How Do You Fine-Tune Processes to Match Customer Demand for Home and Office Computers?

For decades now, computer users across the globe have relied on the Hewlett-Packard brand for top-quality computers for business and personal use. In the 1970s, Hewlett-Packard Company pioneered the WYSIWYG presentation that is standard in word processors and desktop publishing software today. When the company split in two in 2015, the portion of the business focused on printers and computers became HP Inc. With its new mandate, HP also inherited an unfinished initiative to standardize back-office supply chain systems that varied widely by region and product line.

The HP supply chain group quickly recognized that the SAP® Integrated Business Planning solution could best address the bulk of its process integration issues. Building on the SAP Advanced Planning and Optimization component already in place, the new solution provided a standard platform for internal demand and supply planning and one interface for external collaboration with partners and customers. Expert professionals providing SAP MaxAttention™ services helped HP begin to realize value within nine months, furthering its mission “to make life better for people everywhere.”
“Success in the age of real-time business requires global visibility over supply and demand, accuracy in forecasting, and smooth collaboration with partners and customers. Our new solution helps us achieve those goals – and more – today.”

Todd Walsh, Senior Director, Supply Chain Planning, HP Inc.

From its legendary beginnings in the 1960s in a garage in Palo Alto, California, Hewlett-Packard Company grew into a high-tech industry giant. Today, a weekly planning cycle at daughter company HP requires high-speed processing of huge volumes of data unimaginable in those early years. Automatically integrating input from product lines and regions has slashed costs and minimized errors. Customers of the 170 HP subsidiaries worldwide know their computers and printers will arrive on time and demonstrate the durability and usability they expect from this celebrated brand.

Sustainable
Reduction of carbon and water footprints annually

1968
Production of the world’s first personal computer

Citation
One of the 100 best corporate citizens in 2018 as named by CR Magazine
Standardizing Global Supply Chain Processes with SAP® Integrated Business Planning

High-tech leader HP transformed its global supply chain by introducing one interface for customers and partners and a single process for demand and supply planning across regions and product lines. Led by experts from SAP MaxAttention services, the implementation brought major savings of time and effort and established a long-term co-innovation partnership between SAP and HP for continued transformation.

Before: Challenges and Opportunities
- Standardize and integrate a wide range of legacy supply chain processes
- Eliminate many of the manual tasks in weekly demand and supply planning
- Set the stage for a long-term co-innovative partnership with a leading software provider

Why SAP
- Comprehensive business planning software that can integrate disparate systems and handle Big Data
- Expert implementation and support services already familiar to managers and users
- Reputation for reliability over the long term and willingness to incorporate customer input into software development
- In-depth, extensive know-how and “always on” readiness of experts from SAP MaxAttention services

After: Value-Driven Results
- Significant cost savings through improved operational and planning efficiencies
- Higher productivity and deeper strategic focus for planning professionals through what-if modeling
- More effective collaboration with customers and partners to improve relationships along the supply chain
- Prevention of inventory shortfalls and missed delivery deadlines
- Increased profitability over all product lines and regions through capacity and inventory optimization

“With SAP Integrated Business Planning, HP consolidates demand across regions and matches global supply to it. Skilled SAP resources partnered with us through SAP MaxAttention to design, develop, and implement a highly successful project that delivered value in the first year.”

Todd Walsh, Senior Director, Supply Chain Planning, HP Inc.