



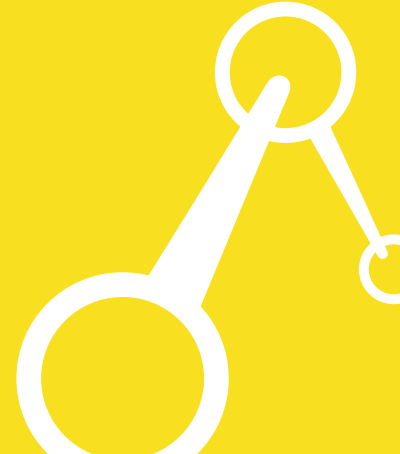
ADEXA

ENTERPRISE GLOBAL PLANNING SYSTEM



Intensifying global competition. Fragmented logistics channels. Diminishing markets. The complex global supply chains that comprise the industrial equipment industry are under pressure to improve Return on Assets at every point. Your response:

## Adexa eGPS for Industrial Equipment



### Rationalize Global Capacity

Generate a “virtual supply chain” to optimize capacity and streamline your asset base through a single integrated view.

### Enhance Customer Service

Increase flexibility, accelerate order promising, improve aftersale support with more responsive demand planning and inventory management.

### Reduce Lifecycle Costs

Enable cost-efficient design and demand planning to cut costs from manufacturing, logistics and MRO stocks.

### Synchronize Planning

Establish a common language for capturing data and feeding decisions back to varied enterprise and shop floor systems.

### Enable Collaboration

Deliver better information faster so trading partners can plan for demand fluctuations and operate proactively to help you reach your goals.

### Minimize global inventories and product lifecycle costs. Drive new revenues with service before and after the sale.

Private contractors and government buyers alike demand more flexibility to configure their fleet equipment for specific tasks, operating conditions and performance goals. As OEMs turn their focus to managing product development and brand values, they are downloading responsibility for achieving cost reduction targets and deploying inventories efficiently across increasingly distant and fragmented distribution channels. As suppliers consolidate worldwide to solidify global markets and increase flexibility, they face even greater complexity in their supply relationships and in their own information channels. Adexa Enterprise Global Planning System (eGPS) shows you the way.

### Maximize the value of every sale with enhanced customer service

eGPS lets you bridge the gap between the front office and the shop floor so you can respond positively to customer requests faster. The “virtual supply chain” brings complete visibility to supply chain constraints, capacities and processes, so available-to-promise reports are accessible in seconds. By delivering information directly to suppliers and production systems, you gain the flexibility to configure and build to customer specifications while you make and meet tighter delivery commitments. Detailed access to what’s in the supply chain also lets you promote revenues and improve margins by identifying opportunities to upsell. Created specifically for the online environments, eGPS provides a proven foundation for e-business solutions to global order promising and tracking, both for finished goods and aftermarket parts. With the efficiencies eGPS earns in sourcing, inventories and distribution, your supply chain can contribute to increased customer satisfaction and brand value by reducing operating costs and assuring the continuous availability of maintenance and service parts throughout the life of the product.

### Synchronize supply and demand through the “virtual supply chain”

With eGPS, you can model your entire supply chain to the lowest possible level of detail under a single global view. With real-time access to your full range of demand signals, supply sources, dependencies and decision constraints, you’re now in position to rationalize capacity from a global perspective and develop plans to do more with less. Though industrial demand is inherently cyclical in nature, eGPS provides the demand planning tools you need to level business cycles across worldwide markets and synchronize sources of supply in response.

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### **Consolidate information along with your assets**

Acquiring new sources of capacity and supply is one thing; getting them to work together is another. eGPS has its roots in collaborative systems, so it's inherently suited to integrate with varied enterprise systems and applications. Within eGPS, information from all sources is captured in a single shared data model. Now you can appreciate the full benefit of acquisitions and mergers by providing a common language and planning platform for different management and shop floor systems — without replacing the applications you know. Unobstructed visibility throughout the supply chain also supports design collaboration across regions, tiers and suppliers, earning improved economies of scale and faster development through standardized components. As information gets updated and new decisions are made, eGPS can communicate directly with existing MRP, configurator, logistics and accounting systems anywhere within the enterprise, at all levels of the supply chain. So everyone's moving in the same direction, at the same speed.

### **Turn your supply chain into an interactive channel for collaborative problem-solving**

When equipment manufacturers were vertically integrated, they competed brand to brand. Now that outsourcing and specialization have become the norm, brands compete supply chain to supply chain. eGPS recognizes this by applying its collaborative technology base to extend the virtual supply chain to all the players. Every contributor to the finished product operates with the same accurate forecasting figures and with a clear view of the planning processes, end-to-end. This global view becomes a powerful tool for profitability. With waste, redundancy and uncertainty drastically reduced, each link in the supply can do its part to stabilize supply, level pricing and target capacity to their most profitable products.

### **eGPS for Industrial Equipment: Get there faster!**

#### **Before you make your next move, you should know exactly where you stand.**

With Adexa eGPS, you and your supply chain partners can have a clear picture of where you're going and your position right now as you move forward on your business objectives.

#### **eGPS points the way to more accurate planning and execution.**

eGPS enables a global view of supply and demand requirements, measured against constraints, to support smarter decision-making across the enterprise and throughout the supply chain. eGPS allows you to optimize production and delivery plans for speed and profitability, and communicate the plan to all parties involved in the process, from raw materials to the final customer. When exceptions emerge or new constraints appear, eGPS automatically updates the plan and alerts stakeholders to the new directions they need to take.

#### **Faster to Evaluate**

eGPS is built on a proven platform for adaptive modeling and large-scale collaboration that enables quick configuration to fit your business systems; you can evaluate eGPS by watching your actual processes in action.

#### **Faster to Implement**

All solutions in the eGPS suite, along with the corresponding data maps to support them, are pre-integrated so there's no time wasted patching together interfaces between critical functions.

#### **Faster to Solve**

Adexa's powerful optimization engine solves highly complex problems and scenarios in seconds where other solutions require hours or days to process. Fast solving also lets you generate more supply chain “what-if” analysis at any level of aggregation or detail.

#### **Faster to Respond**

Adexa delivers all its eGPS functionality on a single data model. While other solution providers are cobbling together disparate modules acquired from other developers, Adexa eGPS can meet new customer challenges with real market-first advances.

#### **Faster Return on Capital**

With its fast implementation cycle and rapid adaptation to the processes you already know and use, eGPS starts working with you sooner to realize the full potential of your total IT and resource investment.

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