



Integrated Business Planning (IBP) - Integrated Business Sensing (iBsing) - Newsletter

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Special points of interest:

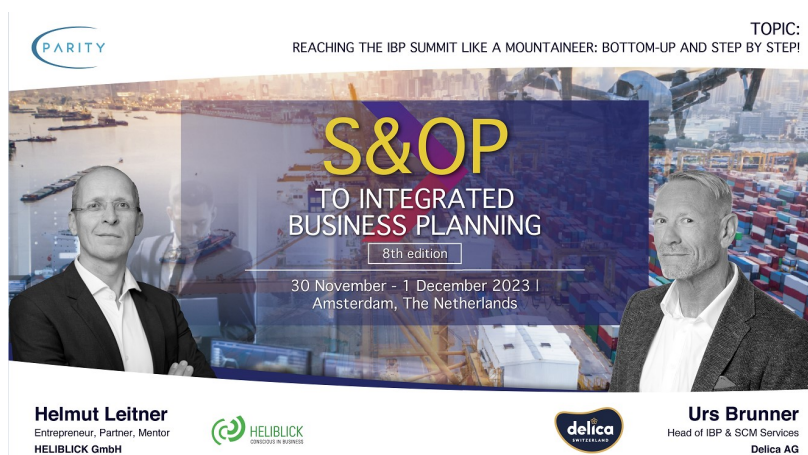
We are thrilled to present a remarkable case study showcasing the successful implementation of our IBP Transformation using the innovative iBsing approach at Delica AG, a distinguished member of the Migros Group family!

In addition to this inspiring success story, we are excited to introduce new offerings designed to empower and enhance your Middle Management teams. Furthermore, we are proud to unveil a distinctive strategy that not only drives year-end inventory reduction but also delivers sustainable financial improvements in a highly engaging manner.

Explore these exciting developments and discover how our consultancy services can elevate your business to new heights!

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Reaching the IBP Summit like a Mountaineer: Bottom-Up and Step by Step!

I am pleased to announce an upcoming presentation that I have the honour and pleasure of delivering alongside Urs Brunner, Head of IBP & SCM Services at Delica. Together, we will be sharing an inspiring success story in the realm of Integrated Business Planning (IBP).

Just 18 months ago, Delica AG, a prominent subsidiary of the Migros Group, embarked on a transformative IBP journey. Guided by Urs and a team of exceptional functional experts, the company achieved remarkable results in an impressively short span of time. This journey not only yielded substantial cost improvements, but it also elevated decision-making capabilities across the 3-18 month tactical horizon.

Delica's team is the first one to apply all elements of the innovative Integrated Business Sensing (iBsing) approach. What truly sets this accomplishment apart is the team's unwavering commitment to partnership, entrepreneurship, and mentorship. These values have been instrumental in driving substantial enhancements in business performance.

Urs and I are excited to delve into the specifics of this journey at the upcoming CParity event in Amsterdam. Our presentation "Reaching the IBP Summit like a Mountaineer: Bottom-Up and Step by Step!" will cover essential aspects, including:

- Deciding between a Roadmap or Sherpa Approach
- Creating a Shared Vision amongst All Departments
- Agreeing on the Way of Collaboration and Conflict Management
- Empowering Functions while Driving Accountability

I am eagerly anticipating the opportunity to connect with fellow leaders who share a deep passion for IBP during this event. If you're interested in learning more about the CParity event, which I wholeheartedly recommend to all leaders striving to leverage Integrated Business Planning (IBP) for organizational performance and cultural enhancement, please don't hesitate to reach out.

New iBsing Offering: "Entrepreneurship" Workshops

Explore our latest addition to the iBsing family—an immersive "Entrepreneurship" workshop tailor-made for your Middle Management teams. Empower your leaders with the skills and mindset to drive innovation and growth within your organization.

The increasing importance of...



Diligent
Executor



Entre-
preneur



Mentor



Visionary
Strategist

www.iBsing.com

...Middle Management!

Empower Your Middle Management and Increase Entrepreneurship and Mentorship in Your Organization! ✨

Uncover the Four Leadership Archetypes and find the perfect equilibrium within your organization.

⚖️ The Diligent Executor: A rock of reliability, ensuring tasks are executed meticulously with unwavering commitment.

⚖️ The Entrepreneur: Going beyond execution, entrepreneurs shoulder accountability for outcomes, propelling innovation and delivering exceptional stakeholder value.

⚖️ The Mentor: With extensive experience and adept interpersonal finesse, mentors guide colleagues towards realizing their full potential.

⚖️ The Visionary Strategist: C-level leaders wielding profound insights into the organizational landscape, crafting compelling visions and guiding diverse leadership styles.

Do you discern the following imbalances?

⚖️ + The Diligent Executor: A significant chunk of your team's resources are allocated to execution and firefighting.

⚖️ — The Entrepreneur: Entrepreneurial spirit is an untapped resource within your organization.

⚖️ — The Mentor: Inadequate time is dedicated to reflection and cross-team learning.

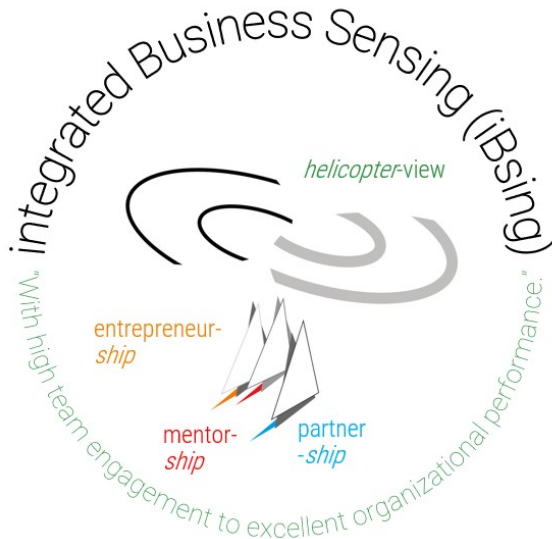
⚖️ + The Visionary Strategist: Disparate strategies compete, diverting energy and causing inefficiencies.

🔑 Middle Managers hold the key to refining this balance. They can be entrepreneurial role models and dedicated mentors, striking a harmonious equilibrium between execution and innovation.

Discover the specialized "Entrepreneurship & Mentorship" program within the iBsing framework, tailored for Middle Management. If you're ready to steer your team's cultural transformation, let's collaborate on strategies for short and long-term performance enhancements. 🚀

High Quality Ingredients are Key to Success for Improving Financial Results and Performance!

Discover our proven strategies to enhance your financial results. We'll unveil the key ingredients and methodologies that can fuel sustainable growth, helping you achieve your financial goals with precision.



Running a Business” and “Cooking a delicious Menu” have something in common: You need ✨ high-quality ingredients 🍷🍅🥕 and a good sense for just selecting the essential components and crafting the perfect mixture of elements to delight your customers.

The iBsing partner network takes great pleasure in presenting you with the following menu, carefully curated with our ✨ premium-quality ingredients 🍷🍅🥕.

Dish of the Day:

• ‘Cashflow through Year End Inventory Optimization.’

With increasingly volatile demand, it’s crucial to secure optimal inventory levels towards year-end to unlock valuable cash. This not only guarantees an ✨ optimized cashflow 💰 but also paves the way for a healthy customer service situation at the start of 2024.

Our menu boasts some classic dishes:

- ‘Customer Backlog Reduction’
- ‘Retention Risk Avoidance’

For those with a hearty appetite for success, we recommend our elaborate multi-course feasts:

- ‘Must-not-fail Digital Transformation’
- ‘World-class Integrated Business Planning (IBP)’

Be assured, all dishes are easily digestible, light on the stomach, and ✨ tailored to your organizational needs 🍷🍅🥕. With our innovative agile iBsing approach, you can expect a ✨ superior ROI 📈💰. We’ll handpick the most relevant ingredients for your success. Let’s have an informal discussion on how we can best support you and your team! In our kitchen, your ✨ cross-functional teams 👤👁️ will play a vital role, supported by our staff, and we’re sure they’ll relish this meaningful work!

Just a friendly reminder, for the YE Inventory Reduction, **don’t wait too long**. We must start now and avoid rushing, as haste might leave the dish undercooked, causing panic in the kitchen before year-end.

iBsing Ingredients:

- Self-Awareness
- System-Awareness
- Shared Vision
- Accountability
- Responsibility
- Decision-Making
- Team Collaboration
- Conflict Resolution
- Effective Meetings
- Essential Intent
- Exception Management
- Evolutionary Improvement



How to Foster Engagement for IBP?

Engaging your teams in the IBP process is vital for success. In this issue, we share invaluable insights and practical tips on cultivating engagement within your organization, ensuring a smoother IBP journey.



Recently, somebody approached me with a common query: "Do you have materials or ideas for an IBP training? We need to enhance team engagement in the process."

While training is a traditional approach, it might not be the silver bullet for engagement. Here's an alternative approach to spark engagement that goes beyond the classroom:

🔍 Sensemaking Interviews: Understand the unique needs and aspirations of key stakeholders and change agents and create a shared IBP vision.

🚀 Passionate Change Agents: Cultivate a dedicated group of dynamic change agents, passionate about driving IBP for their part of the business and becoming credible ambassadors of the process.

🎯 Strategic Focus: Identify the most critical financial performance priorities and begin with pragmatic, simple IBP improvements. This not only garners quick wins but also establishes credibility for the process.

🌟 Showcasing Success: Make the success stories visible, creating a ripple effect that inspires others to participate actively.

Engagement thrives on involvement, not just instruction. Let's explore a new dimension in embracing the power of IBP.

If you want to strengthen your IBP process and drive engagement with your key stakeholders and your key IBP change agents, don't hesitate to involve me for providing some external perspectives.

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