

smtDemand

A Qualified mySAP All-in-One Solution



Supply Chain Implementation of the Year

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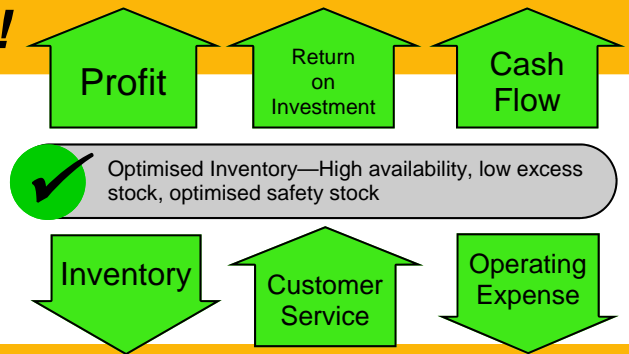
smtDemand

A Qualified mySAP All-in-One Solution

Tier One Integrated Forecasting and Inventory Planning Solution at Point Solution Prices!

Free Interactive Workshop - See How smtDemand Can Improve Your Business!!

- If you run a 'Pull Supply-Chain', see how smtDemand seamlessly gathers and consolidates 'coal-face' market intelligence from multiple points of sale to optimise 'back-end' manufacturing and purchasing decisions.
- Ensures supply at optimum levels of inventory
- If you run a 'Push Supply-Chain', see how smtDemand allocates stock throughout your network to optimise availability.
- **Provides Network Visibility—for example:**
 - If you are the **Branch Manager** you see **your** sales history and adjust **your** forecast for products sold at **your** branch.
 - If you are the **Area Sales Manager** you will be able to review and influence the decisions made by **your** Branch Managers and how their decision impacts on **your** sales targets.
 - If you are the **Purchasing Manager** you see the total requirements and how the decisions made impact **your** stock projections so you can act accordingly to keep the business trading within working capital limits!



“smtDemand is a true Network Demand and Inventory Solution—able to present tailored information in many ways, to many users, to many locations from one set of numbers in real time!”

smtDemand— A Point of Difference

- A true network approach
- **Implementation in weeks**
- Tailored—multi view, multi user, multi site Views from one set of Numbers
- **Traceability—who changed what when**
- Alerts—manage by exception
- **Safety Stock Planning—protect from supply and demand fluctuations**
- Scalable—grows with you
- **Locally supported - office in each state**
- Collaborative
- **Fixed price implementation with fixed scope**

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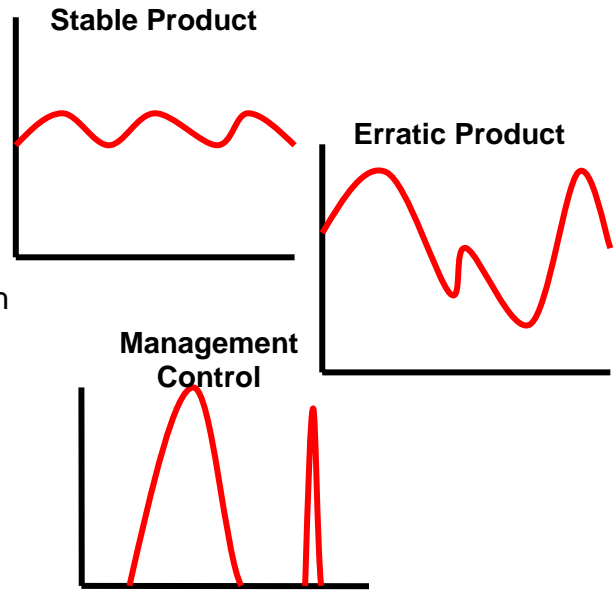
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Demand Planning

Demand Planning

Assigning the right Forecast Method

smtDemand is able to automatically assign the most effective forecasting method to the specific 'personality' of a product at a given location. It does this by assessing each line items at each location to determine its behaviour: Stable, Erratic or Management Control!



Adding Trends and Seasonal Templates

By adding trends and seasonal templates you can be assured that the right forecast solution is assigned to each product at each location.

Adding Market Intelligence

Slice and dice the forecast as you wish and review by:

- Customer, Category, Product View and,

and assign market intelligence.

Forecast Buckets

- Daily, Weekly and Monthly

Multiple Data Views

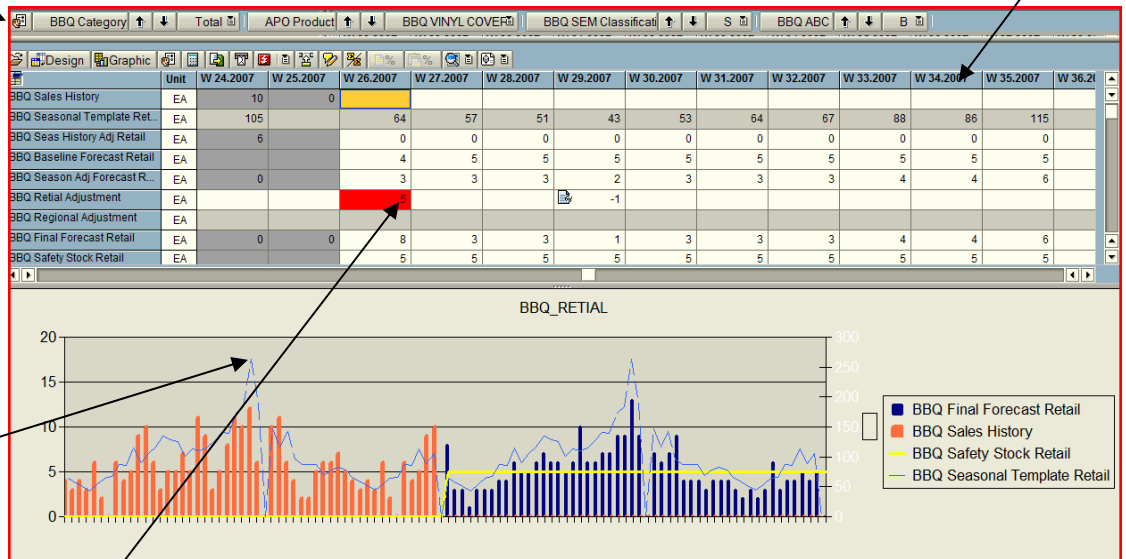
- Budget
- Sales History
- Forecast
- Market Intelligence
- Final Forecast
- Outliers
- Alerts

Seasonal Template

- Auto or Manual
- Identifies and plans for peaks and troughs.

Management by Exception

When you have hundreds, or even thousands of products within one location the last thing you want to be doing is reviewing every product! smtDemand has tailored alerts that highlight those requiring the most attention— eg those A Class products that create the revenue, those products consistently out performing predictions and those products not performing so well. Whilst being assured that the balance are being managed within defined limits.



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Inventory Planning

Inventory Planning

Assigning the Optimised Levels of Inventory

smtDemand is able to automatically assign the most effective levels of inventory to protect sales from demand and supply fluctuations. smtDemand takes a product by product view of safety stock planning to ensure the optimum levels of sales protection is provided.

Safety Stock Considerations

The advanced safety stock calculation used with smtDemand considers demand variability, supply lead time, batch quantities and target service level—to ensure that your target customer service levels are achieved!

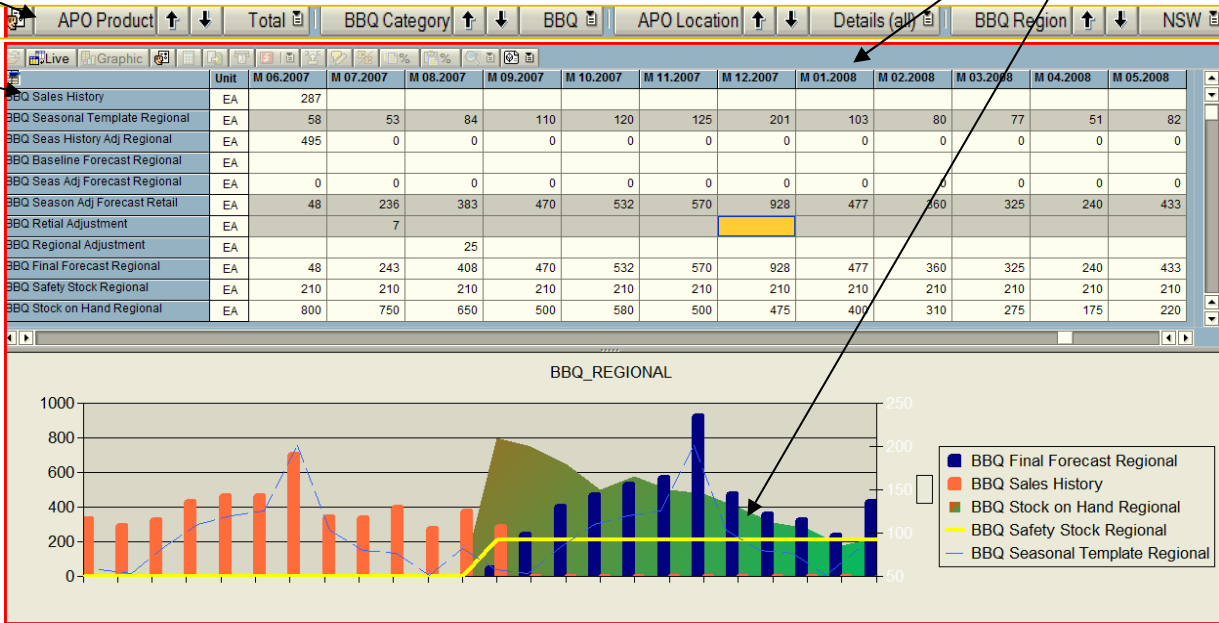
Inventory Forecast Review

Slice and Dice the Inventory Forecast as you wish and review by:

- Category, Product View , ABC, SEM etc to determine if any immediate stock issues are facing the business ie too much and too little!

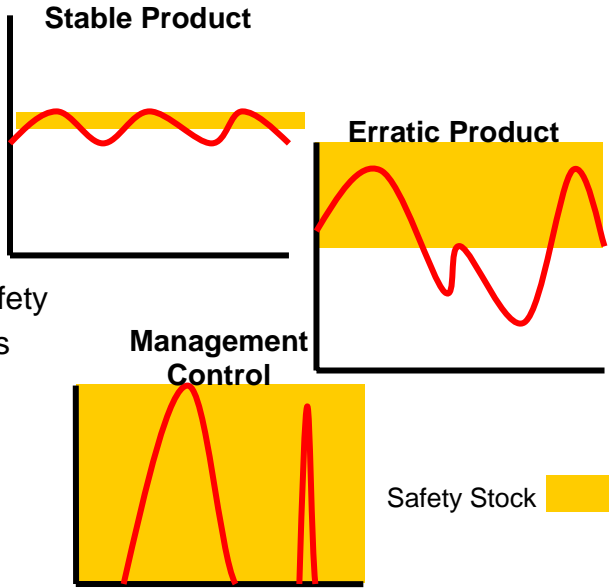
Multiple Data Views

- Total Business
- Product Group
- Product



Inventory Buckets

- Daily, Weekly and Monthly



Management by Exception

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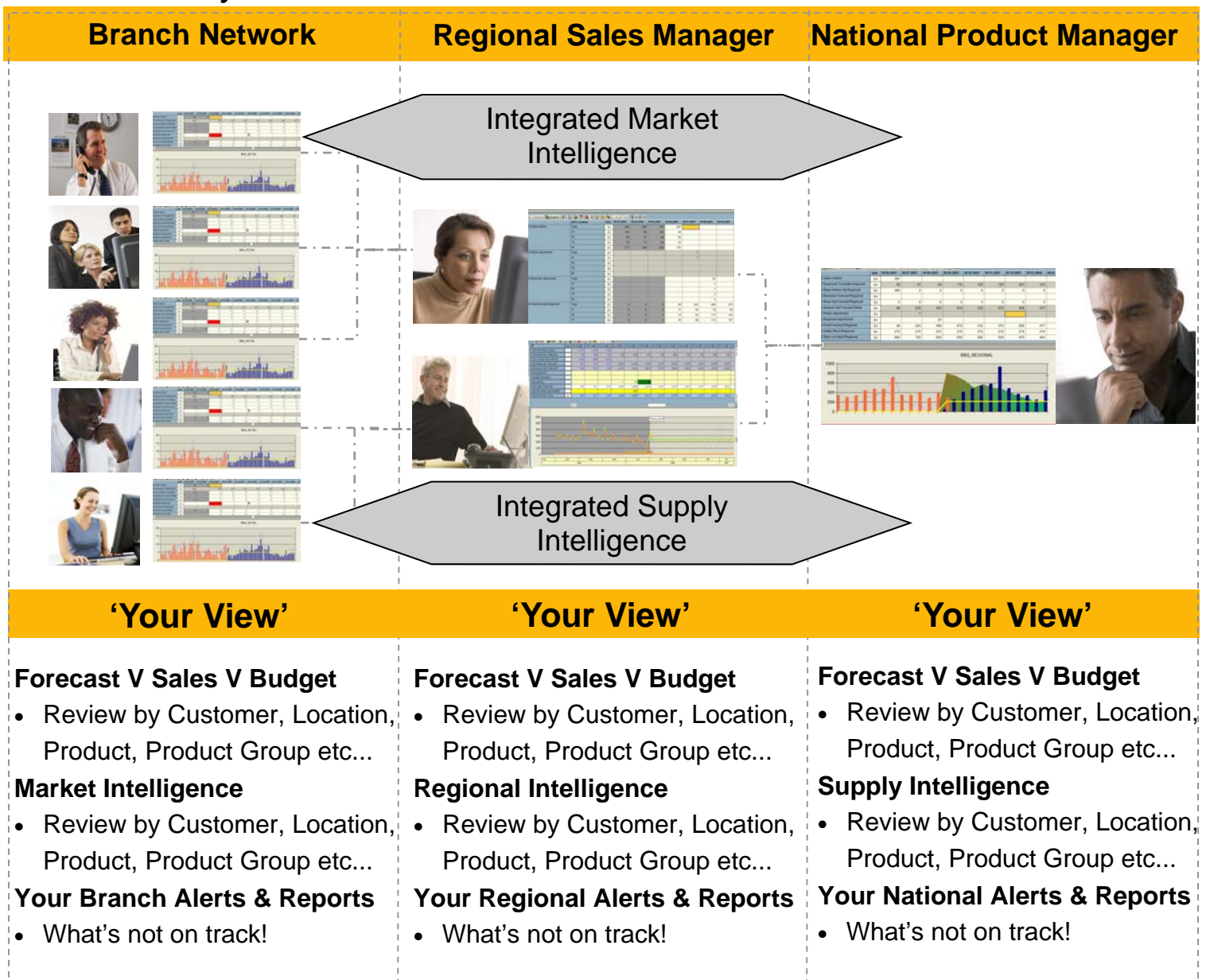
A True Network Solution

A True Network Solution

smtDemand As A True Network Solution

“smtDemand is a true Network Demand and Inventory Solution — able to present tailored information in many ways, to many users, to many locations from one set of numbers in real time!”

smtDemand is able to connect all points within the supply chain, ensuring that information is made available to all those making decisions in the network, and ensure the ‘Front-end’ and the ‘Back-end’ are synchronised!



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Case Study

Case Study

AT A GLANCE—smtDemand at PARBURY FHS

Strategic Goals:

- Become the most comprehensive supplier of branded building products and solutions in the selected markets
- Simplify order processes, improve customer service and delivery performance, and enable premium pricing
- Achieve operating flexibility to improve responsiveness to fashion cycles
- Obtain superior growth in market share and in return on net assets (RONA)

Approach:

Parbury and FHS provided to the building industry. The companies united, were rebranded as Parbury FHS, and horizontally integrated their product lines. Parbury FHS analysed its various customer segments, determined associated service-level requirements, categorised product demand, consolidated warehouses, and transitioned to processes that tailor supply to demand streams. The company also addressed its manufacturing constraints to improve production throughput. The approach was enabled by smtDemand.

Results achieved:

- Reduced stock-outs from 13.5% to 2.0% as inventory was lowered by 35% in volume and 25% in value
- Reduced order-to-ship cycle time by 40% for specific product lines
- Achieved on-time and in-full performance of 91%, achieved 99% for some customers
- Achieved \$A3.8 million annual cost savings, including reduction of freight costs from 4.2% to 3.6% of sales
- Improved RONA from 16% to 20%
- Increased sales by 5% in volume and 9% in dollar value



Parbury FHS supplies premium products used in the finishing of kitchens, bathrooms, and laundries and in the manufacture of furniture. The company has revenues of \$A130million, operates in the Australia and New Zealand markets, has 6,800 customers, and employs 450 people.

Parbury needed an 'end to end' demand planning and inventory planning solution in order to overcome the 'silo' effect that was a clearly identified problem impeding Parbury from optimising business performance.

By using a combination of smtDemand and sound supply chain principles built into the solution, Parbury were able to achieve significant business improvements. These business improvements were sustained during and well after the project was finished.

smtDemand combined with SMT Consulting's implementation skills were cited as the primary reason for this success—the solution being:

- Robust
- Supported
- Scalable

The above solution continues to deliver business benefits for Parbury and they have since added further businesses and products to this smtDemand backbone, such is the scalability of the solution.

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