



Sales & Operations Planning

SDU gå hjem møde, 06.06.2018



Hvorfor S&OP på VIKING?

- Del af Business Plan 2020
- Tvær organisatorisk indsigt
- Opgradering af nuværende proces

3.5  **2020**
Increase > Improve > Empower





A **global** safety leader with the power to **deliver**



Key Figures

4,000
Lives Saved

2,000
Employees Worldwide

EUR 250 million
2016 Turnover



1,000+
Safety Agreements

261
Certified Servicing Stations

72
Branch Offices

57
Years in Business

4
Manufacturing Facilities



Our **customer** segments



Cargo



Passenger



Offshore



Fire



Defence



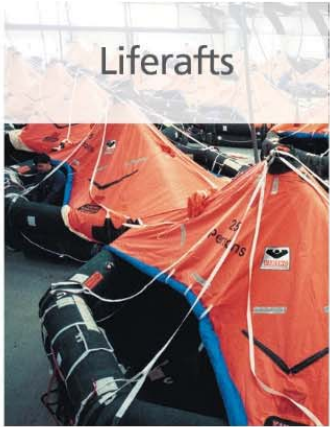
Yachting



Fishing



Our **safety** offering



Liferafts



Immersion suits
& lifejackets



Evacuation
systems



Lifesaving
appliances



Lifeboats, hooks
and davits



Marine fire



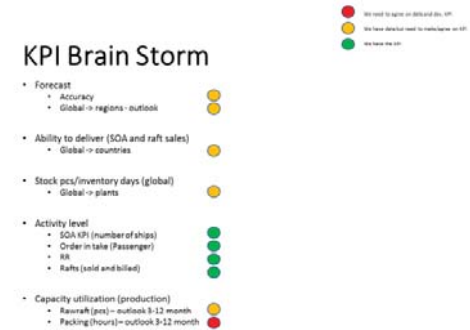
Training



Concepts & Financing

VIKING og S&OP

- Fokus på flåder i første bølge
- Vi har et godt kerne team
- Vi har tallene
- Ledelsen mener det er en god ide



Udfordringer

- Business Case virksomhed
- Vi bliver ramt af hverdagen
- Mandat, roller & ansvar
- Praktik – passe med andre processer



Next step

- Færdiggør TO-BE
- Den menneskelige dimension
- Go live
- Skabe værdi





Protecting people and business

VIKING LIFE-SAVING EQUIPMENT