

5

# Myths about planning & execution





# Myth #1

Execution always  
**follows the plan**



# Reality: Execution often deviates from the plan

## Strategic Planning

3 - 5 Years

## SIOP

3 - 18 Months

## Production Scheduling

0 - 3 months

## Production Execution

Daily

### Disconnect between planning and execution

- Planning operates well in advance of production at a lower level of detail, while execution is close to production and requires a high level of detail. This disconnect causes misalignment and inefficiencies.

### Inefficiency buffers

- Organizations need buffers like excess inventory and overtime to mask such misalignments, which erode margins and agility.

### Modern synchronization solutions

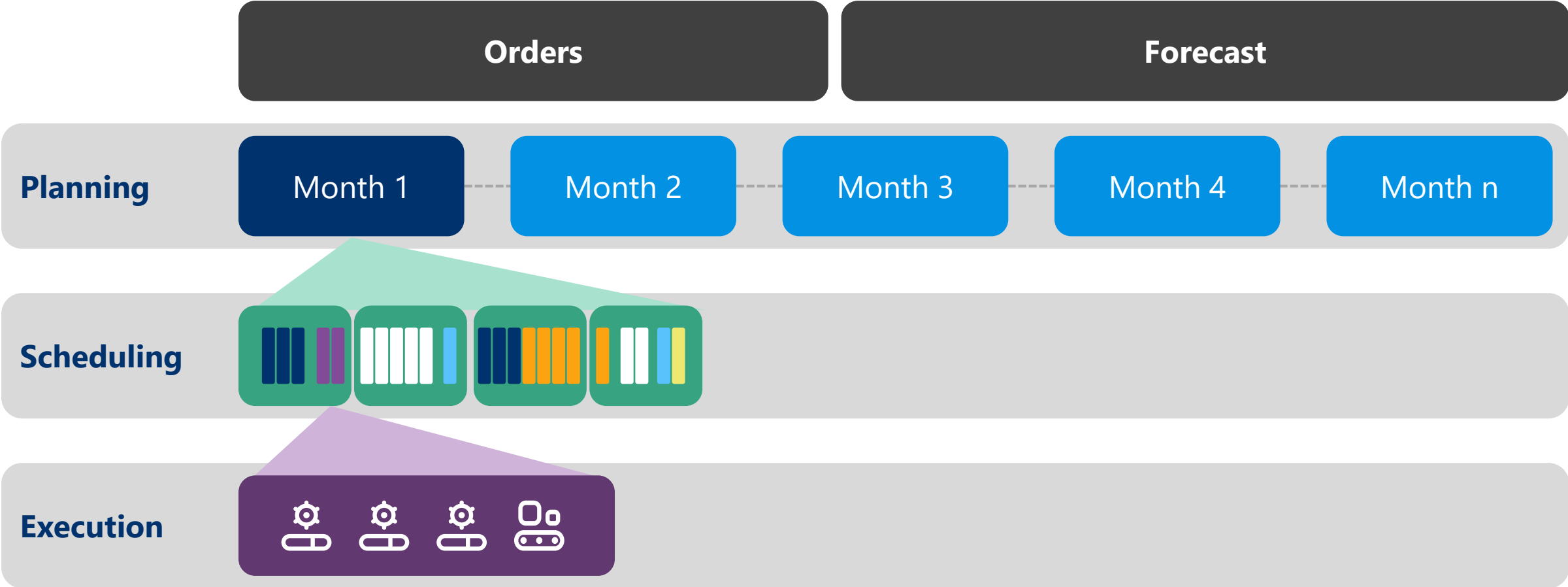
- Advances in APS and MES systems enable synchronization of planning and execution across time horizons.

### From reactive to adaptive operations

- Continuous optimization transforms organizations from reactive firefighting to resilient, adaptive operations, matching supply with demand



# Why plans break down on the plant floor



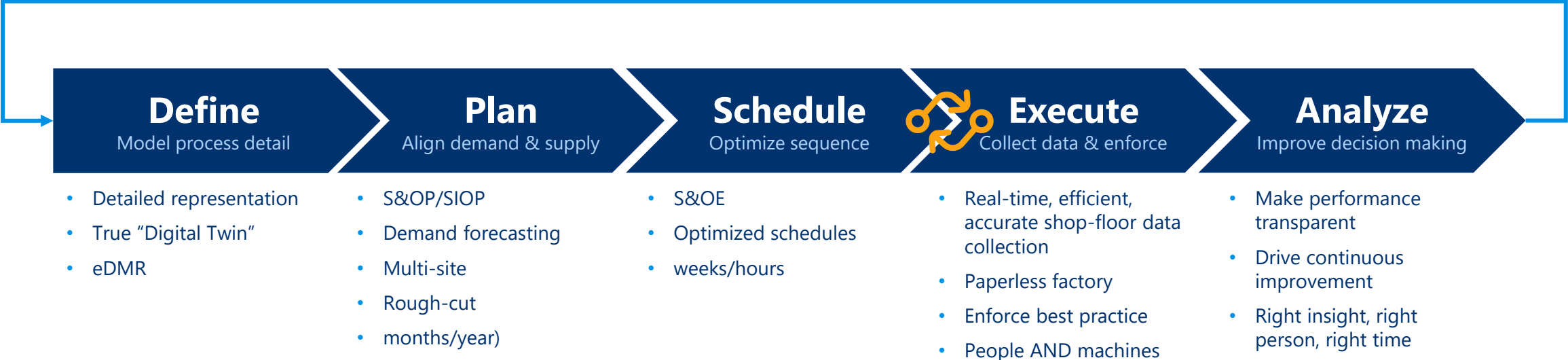


# Myth #2

Never the **twain**  
**shall meet**



# Closing the loop in real time





# Myth #3

**Integrating** planning  
& execution **is easy**



# The hidden complexity beneath the surface

## Best in Class

- ✓ One integrated system
- ✓ Shorter learning curve
- ✓ Single source of truth for data
- ✓ Less maintenance and complexity
- ! Less deep sector support
- ! Need for customization

## Purpose Built

The purpose-built approach has one preferred selected ERP, but allow for **integration with Best of Breed for specific needs** like eQMS or MOM. Such a system is also recommended for companies that are doing integration post M&A

## Best of Breed

- ✓ Better serving your specific needs
- ✓ Specific for you sector
- ! Longer learning curve
- ! Multiple source of truth for data
- ! Higher complexity





# Myth #4

AI will take **care of everything**



# The future with AI

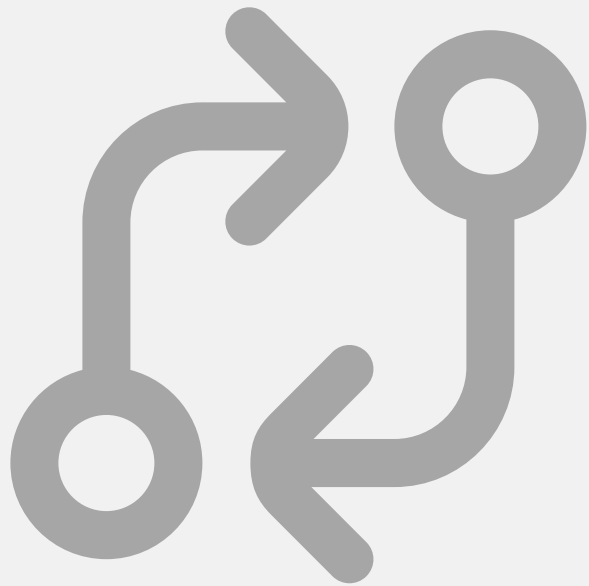
- Forecasting algorithms
- Explainability
- Real time Agentic Planning
- Natural language interaction

It looks like your biggest cause of labor cost variance is down to manual polishing on the Xenon product line.

Given what you have told me about the costs of, overtime and late delivery penalties, it will be more cost efficient to plan for 3 late deliveries, rather than run an overtime shift. 🤖💰

I see a new urgent order has been raised. I have added into the schedule.





# Myth #5

Closing the loop **is optional**



# Why closed-loop execution is becoming mandatory

## Limitations of traditional buffers

Manufacturers historically relied on buffers like excess inventory and overtime as insurance against mismatched execution and plans.

## Benefits of closed-loop execution

Closed-loop execution reduces buffers by continuously optimizing decisions based on real-time data and future commitments.

## Competitive advantages

Faster disruption response, lower working capital, higher service levels, and better asset utilization drive competitive success.

## Strategic imperative for manufacturers

Closed-loop execution transforms operations into adaptive, self-correcting systems essential for thriving in uncertain environments.





# Next step: Optimization

**Balancing conflicting objectives:** inventory vs. lead-time, utilization vs. OTIF

# But first, the fundamentals



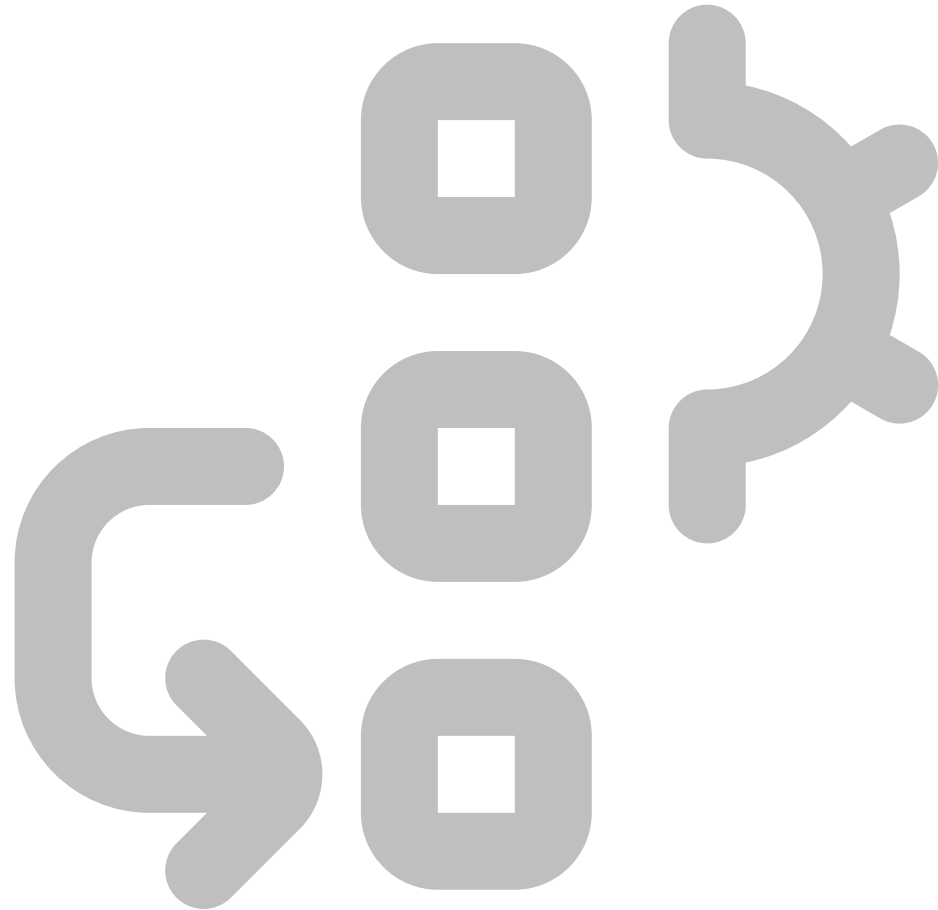
Clear **real-time visibility** of Work in Progress



Complete an **accurate definition** of processes and constraints



**Alignment** between people, processes, tools, and data



# Embrace & extend

Regardless of your current environment, we provide **best practice solutions that fill the gaps** and build on what you already have.



The logo for eyelit Technologies features the word "eyelit" in a lowercase, rounded, blue sans-serif font. A blue graphic element, consisting of a curved line that forms a partial circle or a stylized eye shape, is positioned above the "i" in "eyelit". Below "eyelit" is the word "TECHNOLOGIES" in a blue, uppercase, sans-serif font.

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