

## Press Release February 2015

### Oliver Wight Asia Pacific release Integrated Tactical Planning White Paper

**Business improvement specialists, Oliver Wight, have published a new white paper, 'Integrated Tactical Planning - Tactical planning, effective execution'. The paper addresses the role of Integrated Tactical Planning and how it is vital in taking control of Integrated Business Planning plans to ensure they are executed successfully.**

Authored by Rod Hozack of Oliver Wight Asia Pacific, the paper looks at the process and sequence of Integrated Tactical Planning and how it is orchestrated. It highlights that without the successful deployment of Integrated Tactical Planning, it is inevitable senior managers will be drawn into spending their day-to-day problem solving, rather than longer-term decision-making.

"Whilst Integrated Business Planning is highly effective in aiding planning over a four - 24 or 36-month horizon right down to EBIT projections, it was never designed to control the execution of those plans within the one-to-three month tactical horizon," says Hozack. "This is the role of Integrated Tactical Planning. Unless plans are properly managed and coordinated during this time period, execution is problematic. Constant last minute changes, poor service, high costs, and employee frustration, plague the business."

The white paper also covers the Integrated Tactical Planning time frame, referred to as the 'planning time fence' and when it should come into play. Within the time fence the same core plans used for Integrated Business Planning - product, demand and supply as well as the resultant financial & inventory plans are also used for Integrated Tactical Planning. Whereas the monthly Integrated Business Planning process manages resource and supply to meet the demand plan, the key concept of the Integrated Tactical Planning process is managing demand to meet the resource and supply plan inside the planning time fence.

"Integrated Tactical Planning saves many people-hours and truly empowers individuals to make the right decisions, at the right time, throughout the organisation," says Hozack. "So, as each day, week and month passes, the model allows for proactive gear changes to shifting circumstances, rather than costly uncontrolled reactivity or firefighting."

To download a copy of the white paper, please go here:

<http://www.oliverwightasiapacific.com/en-GB/library-events/white-papers/m/product/view/92>

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## Notes to editors

### About Oliver Wight

At Oliver Wight, we believe sustainable business improvement can only be delivered by your own people; so, unlike other consultancy firms, we transfer our knowledge to you. Pioneers of Sales and Operations Planning and originators of the fundamentals behind supply chain planning, Oliver Wight professionals are the acknowledged industry thought leaders for Integrated Business Planning (IBP).

Integrated Business Planning allows your senior executives to plan and manage the entire organisation over a 24-month horizon, while Oliver Wight's extended Supply Chain Planning and Optimization ensures your supply chain is designed and structured to deliver best-in-class customer service with minimal costs. Using the Oliver Wight Maturity Model to pursue our globally recognised Class A standard for best practice will determine a tailored improvement journey for you to develop your organisation's processes, and reach and sustain excellent business performance. With a track record of more than 40 years of helping some of the world's best-known organisations, Oliver Wight will help you define your company's vision for the future and deliver performance and financial results that last.

### More information

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