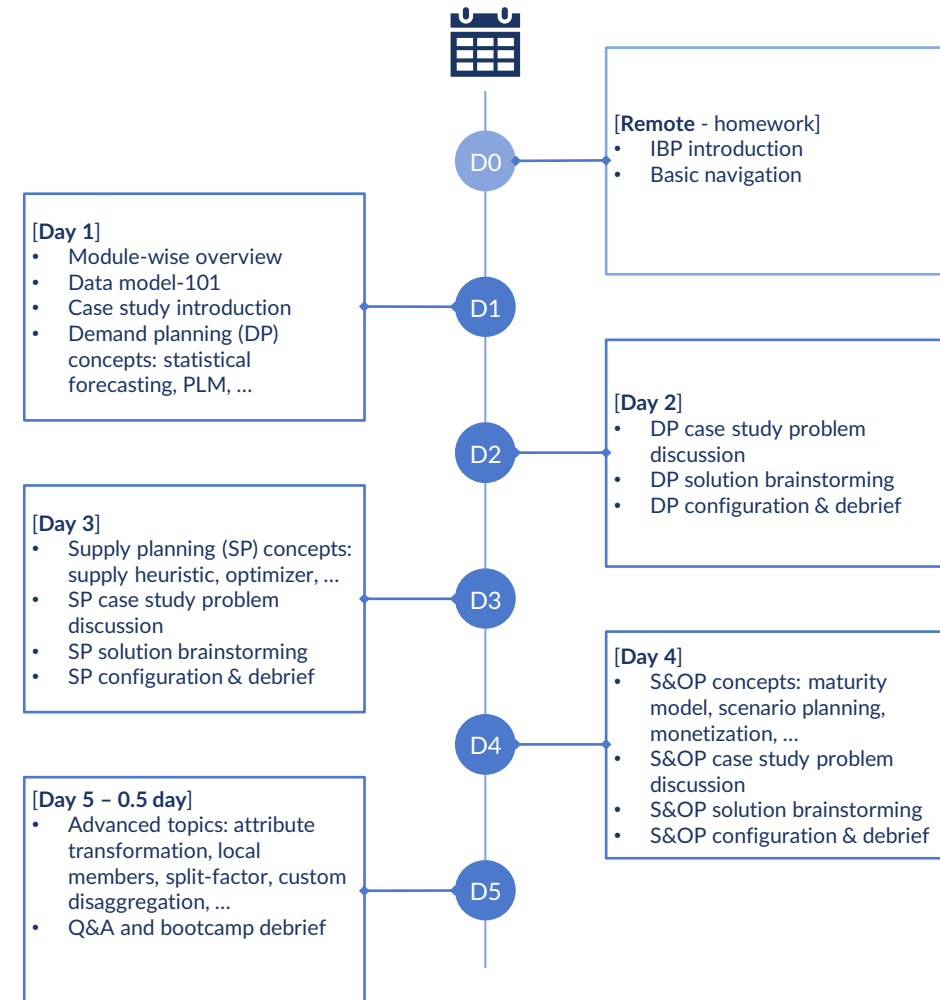
An IBP consultant has to contend with a greater (vis-à-vis APO) number of variables to arrive at an appropriate solution for the client's needs

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IBP bootcamp structure and USP

To prepare IBP consultants for challenges they will face, alphachain has put together a bootcamp that adopts a case-study based approach to hands-on training in IBP. The case study provides a realistic business context and challenges participants to think through problems and come up with sensible solutions that are fit for purpose. It also provides ample opportunities to introduce conceptual tools and structured approaches to problem solving (e.g. a systematic way to move from business problem to design options to design decision to configuration building blocks to actual system implementation and testing). The bootcamp will not only prepare participants to pass the certification exam from SAP (4), but also gets them project ready, which we believe is a feature of the case-study based approach.

alphachain IBP Bootcamp: high-level schedule*



D1-D5: classroom training

*) Detailed agenda can be provided upon request.

4) https://training.sap.com/certification/c_ibp_1711-sap-certified-application-associate---sap-integrated-business-planning-1711-g/