



### Collaborative Supply Planning

# ACCELERATE the Supplier Network

#### ADEXA GIVES YOU NEW INSIGHT AND CONTROL:

- Cost of goods sold
- Days in inventory
- Days sales outstanding
- Fixed asset utilization
- Revenue growth
- Selling, general, and administrative
- Forecast and lead time for raw materials
- Direct material cost
- Order to invoice lead time
- Fulfillment accuracy
- Order fill rate
- Plant utilization
- Inventory write-offs
- Manufacturing equipment utilization
- Lead time for finished goods

#### THE CHALLENGES YOU FACE

One of the keys to efficient and profitable manufacturing operations is keeping your downstream supply chain in control. You need short lead times, competitive price points and aggregate volume discounts, low raw material inventories (without shortages), and predictable, reliable deliveries -- across all of your facilities and all of your suppliers.

That means a continuous two-way flow of information and communication. You need to stay in constant communication with your suppliers to ensure tight relationships, steady supplies, preferred terms, and streamlined material flows. Ultimately, it comes down to fast, accurate visibility into your vendors' capacities for mutual profitability. How can you achieve it? Adexa has the solution.

#### THE ADEXA SOLUTION FOR COLLABORATIVE SUPPLY PLANNING

Adexa offers a comprehensive answer for companies seeking to achieve Collaborative Supply Planning across their vendor base. This real-time, collaborative solution creates and maintains an up-to-date view of constrained and unconstrained supply plans and provides an aggregated supply plan across various business units to support improved contract price negotiations. Adexa monitors and forecasts the comprehensive demand for components and raw materials, including the aggregate of dependent demand (based on the BOM explosion for end-item forecasts) and independent demand (direct demand for components, such as spare parts in the automotive industry).

You give immediate visibility to your vendors, enabling them to see and understand your raw material and component supply requirements based on your current -- perhaps unexpected -- fluctuations in demand, promotions, product lifecycles, and more.

Buyers, suppliers, and other downstream stakeholders can receive exception-based alerts related to supplies, raw material inventory, and other supply-related issues. What's more, you can source your material and components across multiple vendors using proportional, priority-based, or other custom sourcing rules.

Adexa's Collaborative Supply Planning solution provides sophisticated security for participants, their data, and system functions. Users can see and act on only the information and processes you allow. It's a 100-percent pure Web browser-based solution --no plug-ins or add-on software --, which simplifies deployment, operation, and maintenance. Adexa also combines unsurpassed data and analysis flexibility with complete workflow, alerts, and messaging to keep you and your partners on track.

## THE ADEXA VALUE PROPOSITION

Most competing supply planning solutions are built on older technology and are merely “Web-enabled” with a simple HTML interface. That creates scalability and security problems and significant limitations in workflow, messaging, and reporting. By contrast, Adexa brings new speed, accuracy, and simplicity to supply planning, enabling you to reduce raw material and component prices and inventory, increase your organizational agility, improve purchasing lead times, and improve the accuracy of raw material and component forecasting.

- Shorten purchasing lead times
- Aggregate enterprise-wide purchases for improved price negotiation leverage, competitive price points, and consolidated contracts across your organization
- Identify opportunities for better discounts on high-volume items
- Optimize sourcing of components and raw materials
- Reduce raw material inventories
- Communicate production issues to suppliers in a timely manner
- Reduce the time and expense of communicating with and managing suppliers
- Stay abreast of supplier decisions on product lifecycles
- Consolidate supplier lists
- Get a better handle on raw material inventory and proactively detect/ predict supply shortages
- Understand all facets of how much business goes to each vendor

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### Adexa's Worldwide Locations

#### North America

Atlanta, GA  
 Los Angeles, CA  
 Norwalk, CT  
 Toronto, ON

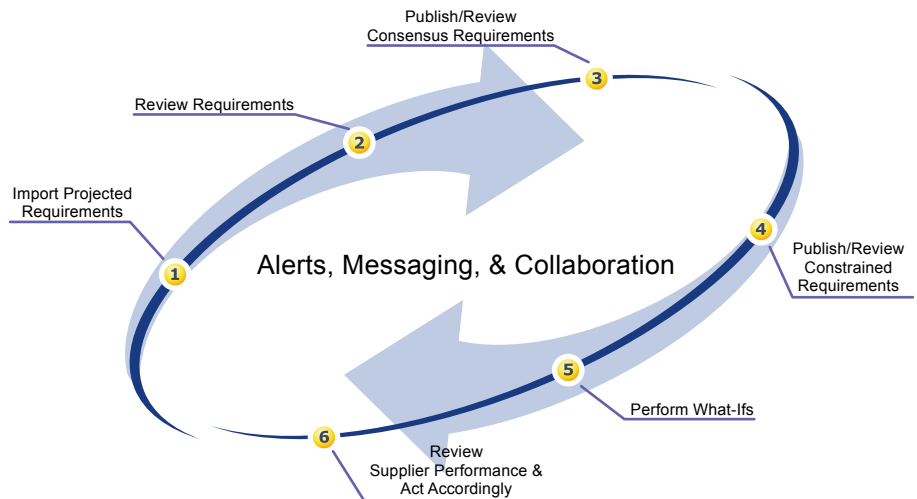
#### Europe

Germany  
 United Kingdom

#### Asia

Japan  
 South Korea  
 Singapore  
 Taiwan

**Figure 1. Collaborative Supply Planning**



Adexa delivers solutions that synchronize corporate planning with operations planning and execution on a local and enterprise level, to ensure all assets are utilized to achieve strategic objectives. This enables manufacturers to reduce the cost of goods sold, shorten lead-times for orders and reduce inventory costs with improved supply chain collaboration and management. Real Solutions...Measurable Results.

