



### Sales, Inventory and Operations Planning

# 30% Inventory Reduction

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

- Cost of goods sold
- Days in inventory
- Days sales outstanding
- Fixed asset utilization
- Revenue growth
- Direct material cost
- Manufacturing equipment utilization
- Plant utilization
- Warehousing utilization
- Order to invoice lead time
- Fulfillment accuracy
- Order fill rate
- Promotion success
- Inventory write-offs
- Burdened direct labor

#### THE CHALLENGES YOU FACE

Whether you're a mid-to-large manufacturer with multiple plants and inventories across multiple locations or a smaller firm coping with the challenges of high growth in products, customers, and markets, your challenges and goals are similar, especially if you "make-to-stock" and "build-to-forecast." You need to reduce lead-times, without increasing obsolete inventory. You need to prevent outages and shortages, without taking on large inventories of components and supplies. You need to align sales and production plans, without over investing in capacity, and balance supply and demand across the enterprise.

How can you achieve optimal inventory buffers across the supply chain, reduce customer lead times, increase order fill rates, and avoid capacity and materials shortages? Sales, Operations, and Inventory Planning (SOPI) is a complex, simultaneous equation -- and that's where Adexa can help.

#### THE ADEXA SOLUTION FOR SALES, INVENTORY & OPERATIONS PLANNING

SI&OP is the high-level plan that you create every one to three months to optimize and balance supply and demand across the enterprise. With the Adexa-powered SI&OP solution, you can set inventory levels based on your service-level commitments and use them to establish optimal inventory buffers. You can set time-varying business rules -- such as sourcing across multiple plants and multiple suppliers with qualifications and postponement strategies -- as well as identify imbalances, capacity bottlenecks, and material shortages.

Planners can perform multiple iterations during each planning period that give each user continuous vision to constrained and unconstrained plans. Demand planners, inventory planners, and production planners can iterate through multiple plans (sharing data in real-time) until they are satisfied with forecasts, projected inventory levels, and the allocation of supply to demand.

### THE ADEXA VALUE PROPOSITION

Only Adexa provides a scalable, secure, and comprehensive workflow-based solution that integrates forecasting, demand planning, inventory optimization, material and capacity planning, and supply planning into a unified, end-to-end collaborative environment. That means you can take advantage of capacity- constrained optimization, inventory optimization, collaborative demand and supply planning, and underlying business process workflows.

Adexa SI&OP solutions combine inventory optimization with sales and operations planning for optimized plans that greatly reduce inventory levels and increase customer satisfaction. Competing solutions fail to optimize these inventory levels and inventory buffers, creating suboptimal plans with higher -than necessary inventory levels and lengthier lead times. The Adexa SI&OP solution also takes into account demand and supply variations and possible combinations, ensuring that inventory levels, lead times, and fill rates are optimal.

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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

- Reduce your lead times.
- Deploy inventory across the enterprise
- Break free from material or resource capacity constraints
- Improve service levels
- Reduce inventory management costs and obsolete inventory
- Integrate production and sales planning
- Reduce expediting costs
- Identify and reduce excess inventory
- Manage by/co products
- Optimize safety-stock and raw-material levels
- Accommodate demand spikes
- Improve asset utilization
- Gain greater purchasing leverage

**Figure 1. Sales, Inventory & Operations 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.

