

Oracle Fusion Cloud Sales & Operations Planning

Whether you're seeking market growth, higher profitability, or cost reductions, you need to align your strategic, financial, and sales and operations plans to achieve enterprise objectives. Oracle Fusion Cloud Sales & Operations Planning leverages AI, planning analytics, and automation to enhance integrated business planning processes. It engages executive stakeholders, gives them a clear view of operations, and facilitates consensus decision making to define the best path forward for your organization.

Enable Integrated Business Planning

Sales and operations planning has sometimes been relegated to balancing supply and demand over the short term. Today's volatile markets and cross-functional dependencies require a broader approach, known as integrated business planning, that weaves strategic goals through sales, finance, workforce, and operations over a longer horizon.

Oracle Sales and Operations Planning (Oracle S&OP) enables integrated business planning by connecting product, demand, and supply plans directly with desired enterprise goals for growth, margins and costs. As plans move into execution, Oracle S&OP translates high-level strategy into tactical actions and continuously monitors performance to keep results on track.

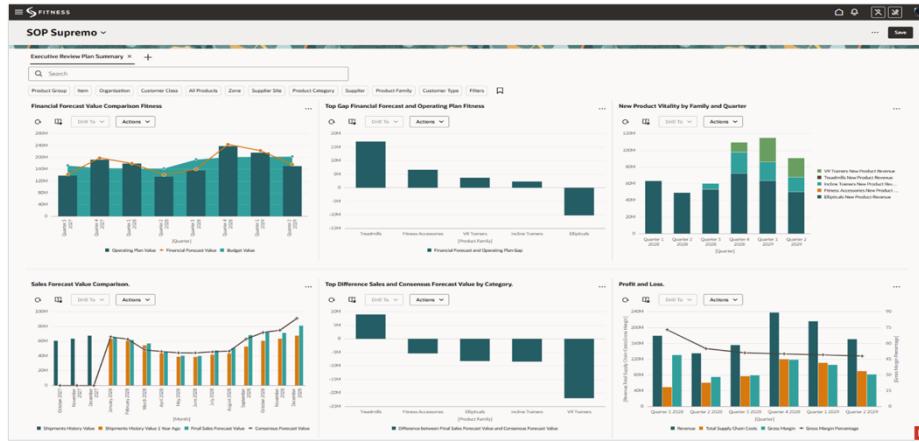


Figure 1. Oracle S&OP Executive Review has a modern interface with embedded analytics.

Align the Enterprise with Best Practice Processes

Many companies' S&OP processes fall short of best practices, resulting in missed revenue opportunities and poor execution. Others have designed good processes but still rely on spreadsheets or outdated tools that make it difficult

to institutionalize best practices consistently and at scale. Oracle S&OP, now powered by the Redwood user experience, transforms this challenge into an opportunity. Its sustainable, best-practices–driven approach to integrated business planning and execution helps your company accelerate adoption.

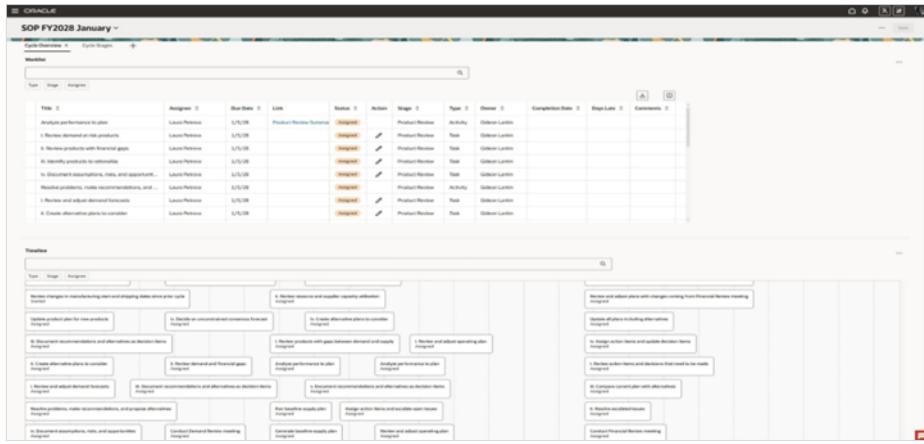


Figure 2. Manage Planning Cycles with graphical timelines and task status tracking

Guided processes and intuitive decision support help you manage every stage of the S&OP process—Product, Demand, Supply, Financial, and Executive Reviews. Prebuilt, best-practice layouts for both executive and operational reviews include dashboards for consensus demand forecasts, financial projections, operating plan summaries, and new product revenue outlooks. You can use these layouts out of the box for a quick start or easily tailor them to fit your unique business needs without complex setup.

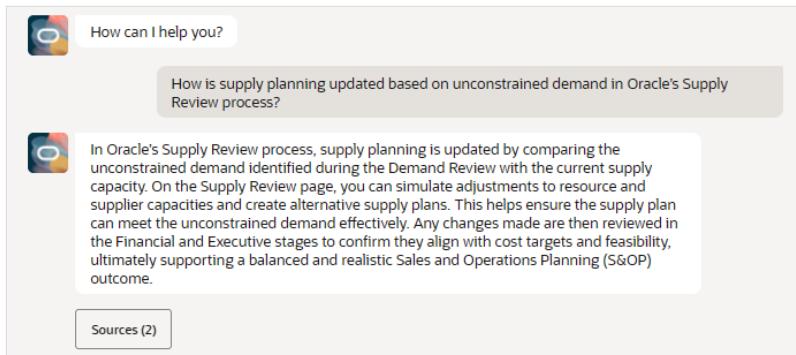


Figure 3. AI Agents guide users with contextual, best-practice advice

You can standardize S&OP planning cycles, follow embedded best-practice workflows, and access contextual information such as training materials, external references, and policy guidelines—all within the flow of your process.

Seamless Collaboration Across Stakeholders

Planners and executives can easily perform planning cycle tasks, enter notes, review exceptions, and access supporting plan views in one connected experience. Smart notifications and embedded AI agents proactively highlight critical exceptions, data quality issues, and recommended actions, so you can focus on what matters most. The AI agents also analyze planning exceptions and synthesize supply chain notes—capturing assumptions, risks, and opportunities for future reference. This creates a transparent and collaborative process, ensuring consensus is built with full visibility into both decisions and their underlying assumptions.

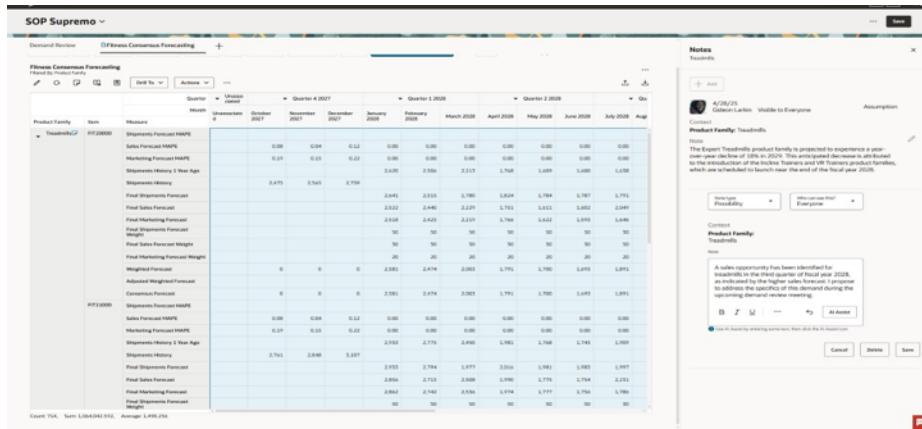


Figure 4. Use public or private notes to annotate and share contextual insights with other stakeholders directly within plans.

Arrive at a Consensus Operating Plan

With collaborative planning built directly into the workspace, you can bring together sales, marketing, operations, and finance perspectives—using configurable weightings to create a balanced consensus forecast. From there, supply simulations and financial reconciliations help your team converge on a single operating plan that meets stakeholder needs.

Redwood elevates this process by making S&OP structured, transparent, and intelligence driven. It improves accountability, speeds alignment across finance, operations, and supply chain, and enables more timely, effective business decisions.

Make Better Decisions with Embedded Analytics

Redwood dashboards and analytics give you real-time visibility into performance, shortfalls, and opportunities. With dynamic search, interactive page authoring, and side-by-side scenario comparisons across multiple plans, you can quickly evaluate trade-offs and accelerate decision velocity—all without additional configuration.

Gain Better Insights with Best Practices Layouts and KPIs

Redwood provides purpose-built dashboards and KPIs for every stage of the S&OP cycle—from Product Review through Executive Review. Critical issues are flagged through exception management, while interactive graphs, pivot tables, and planning notes keep every decision grounded in data. With enhanced data grids, in-line editing, and seamless Excel integration, you can drill into details, adjust assumptions, and take remedial actions quickly—all within the same flow.

Tailor Analyses to Your Unique Needs

Oracle S&OP delivers best-practice layouts out of the box, while Redwood gives you the flexibility to tailor analysis to your business. You can easily compose custom pages and page groups, set up hierarchies, create guided journeys, and apply business rules that reflect your specific business drivers, sustainability goals, and financial objectives. With built-in extensibility, embedded AI agents, and guided processes, Redwood makes analysis not only faster but smarter—helping you reduce decision latency and keep plans synchronized with enterprise-wide goals.

Achieve Business Goals by Turning Plans into Action

Oracle S&OP helps you create, compare, and refine plans using powerful simulations, aggregate planning, and scenario analysis. Once the best plan is approved, seamless integration with Supply Planning and Demand

Management ensures decisions flow directly into tactical execution—keeping your business goals on track and your organization in concert.

Meet Long-Term Supply Chain Needs with Aggregate Planning Capability

Oracle S&OP gives you the tools to make strategic decisions on production capacity, raw materials, and workforce availability. By planning at the product family or category level and leveraging automatically generated Bills of Resources, you can focus on the critical components and resources that drive performance—without being bogged down by unnecessary detail.

In-memory simulations, combined with built-in constrained optimization models, help you quickly evaluate the impact of shifts in demand, sourcing strategies, capacity, lead times, or other supply parameters. A modern Redwood workspace lets you manage the build plan interactively, analyzing multitier supply chain relationships across end items, subassemblies, suppliers, and resources.

You can easily identify constrained demand, capacity shortages, and bottleneck resources, then adjust the plan to resolve issues. By testing alternative strategies and resolving bottlenecks faster, you keep long-term supply aligned with both financial and operational goals.

Compare Alternative Plans

Oracle S&OP makes it simple to compare and evaluate multiple planning scenarios side by side. You can analyze up to four scenarios at once—such as baseline, constrained supply, alternate sourcing, or demand uptick—with extra setup or duplicate pages. Interactive search and filtering let you zero in on the attributes that matter most, while shared visualizations and layouts are automatically applied across scenarios.

This capability helps you weigh trade-offs between revenue, cost, and service in real time. With exception visibility, enhanced data grids, and side-by-side analysis, teams can assess risks quickly, align on the most profitable plan, and capture decision rationale directly in the workspace. The result is faster consensus, reduced decision latency, and a smoother path from strategy to execution.

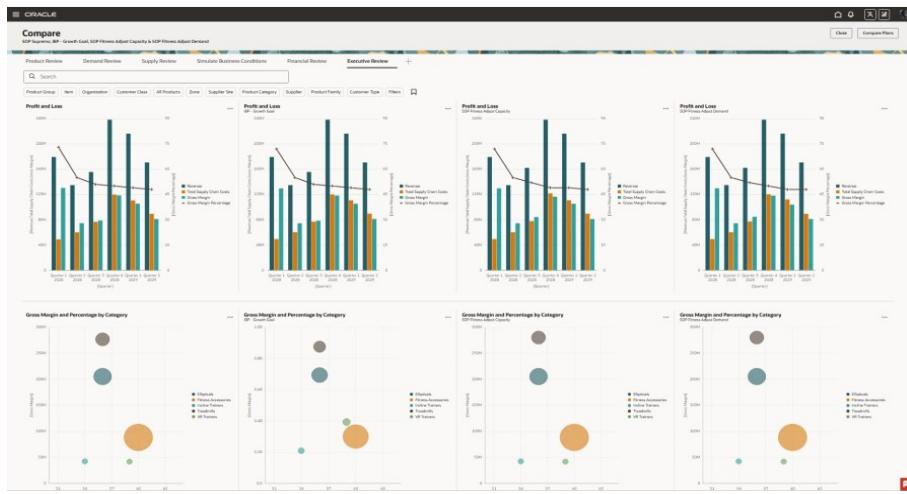


Figure 4. Easily simulate and compare multiple scenarios to select the best plan

Seamlessly Flow Integrated Business Planning Decisions into Execution

Once you've made decisions during the S&OP process and approved a new operating plan, Oracle S&OP helps move plans into execution using the close integration between S&OP and tactical planning systems. Consensus forecast can be sent to Oracle Supply Planning for use as a demand schedule for generating constrained, tactical supply plans. With Redwood-enabled visibility, planners can continuously monitor sales and operations execution, identify performance gaps and make rapid adjustments to keep the business on track. Oracle delivers integrated business

planning and execution in a single platform—helping enterprises accelerate decisions, maintain agility, and achieve profitable, resilient outcomes.

Integration to Oracle Enterprise Performance Management bridges strategy, workforce, finance, and operations within Oracle S&OP. Executives can reconcile financial forecasts, run Monte Carlo simulations, track ESG goals, and orchestrate consensus planning - linking long-term strategy with daily execution. This creates a single connected plan of record for the entire enterprise.

Extend Your Planning Process as You See Fit

Unlike many cloud solutions that force a “one-size-fits-all” approach, Oracle S&OP offers flexible, comprehensive capabilities that grow with your business. It is tightly integrated with Oracle Supply Chain Planning, allowing you to share demand and supply information seamlessly within the same interface, and it connects with other Oracle SCM services to reduce implementation effort and time.

You can even start using Oracle S&OP while running an on-premise ERP solution, adopting the cloud at your own pace and migrating other applications later. For added flexibility, a series of REST APIs support the extraction of data—such as items, bills of resources, and supplier or resource capacity—from external systems whenever needed.

Plan Smarter, Execute Faster

Oracle S&OP unifies strategy, workforce, finance, and operations in a single connected platform. By combining advanced simulations, built-in collaboration, and powerful analytics—all delivered through a modern Redwood experience—it enables you to plan smarter, execute faster, and consistently achieve better business outcomes.

Related services

The following Oracle services support Oracle Sales and Operations Planning:

Oracle Fusion Cloud Demand Management predicts and models future shipments, orders, and other demand signals.

Oracle Fusion Cloud Supply Planning plans material and capacity and responds to demand, availability and resource issues as they occur.

Oracle Supply Chain Collaboration shares order forecasts with suppliers and collaborates on their commitments.

Oracle Fusion Cloud Order Management centralizes and standardizes your order fulfillment across multiple sales channels.

Oracle Fusion Cloud Supply Chain Execution handles inventory, costing, maintenance activities and manufacturing of both in-house and contract-manufactured goods.

Oracle Enterprise Performance Management helps model and plan across finance, HR, supply chain, and sales and streamline the financial close process.

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