The Holistic IBP maturity model
At Truebridges we believe that genuine aligned and integrated organisations energise employees and drive growth and performance.

“At Truebridges we believe that genuine aligned and integrated organisations energise employees and drive growth and performance”

“That’s why we focus on strategy alignment, integrated planning and the leadership mindset and behaviours to support this”

Niels van Hove, founder Truebridges
Most IBP maturity models only use a process approach. This is a key reason why IBP implementations get stuck.

- Most companies get stuck between stage 2 and 3 from a 4 stage model (Oliver Wight whitepaper).
- 36% of companies’ S&OP process are stalled or are moving slowly (Bricks Matter, 2014).
- Most companies are stuck in step 1 and 2 in Larry Lapide’s model (Kinaxis ebook, 2012).
- 67% of companies could not get further than step 2 of our 4 stage S&OP maturity model (Gartner, 2010).
- 57% of companies, don’t get further then stage 2 of a 5 stage maturity model (Supply Chain insights, 2013).
Our holistic IBP maturity approach

Our holistic IBP assessment has a modular set up and can be used for continuous improvement across 5 key elements of IBP maturity.
1. Strategy Alignment

Our Strategy Alignment Framework measures your business confidence in Strategy Execution Readiness

• A 40 questions survey that checks business confidence in 5 strategy to execution key themes

• Links strategy, organization, people & behaviour, planning & performance

• Gives insight if your strategy is set up to be successfully executed

• Based on 7 strategy implementation frameworks and 75 leading Strategy to Execution books and articles
We assess and document your IBP maturity across all major IBP processes, meetings and measures.
### 3. IBP systems

*We assess the planning systems you use to support effective IBP and help you develop an IT roadmap*

<table>
<thead>
<tr>
<th>IBP system enablers</th>
<th>Maturity</th>
<th>Opportunity</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Product Lifecycle management</td>
<td>🌚</td>
<td>🌞</td>
</tr>
<tr>
<td>2. Financial Planning</td>
<td>🌚</td>
<td>🌞</td>
</tr>
<tr>
<td>3. Demand Planning</td>
<td>🌚</td>
<td>🌞</td>
</tr>
<tr>
<td>4. Order Promising</td>
<td>🌚</td>
<td>🌞</td>
</tr>
<tr>
<td>5. Supply Planning</td>
<td>🌚</td>
<td>🌞</td>
</tr>
<tr>
<td>6. Production Planning</td>
<td>🌚</td>
<td>🌞</td>
</tr>
<tr>
<td>7. Corporate/Global IBP</td>
<td>🌚</td>
<td>🌞</td>
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4. People Capability

Our IBP capability framework enables effective IBP. It supports skill gap analysis, recruitment and performance conversations.

IBP capability framework

Entry ➞ Team member
This position has a basic understanding of the principles and processes and can use certain tools.

Skilled ➞ Manager
This position has a detailed understanding of process, tools & behaviours and can recommend improvements and leads initiatives and teams.

Advanced ➞ Director
This position is a recognized expert and coaches people. This role seeks to solve diverse challenges and leads or influences complex business projects.
4. People Behaviours

We measure the effectiveness of your behaviours and conduct surveys to gather feedback on IBP engagement and perceptions.

**Mental Toughness***:
Measures Mindset effectiveness and create constructive meetings that can handle conflict.

**Customized Surveys***:
Periodically ask feedback to IBP stakeholders and measure their IBP engagement and perceptions.

*Peer proven psychometric tool
*Understand what’s below the surface

68% of practitioners think behaviours are not addressed enough in IBP implementations

Source: Supply Chain Trend 2015
5. IBP goals

We help you to develop an IBP vision and set goals to create a clear line of sight on what you want to achieve with IBP

“Only 28% of companies set clear IBP goals and check maturity yearly”

Source: Supply Chain Trend 2014
Niels van Hove

Niels is a business consultant and performance coach with eighteen years experience across different supply chain and manufacturing areas as consultant and line manager. He has implemented strategy, supply chain and processes and systems in over 30 operating companies in 10 countries.

Relevant Experience

• He was IBP manager and developed strategy to execution plans in Lion and George Weston Foods in Australia.
• He was global Supply Chain manager for Orangina Schweppes, responsible for the supply chain strategy and execution.
• He writes for Supply Chain Movement and published several articles on S&OP and leadership in renowned magazines.

• He has been consultant at Accenture and implemented demand, supply and production planning processes and systems for Sara Lee and Unilever with >10 go-lives.
• Niels has been part of $100 million European business transformations and personally controlled change programs up to $10 million.

Published Supply Chain Articles

- AFP Exchange
- Journal of Business Forecasting
- Supply Chain Movement

Qualifications

• Bachelor Logistics Engineering
• MSc. Operations Management
• Accredited Mental Toughness Coach
• Accredited Life Styles Inventory Coach
• The Fresh Connection trainer Australia
What my clients say

“Niels is an exceptional project manager who is really easy to work with and really understands forecasting and replenishment, especially sophisticated and complex systems. Without Niels I don’t think we would have got the outcome we did.”

GM planning Super Amart

“I would recommend Niels to anyone looking to sustainably improve their structured planning processes and help a team to understand why it is essential that good preparation and quality data will ensure that decisions are made much more effectively.”

GM Costa Tomato division

“It was a great experience and excellent outcome for the team to work with Niels. He was able to clearly identify what was needed to quickly simplify and improve our planning processes and systems”

COO Healthy Warriors

“The Mental Toughness survey and workshop gave me a lot of insights in how to improve my own and my team’s performance”

Integrated Business Planning manager, McCain Foods
Our business partners support us in consulting, training and system solutions and provide global scalability for your needs.

Crimson & Co provides experienced consultants and premium Supply Chain services with a global reach.

The Value Chain academy provides a large range of premium hard and soft training with a global scalability.

The Fresh Connection is the ultimate value chain learning experience to discover the power of alignment and integration.

AQR is a global leadership development company that owns the world’s only valid tool to measure Mental Toughness.
TRUEBRIDGES CONSULTING

Align - Integrate - Perform

(+61) 431 199 723
niels@truebridges.com