adlian

Information Technology

www.adlian.ae

The power of digital transformation is embracing every industry sector and to stay competitive in the digitalized world we need innovation beyond digital transformation. Our people help you to secure the data and optimize your investment in IT with cost control at the heart of everything we do.

Sales & Operation Procedures

Doing the right thing at the right time will make the difference between succeeding and losing.

The sales and operations planning (S&OP) process is crucial to any successful business. To coordinate across business units, increase transparency, balance supply, and demand, and achieve profitability.

Why S&OP

Giving a clear process for new projects	Being more familiar with our customers
Giving clear steps for acquiring new items	Having more precise forecast
Managing our stocks well	Evaluating the business every month
Reaching our targeted sales	Having more accurate business data
Constantly gauging our performance	Ensure our staffs are constantly educated.

ProductManagement Review → Deman Review → Supply Review → Management Business Review

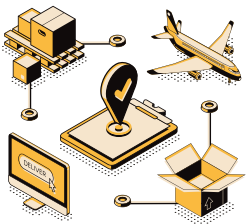Reconciliation Review
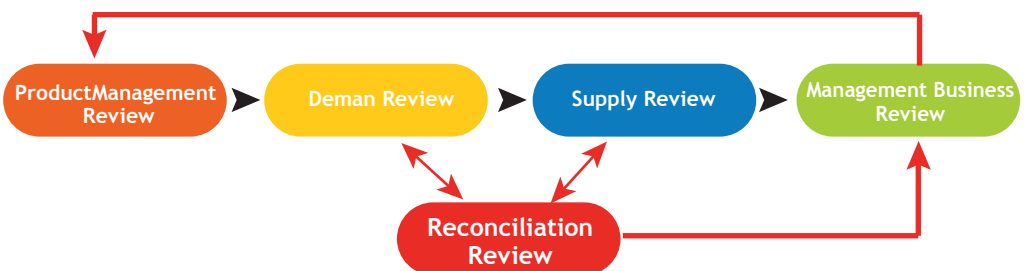
Forecasting / New Product Instructions:

Review status of current projects....

Stage calendarize decisions...

Review changes to plan and implications.....

Demand Review:

Timely aggregated unconstrained Forecast Volume & Value ...

Data Assumptions... Sensitivity...

Summarized assumptions Vulnerability & opportunity... Focus on change... Promotions & Initiatives. Pricing. Statistical Projections.... Market Intelligence... Demand Levers... Customer Likes

Supply planning:

Communicate & coordinate...   Review Issue & Options...   Capacity...
Hedging strategy...

What if... Change & Impact... Alternatives plans with Implication...
 Seasonality Pattens... Demonstrated Performance... Improvement

Financial Reconciliation:

Review and discuss implications of demand/supply imbalances ...

Review gaps between SOP and budget and last plan...

Orchestrates discussion....   Prepare issues for Senior Management review...

Finalize and implement S&OP (review Meeting)
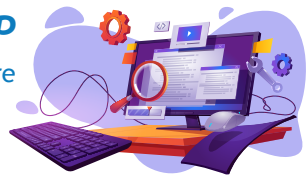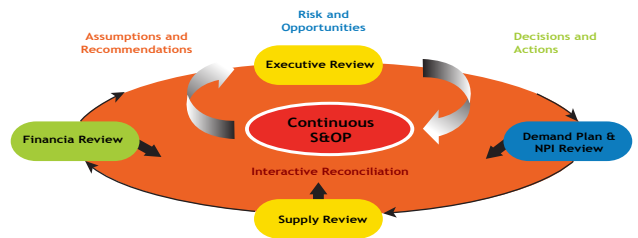
S&OP Software

S&OP software shortens planning cycles, by reducing labor costs, and boosting productivity. The exact steps can vary depending on the company, its products, and its industry.

Software Suits:

SAP S/4 HANA   **SAP**   Microsoft Dynamics 365

ORACLE®   WebHR
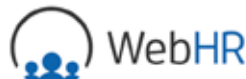
ICT Infrastructure :

Communications Tech Text,Voice&Video

Office 365

Ip Phone&PABox

Video conference system

zoom   webex   lifesize   Polycom

Storages services:

Cloud backup   Active Directories   Virtual Machines

aws   Microsoft Azure

Cyber Security :

a: End Point security, Ransomware

b: Antivirus

c: Firewalls

SOPHOS ENDPOINT   FORTINET

IT infrastructures Services:

Design, installation, migration and maintenance services
IP Telephone
Security cameras
Video Conference Systems
Routing & Switching (LAN, WAN)
Wireless network
Threat Management

Windows Server
Windows Server Active Directory
Linux servers
Data Center Services
Operating System Management
Database Management Services
Backup and Restoration Service
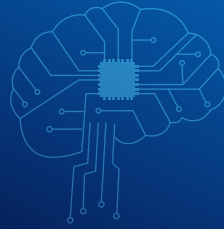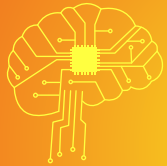
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