SUPPLY CHAIN SOLUTIONS FOR THE AUTOMOTIVE INDUSTRY

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Collaboration

Supply Chain Solutions for the Automotive Industry
If you’ve ever had a major delivery rejected for lack of an advanced shipment notification (ASN), then you know the real-world value of moving even the most basic information. If your customers order or pay using Internet or EDI technology, then you clearly understand the dollars-and-cents impact of accurate information.

The real value of information emerges from forging a global supply chain that operates as a single, cohesive unit. Imagine a supply chain where demand from customers and dealers cascades transparently through the supply chain. Imagine a supply chain where available-to-promise information is based on real-time visibility from raw materials to finished product.

This is no long-term vision. This is the emerging reality of the automotive industry in the Internet era.

This is a reality that Adexa understands. We’re a global provider of innovative collaborative planning solutions that help you and your supply chain partners cut costs, improve quality and increase speed.

Adexa’s iCollaboration suite increases the flow of materials by dramatically accelerating the flow of relevant information. In so doing, you can mesh your internal operations with your supply chain to accelerate information flow and better serve your customers.

- The rules are changing again.
- It’s no longer enough to build a quality product and sell it for a fair price.
- Today, the information you supply is just as important as the product.

Successful automotive firms mesh information flow with the movement of materials.
Today’s collaborative commerce economy pits supply chain against supply chain.

The winners are those that move information as efficiently as they move materials.

**TIER 1 SUPPLIERS: STRIVING TO MEET CUSTOMER EXPECTATIONS**

Pressure doesn’t stop at the OEM factory door. Tier 1 suppliers are at the forefront of squeezing more efficiency from their plants and their complex supply chains. But more must be done. Supply chain leaders must help their partners manage information flow as well as they manage material flow. Practical tools that enable supply chain collaboration are a prerequisite for success.

**TIER N SUPPLIERS: SERVING MULTIPLE MASTERS**

Many Tier N suppliers serve multiple customers – frequently from different industries. Suppliers often find themselves in several roles – for example, as a Tier 1 supplier on one program and a Tier N supplier on other programs. As a result, they face multiple, sometimes conflicting, customer requirements. Meeting these challenges with existing IT systems and staff is difficult. New capabilities that link to existing internal and supply chain partner systems are required.

**OEMS:**

**PUSHING TO DO MORE WITH LESS**

Brisk sales and robust profits mask some of the massive challenges faced by automotive manufacturers. The rising tide of customer expectations is pushing OEMs to deliver built-to-order vehicles in just days. Forecasting and planning have become more complex. Suppliers clamor for stable schedules while customers demand flexibility and quick response. Better information flow across the supply chain is essential.

**DISTRIBUTORS:**

**WRESTLING WITH TIME, DISTANCE AND COMPETITION**

Distributors need more control over critical aspects of their business. Unless they’re major market distributors, they have little input into product design and frequently have to fight for allocations of popular products. Because product delivery times may be lengthy, they struggle to balance large-capacity demand and inventory and meet often remote min-order minimums despite changing inventory programs. To gain control, distributors need new collaborative planning and forecasting tools.

**DEALERS:**

**PUSHED BY MANUFACTURERS, SQUEEZED BY CONSUMERS**

Value-conscious consumers, Internet购物 services and competition from mega-dealers are squeezing the last remaining profit out of new vehicle sales. Dealers need better forecasting tools and Available-to-Promise (ATP) engines that help meet customer expectations.

**CONSUMERS:**

**DEMANDING MORE FOR LESS**

Today’s buyers are incentive driven and Internet savvy, with better information and more choices. They want greater sales, more flexible options, and faster deliveries. Better order promising and order tracking tools are needed to meet consumer expectations.
Supply chain challenges are real. What isn’t real is the theory that they’ll disappear if everyone adopts the same ERP solution or join the same exchange.

Adexa offers iCollaboration’s suite of scalable Internet solutions based on a single data model that integrates into complex legacy environments of Fortune 1000 companies.

iCollaboration delivers value to both your business stakeholders and IT departments.

**MARKETING/SALES**
- Real-time order promising
- Accurate forecasting and product planning

**DESIGN/ENGINEERING**
- Faster time-to-market
- Better management of global resources

**PROCUREMENT**
- Improved supplier performance
- Better collaboration with vendors

**PLANNING/SCHEDULING**
- Greater responsiveness to demand
- Shorter planning horizons

**LOGISTICS**
- Efficient hand-off to production
- Visibility into in-transit materials

**IT APPLICATIONS**
- Open, component-based architecture
- Certified integration with other applications

**IT OPERATIONS**
- Scalable to support growth requirements
- Standards compliant and platform independent

**IT STRATEGY**
- Internet-ready, best-of-breed solution
- Rapid and measurable return-on-investment

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**AUTOMOTIVE**
Providing visibility into your supply chain is both a risk and an opportunity. How will you respond?

Start today and implement transparency on your terms.

Adexa provides a proven, five-step program that delivers real-world e-commerce results—built on the foundation of your existing technical infrastructure.

**STEP 1: BUILD INTERNAL EXCELLENCE.**

Your organization has sophisticated operating environments and complex information technology systems. Unfortunately, most are not designed to integrate seamlessly with partner systems. Implementing Adexa’s iCollaboration suite maximizes your investment in transaction systems—whether legacy systems or packaged ERP applications, or both—and helps prepare your organization for the Internet-driven, collaborative commerce environment.

**STEP 2: CREATE VISIBILITY.**

Building on internal system improvements, you build private portals, enabling key customers and suppliers access to critical operational data. The iCollaboration solution satisfies customer and supplier demands for increased visibility and provides you with valuable insight into the business processes and benefits available through collaborative commerce.

**STEP 3: MENTOR SUPPLIERS.**

Not all suppliers have the computer systems, business processes or expertise to embrace the collaborative commerce model. With a helping hand from you, key suppliers can adopt new collaborative tools to leverage existing transaction and planning systems. By assuming this proactive role, you maximize your value-added role as a leading supplier of material and information.

**STEP 4: AUTOMATE TRANSACTIONS.**

Building upon the prior steps, you can begin to automate critical business-to-business transactions using the intelligent agents in the iCollaboration suite. The increasingly transparent systems can automatically replenish inventory, communicate order status and plan future production. As a result, expenses drop, lead times shrink and customer satisfaction increases.

**STEP 5: EMBRACE EXCHANGES.**

Trading exchanges offer powerful opportunities, but only for those companies prepared for the e-business world. After getting internal systems in order, and acquiring the necessary collaborative commerce expertise, you can leverage the power of collaboration to benefit from participating in various industry exchanges. These exchanges can help reduce costs and win new business.
The automotive industry has always been about speed.

Today, more than ever, you need speed from your information systems.

Adexa’s iCollaboration suite delivers speed in five important ways.

PROOF-OF-CONCEPT
Adexa’s industry experts quickly model your data and business processes so that you can test drive our iCollaboration solution — then make faster, safer, and more informed decisions about your collaborative commerce investment.

IMPLEMENTATION
Adexa shrinks implementation time and expense thanks to our certified integration with best-of-breed software solutions and our network of experienced consulting partners. You can deploy faster and see the benefits sooner.

PROBLEM SOLVING
iCollaboration solves complex problems in minutes. Its underlying technology was designed for the complexity of the automotive industry, allowing you to stay online and accelerate the velocity of information across your supply chain.

INNOVATION
Adexa continuously upgrades the capabilities of the iCollaboration suite. As a result, you benefit from the rapid evolution of iCollaboration’s functionality based on our lessons learned from multiple industries.

RETURN-ON-INVESTMENT (ROI)
Adexa delivers real-world results that quickly show up on your balance sheet. You’re more responsive to customers and partners. You reduce costs throughout your supply chain while improving efficiency. You increase revenue and market share.

Need speed? Call us at 888-475-2409 or visit us at adexa.com