

HARDWARE & SOFTWARE DEPLOY AND SUPPORT FOR SALES & OPERATION PLANNING (S&OP)

Hardware & software deploy and support are services used for technological transformation to aid a business in its operations and delivery to its customer base

OPPORTUNITY DEFINITION | HARDWARE & SOFTWARE DEPLOY AND SUPPORT | SAP IBP FOR SALES & OPERATION PLANNING

This initiative is part of the organization's efforts to streamline and automate management processes related to Sales and Operations Planning (S&OP). This will include implementing the SAP Integrated Business Planning (IBP) application for sales and operations planning to enable Baladna to manage demand and supply planning while integrating this to financial and operational planning. This will also include full requirements gathering, design, build, testing, coordination of end-user testing, go-live, support, and documentation.

TARGET MARKET

Target Market

Manufacturing, Dairy production, Warehousing and Logistics, Finance and Operations.

Target Users

- Baladna



KEY PROBLEM STATEMENT | NEED

The rapid expansion of Baladna operations into becoming the dairy and beverage industry leader has resulted in the need to automate S&OP to manage time-phased projections for demand-supply, product and portfolio changes, and strategic and financial plans over mid to long-term planning.

Implementing an S&OP solution will provide the support needed for better forecasting accuracy to predict demand with accurate inventory targets and efficient capacity utilization.

PROCUREMENT CYCLE

Identification Stage

The opportunity will be tendered in 2022.



TIMESPAN



Total duration of 6 months including implementation, testing and operations.

ADJACENT OPPORTUNITIES



- Cloud Migration
- Digital Farmer Community

STAKEHOLDERS

- Baladna



OWNER AND SECTOR

Owner Baladna

Sector Environment



BUDGET ACROSS HARDWARE & SOFTWARE DEPLOY AND SUPPORT ECOSYSTEM

The Qatar market for Hardware & Software Deployment and Support is projected to reach **USD 202 million** by 2026, at a compound annual growth rate (CAGR) 5% from 2022 to 2026.

