



# INTRODUCTION OF THE SAP CLOUD SOLUTION INTEGRATED BUSINESS PLANNING (IBP)

Transparency of demand, stocks and capacities along the supply chain



**100 %**

In Time, Budget & in Scope



**80**

User



**6**

Countries



**5**

Plants

## In brief ...

---

### Implementation Highlights

- Significantly increased transparency along the entire supply chain
  - Group-wide tailored response to changing market situations
  - Modern planning algorithms and improved system support for planners
  - Cost savings through fewer planning errors and unused opportunities
  - Successful implementation project despite 100 percent remote work
- 

## INITIAL SITUATION

As part of its digitalization strategy, TEEKANNE decided to implement the SAP IBP planning software. The company wanted to use it to improve existing processes and tap into further strategic potential in order to ensure greater transparency in the group-wide supply chain.

Harald Liedtke, Head of Digital Transformation (CIO) at TEEKANNE, and Christoph Habla, Head of IBP at CONSILIO, had overall responsibility for the project.

## CHALLENGE

By networking sales, production and purchasing, the topic of supply chain planning is a prime example of cross-departmental and cross-location cooperation with major changes to previous processes.

The departments involved and their planning topics are brought together via the central IBP tool with a uniform database in the sense of a single point of truth. Change and expectation management are regularly underestimated in such projects and tie up a large proportion of internal resources.

## PROJECT GOALS

- More efficient planning process with better results, faster processes and improved utilization of available resources
- More transparency in the group-wide supply chain
- More flexibility in responding to changing market situations
- Improving the future viability of processes and tapping further strategic potential of digitalization
- Conversion of the company to centralized supply chain planning in SAP IBP within two years



---

With the introduction of  
Integrated Business Planning,  
we want to improve the future viability of our  
processes and tap into further  
strategic potential of digitalization.

In our search for a partner,  
CONSILIO impressed us with its  
proven expertise in the field of  
supply chain management and a  
very coherent overall concept.

Axel Schuster,  
Head of Internal Sales and  
IBP Project Manager  
TEEKANNE GmbH & Co. KG



## PROJECT PROCESS

The project was implemented in two waves: In the first wave, the focus was on the supply planning of the production network for the end products. The preliminary product stages were not integrated at this time, nor was demand planning, which was still mapped using the non-SAP system TIA.

Supply planning for the production network comprises seven plants across Europe, where capacity should also be planned in addition to production and distribution. It takes place once a month and supports the S&OP process.

The results of supply planning are fed back into the ERP as planned independent requirements and form the basis for the MRP run and detailed planning.

These values describe which end products are to be produced in which plant, in which quantities and in which month for a period of 18 months. This data is therefore a constrained forecast – i.e. a realistic production program based on the company's operational capabilities.

The product preliminary stages were added in the second wave. In addition, demand planning with the external TIA system was to be replaced by IBP. Demand planning is carried out at TEEKANNE in the individual countries for the end products. In addition to statistical forecasts and customer forecasts, the planning of key account managers and budget planning are also incorporated here.

Planning with IBP is underpinned by data from SD, which provides all prices and conditions as well as the customer hierarchy. This allows realistic pricing to be implemented and the required quantities per plant and material to be determined from the sales by means of disaggregation.



With the introduction of SAP IBP, TEEKANNE gains access to innovative IT planning tools for production, distribution and procurement that will enable it to successfully master future challenges.

Christoph Habla,  
Head of IBP,  
CONSILIO GmbH



IBP for Demand

IBP for S&OP

IBP for Response & Supply

Wave 1			Response & Supply	
			S&OP	
Wave 2	Integration Suppliers	Integration Semi-finished goods	Integration Detailed planning	Demand

**IBP implementation:** Together with CONSILIO, TEEKANNE implemented its new integrated planning of production, distribution and procurement in two waves.



## CONCLUSION

The introduction of IBP guarantees TEEKANNE not only significantly increased transparency along the entire supply chain, but also greater flexibility throughout the Group in responding precisely to changing market situations.

Modern planning algorithms and improved system support for planners enable an efficient planning process with better results, faster processes and improved utilization of available resources.

This also avoids costs resulting from planning errors or missed opportunities. TEEKANNE is therefore ideally equipped for future challenges.



### TEEKANNE GmbH & Co. KG

- Industry: Food industry
- Profile: TEEKANNE is a globally active tea company, the tradition of the independent family business goes back to the founding year 1882. TEEKANNE sets new standards, develops innovative offers along the entire value chain and thus strives for a sustainable leading position among the top 5 tea companies worldwide.
- Turnover: around 280 million euros
- Employees: around 1,500 in eight countries
- Web: [www.teekanne.de](http://www.teekanne.de)
- Solution: SAP IBP
- Consulting partner: CONSILIO GmbH



## WHAT DO INTELLIGENT AND ELEGANT SOLUTIONS HAVE IN COMMON? THEY ARE SIMPLE.

We will be happy to find out together what this might look like in your case together. **What do you want to optimize? >**