Strategic IBP: Redefining what fully integrated processes entail

What comprises mature forms of IBP? This is a question for which there is no universally accepted answer. This reality causes confusion when it comes to setting direction for IBP programs. This session will provide clarity about this issue by introducing Strategic IBP, a term describing fully integrated strategic, financial and operational planning and performance management processes.

It will also introduce a maturity model that defines four specific business capabilities that separate “Strategic IBP” and “Tactical IBP”, the latter representing the classic 5 step processes, also known as advanced sales and operations planning. Participants will learn how the incremental capabilities (that comprise Strategic IBP) provide the means to:

- Support continuous cost optimization, a foundation for profitable growth
- Eliminate functional silos that erode value and undermine strategy execution
- Resolve challenges that are relevant to strategic, financial and operational stakeholders
- Manage complexity costs, an amount that can approach 5% of sales

This session provides further details about an article that was published in the winter 2020 edition of foresight magazine. The article, which is called “Strategic IBP: Driving Profitable Growth in Complex Global Organizations”, can be accessed here.