

## LAUNCH OF S&OP WHITEPAPER - for the food & grocery industry -

Melbourne, October 2008

The Australian Food and Grocery Council (AFGC) have released a Sales & Operations Planning (S&OP) whitepaper to assist their members in raising industry standards.

GRA was commissioned to write the S&OP Whitepaper by the AFGC.

Samantha Blake, Director Commercial and Retail Policy at AFGC said:

*"With the increasing requirement to drive better and faster delivery performance within the food and grocery industry, processes such as Sales and Operations Planning (S&OP) become business critical and remain a key to fulfilling shopper requirements."*

*"The S&OP report is an excellent first step in driving industry improvements for food and grocery manufacturers and suppliers. The process outlined in the whitepaper provides detail on a key vehicle for cross functional disciplines within a business to work towards the common goal of creating new value, through greater alignment and co-created solutions."*

*"The Australian Food and Grocery Council chose to work with GRA in developing the white paper because of their strong track record in demand, inventory and supply chain optimisation."*

The whitepaper is available to AFGC members. For membership enquiries please see contact details below.

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### About the Australian Food and Grocery Council

The Australian Food and Grocery Council (AFGC) is the national body representing the nation's food and grocery products manufacturers. The food and grocery products industry is Australia's largest manufacturing sector, employing more than 200,000 Australians and contributing 2.5 per cent to gross domestic product. The role of the Council is to help shape a business environment that encourages the food and grocery products industry to grow and remain profitable. The Council provides food and grocery products manufacturers with a platform from which they can voice their views on a range of issues.

### About GRA

GRA is an expert consulting firm specialising in demand, inventory and supply chain optimisation. We cover the end-to-end Supply Chain from Network Optimisation to Operational Improvement to Facility Design. Our focus areas include Demand, Sourcing / Procurement, Production, Distribution, Warehousing / Storage, Inventory, Transportation, Strategy, Planning and Execution. We combine expert knowledge with best-of-breed planning and optimisation systems to take your supply chain to the next level. Our experience is your experience, and we work side-by-side with our clients to ensure change is successful and benefits are sustainable. Guaranteed results are typically delivered within 8-12 weeks, and we aim for a minimum 3:1 ROI.

### For Further Information on GRA

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