

The Missed Opportunity: How SIOP Drives Cash and Credibility in a Turnaround

Integrated Sales, Inventory & Operations Planning (SIOP): Aligning Cash Visibility With Operational Recovery

In a turnaround, leadership teams often miss one of the most powerful levers to stabilize the business and rebuild confidence: **Sales, Inventory & Operations Planning (SIOP)**. In a distressed environment SIOP becomes a strategic weapon that connects commercial, operations, and finance teams to restore control, free up working capital, and improve operational performance.

What Better SIOP Enables in a Turnaround

- **Alignment of Demand and Supply**
Link sales forecast and production schedules to help build right products at the right time, accelerating revenue conversion and reducing inventory misalignment.
- **Inventory and Working Capital Optimization**
Reduces overproduction and safety stock through better visibility and cross-functional accountability, and unlocks cash tied up in excess, obsolete and/or slow-moving inventory.
- **Improved Customer Credibility**
Aligns commercial commitments with supply chain & operations capability, avoiding service failures that erode margins and relationships.

Hands-on Operational Insight & Implementation

Successful SIOP works when teams go beyond spreadsheets and spend time on the plant floor, at supplier locations, in the warehouse and with planners to truly understand demand patterns, capacity constraints, and product level drivers of inefficiency.

In Turnaround cash and credibility are critical. SIOP delivers both, but only when set up with hands-on ownership