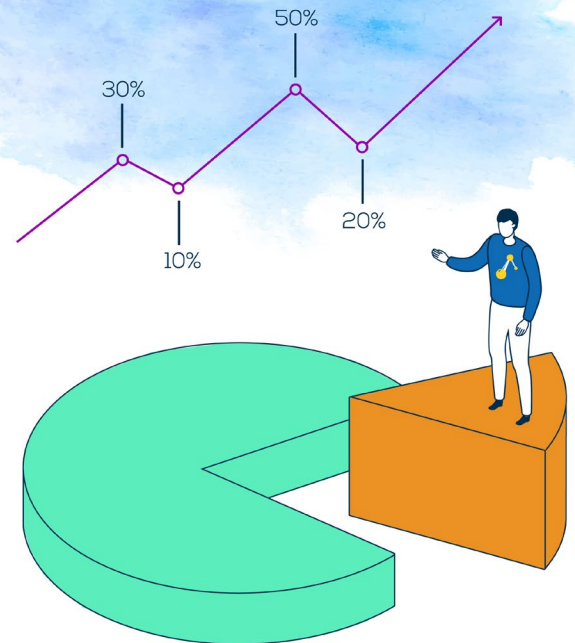


The Adexa Value Assessment process delivers the following to your organization

- **Business Process Review and Solution Mapping** – Describes and measures current operations summarizing pain points and target short falls. Identifies Adexa solutions that address relevant operational issues and challenges
- **Business Benchmarking** – Provides a high-level view of competitive strengths, weaknesses, opportunities, and threats. Identifies and quantifies the opportunities lost by not operating at the benchmark level in various areas such as revenue growth, Cost of Goods Sold, collection days, days of inventory being carried and fixed asset utilization
- **Transformation plan** — Provides a road map for taking advantage of opportunities, addressing problems, and facilitating business goals which includes an solution implementation plan and cost estimates
- **ROI analysis** — Predicts return on technology investment, including impact on EPS, GM, and Revenue



Value Assessment Engagement Agenda

Duration: Minimum of 3 days – Maximum of 2 Weeks

- Pre-VA meeting to set expectations: Establish business objectives with executive sponsor
- Value Research (On-site)
- Scope Definition
- Value Discovery
- Review existing Business Processes – Interview Executive sponsor, Functional leaders for Finance, Data analyst(s), Sales, Manufacturing / Operations, Supply Chain, IT, Planners, and other Users
- Value Alignment
- Value Documentation (Off-site)
- Business Process Review and Solution Mapping
- Business Benchmarking
- Transformation plan
- ROI analysis
- Executive Value Assessment Presentation / final report of findings (On-site 2 – 3hrs)