

HELIBLICK GmbH

NEWSLETTER



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Special points of interest:

- ⇒ Taking Off—Are you ready for an IBP Transformation in your Business? We are!
- ⇒ HELIBLICKs holistic view on IBP—It's and Enterprise Planning and Execution Process!
- ⇒ Improve intrapreneurship in your middle management by applying the HELIBLICK framework.



Taking Off

20 years ago

I had the privilege of supporting James as an S&OP Manager in implementing a robust S&OP process at Johnson & Johnson Consumer EMEA (today Kenvue), spanning **>25 affiliates and 8 internal production sites**. Since then, James has become not only a mentor but also a great friend.

10 years ago

James motivated me to broaden my perspective beyond my corporate role at MSD and get involved in building the **CSCMP Roundtable Switzerland**. This experience marked the beginning of a journey—expanding my network with great supply chain friends and colleagues, continuous learning, and discovering new opportunities beyond traditional boundaries.

5 years ago

James encouraged me to follow my dream and start my own business, **HELIBLICK GmbH**, integrating my experience in business management, IBP, and organizational transformation. My goal was to foster a culture of **awareness, intrapreneurship, partnership, and mentorship** within organizations.

Last month

I had the pleasure of kicking off a significant IBP transformation journey alongside James in Northern Ireland, applying the **HELIBLICK Change Enablement framework** for a valued client. Together with an exceptional team of C-level leaders and 20 change agents from all functions, we've made a strong start on a journey toward transformative improvements.

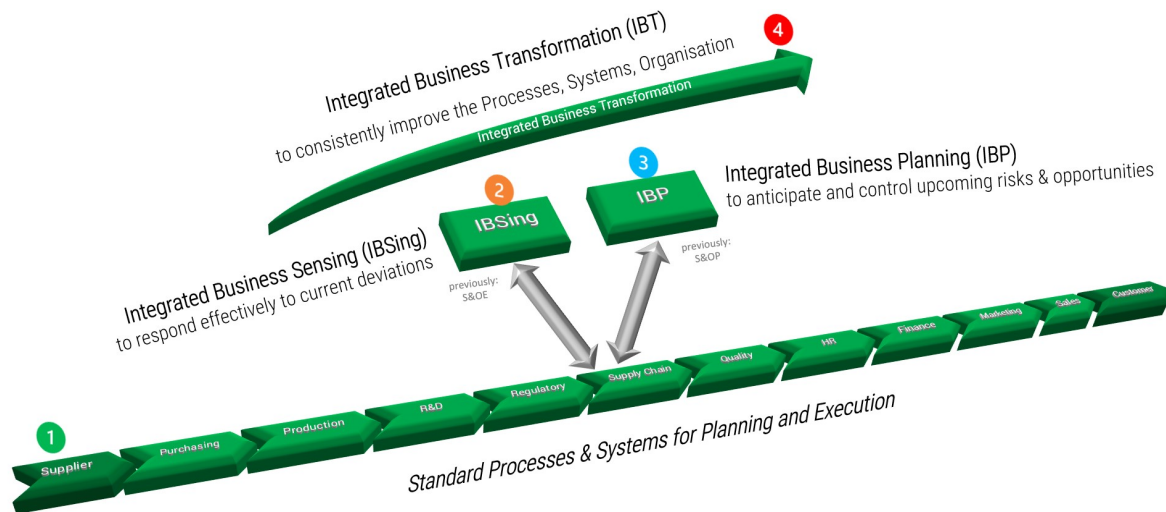
Are you ready to elevate your IBP and enterprise planning capabilities with support from myself, James, and/or other HELIBLICK partners? Let's connect and explore how we can support your transformation journey!

Ready for Take-Off!

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Discover the HELIBLICK Perspective on Integrated Business Planning (IBP)



After hearing many definitions of IBP throughout my career, I believe it's time to contribute the HELIBLICK GmbH version to the conversation!

Our Framework for Integrated Business Excellence:

1. E2E Planning Clockwork

Establishing standard processes with clear roles and responsibilities ensures end-to-end planning and execution work seamlessly—like a Swiss clockwork. When every function reliably plays its part, planning and execution flow efficiently, and deviations are effectively managed. This builds trust within the organization and with customers.

2. Integrated Business Sensing (IBSing):

Responding consciously to exceptions, disruptions, and challenges within a 0–12-week timeframe. Whether addressing mistakes or adapting to changing business needs, swift mitigation maintains cost efficiency and customer satisfaction.

3. Integrated Business Planning (IBP):

- **Tactical IBP (3–24 months):** Proactively manage risks and opportunities over the tactical horizon. Align all functions to minimize risks, maximize opportunities, and navigate challenges effectively.
- **Strategic IBP (3–10 years):** Prepare for optimal supply chain network design and position the organization for long-term success in a sustainable future.

4. Integrated Business Transformation (IBT):

Leverage insights from exceptions in sensing and planning to drive continuous improvement and structural change. Evolving processes, systems, and competencies ensures the "clockwork" becomes even more efficient and reliable over time.

At HELIBLICK GmbH, we believe these four pillars are essential for navigating today's complexity with confidence and preparing for tomorrow's opportunities.

HELIBLICK's Newest Offering: Intrapreneurship Workshops

Timo Bezjak and I had the opportunity to introduce the newest offering from HELIBLICK GmbH at the Supply Chain Innovation Day, organized by the University of St. Gallen.

HELIBLICK's Intrapreneurship Workshops offer a powerful way to boost business performance by:

Empowering functional teams to co-generate solutions for complex challenges that cannot be managed by a single function in isolation.

Creating a shared vision across the team, avoiding fragmented efforts.

Focusing on real, burning business issues instead of theoretical discussions. Reducing firefighting and freeing up time for continuous improvement.



Delivering significant impact with minimal investment.

And yes, they are engaging and enjoyable!

Interested in learning more? Feel free to reach out so we can discuss how these workshops can benefit your organization!



SOLUTION STATEMENT



Fact Finding

Current Situation

Describe the situation as it presents itself. State observations and facts. Clarify the scope.

6 - Engage Stakeholders

5 - Draft a Solution Statement

4 - Determine Essential Priorities

3 - Highlight Pain Points

2 - Identify Core Tasks

1 - Understand the Functional Purpose



Sense-Making

Impact

What effects on customers, suppliers, stakeholders and/or employees do you observe?

Needs

What is the organisation's need? Which root cause to address? Are there critical enablers to improve the situation?



Taking Action

Decision-Making & Action

Identify the decision-maker. Name action-lead and contributors.

Action or Milestone	Who	When	Status

Escalation

Who must be involved in decision-making and support?

A short story about Entrepreneurship and Intrapreneurship

NEXT Events:

WHEN: 5th / 6th December |
WHERE: Amsterdam (NL)

WHAT: **"From S&OP to IBP"**
organised by CParity

WHEN: 23th / 24th Jan 2025
WHERE: Frankfurt (D)

WHAT: **Supply Chain Risk Management 2025**
organised by wbleaders

DETAILS: I will give a
presentation on "Driving
Resilience with IBP"

Starting a new business requires unwavering belief in your ideas – and it's even more powerful when others share that belief.

The team of CParity believed in the potential of leveraging IBP for cultural transformation from the outset. They invited me to share the concept at one of their events during the challenging Covid period, which was difficult not just for consultancy start-ups. That initial opportunity led to a lasting partnership, and I've had the pleasure of participating in their events every year.

One of the regular attendees, Vladimír Stodůlka, consistently shared feedback, showing that HELIBLICK's Change Enablement approach resonated with him. Even though there wasn't an immediate project, his interest was truly motivating.

Last year, Vladimir reached out and said, "Helmut, I have an idea!" While HELIBLICK GmbH typically focuses on large-scale IBP transformations, Vladimir and I embarked on an experiment—conducting an IBP Fitness Check to identify a shared vision and build on the team's entrepreneurial spirit to boost a local IBP team's effectiveness. Intrapreneurship became a key driver for IBP!

I am excited to present insights from this initiative at the upcoming **"S&OP to IBP" summit in Amsterdam**. Vladimir and his team's intrapreneurial mindset is inspiring, and I hope it resonates with you as much as it did with me.

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