



### Event Management and Analytics

# DEMAND Accountability

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

- Cost of goods sold
- Days in inventory
- Days purchases outstanding
- Days sales outstanding
- Fixed asset utilization
- Revenue growth
- Selling, general, and administrative
- Indirect burdened labor/expense on material handling, manufacturing, planning, production, quality, purchasing, & service
- Inventory write-offs
- Inbound transportation
- Burdened direct labor
- Direct material cost
- Expensed material and services
- Outbound transportation
- Overtime premium
- PP&E repair and maintenance
- Warranty and repair costs
- Service burdened labor
- Forecast and lead time for finished goods, MRO, raw materials, service, and WIP
- A/R escalation time
- Fulfillment and invoicing accuracy
- Utilization of manufacturing equipment, plants, transportation equipment, and warehouses
- Closing percent, cycle time, promotion success, and order size by channel
- Customer turnover
- Order to invoice lead time
- Order fill rate
- Sales returns and allowances
- Burdened payroll expense, administrative/HR, facilities, finance, IT, management, marketing, MRO purchasing, R&D, and sales

#### THE CHALLENGES YOU FACE

For any company it can be a difficult proposition to identify and track important key performance indicators (KPIs) -- the metrics that help measure, predict, and drive company performance. That's especially true for manufacturers in volatile markets like electronics and aerospace where short product life cycles are the rule.

Financial metrics like COGS, days in inventory, DSOs, and revenue growth are difficult to dissect and analyze on a product, customer, or geographic basis. Similarly, operational KPIs can be numerous and changing. Are warranty and repair costs escalating? What are direct material cost trends? What overtime premiums are you paying? Depending on your business model, you might need to track dozens of KPIs to gain insight into your future performance. Most importantly, those KPIs are your distant-early-warning of problems, shortages, and other disruptions that can dramatically affect your results.

#### THE ADEXA SOLUTION FOR EVENT MANAGEMENT AND ANALYTICS

That's why Adexa offers a comprehensive solution for Event Management and Analytics. This real-time solution monitors a complete catalog of your defined KPIs and alerts you to unexpected changes, variances, and trends. Aggregating data from across your enterprise systems and databases (including ERP, SFA, and CRM applications, data warehouses, and more), Adexa performs calculations and correlations and presents the results in real time. You can use Adexa's complete library of pre-built financial and operational KPIs that are based on industry best practices and standard calculations validated by business experts.

Measure your business performance across the supply chain; including supplier costs, manufacturing costs, inventory movement, order fulfillment, and more. When Adexa presents an exception, you can "drill-down" to examine the root causes as well.

## THE ADEXA VALUE PROPOSITION

With an Adexa-powered solution for Event Management and Analytics, you can monitor your KPIs in real time and compress your decision cycles. You focus on what's relevant or what needs your immediate attention. In addition, you can also use KPI monitoring to identify unexpected positive variances and trends -- the new opportunities for expansion and growth and new avenues for cutting costs and improving efficiency.

Best of all, you see this information in real time -- in time to take corrective or proactive steps to head off problems or beat competitors -- and quickly get to the heart of the metrics.

- Identify, measure, and monitor your company's financial and operational KPIs
- Evaluate supplier performances
- Track costs and efficiencies
- Monitor delivery performance
- Detect KPIs that dip below or rise above target levels
- Accelerate decision cycles
- Focus on and improve KPIs
- Identify unexpected events and trends in time to take corrective action
- Reduce costs by spotting cost cutting opportunities

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### Adexa's Worldwide Locations

#### North America

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

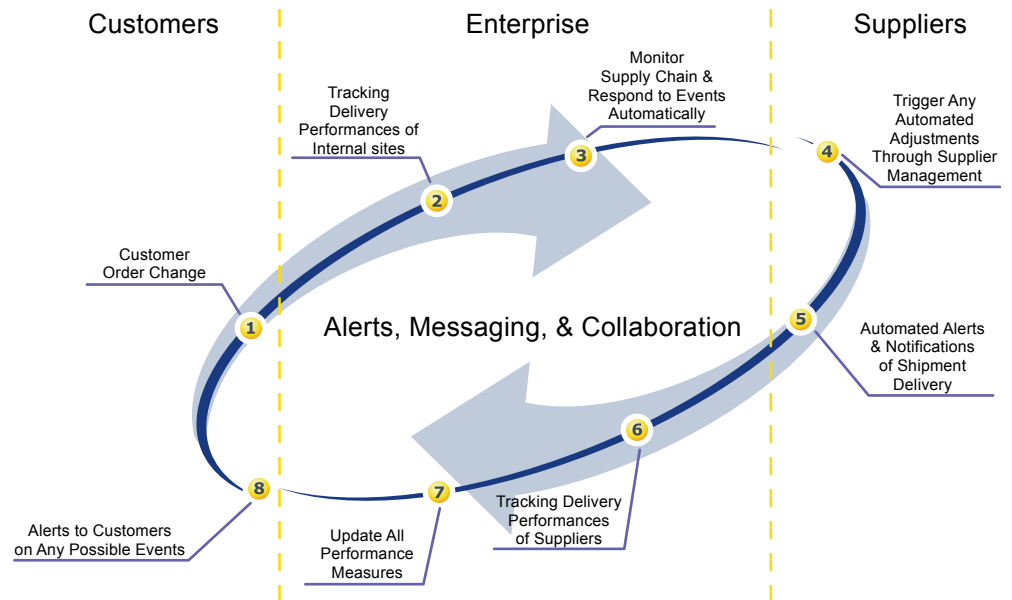
#### Europe

Germany  
 United Kingdom

#### Asia

Japan  
 South Korea  
 Singapore  
 Taiwan

**Figure 1. Event Management & Analytics**



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.

