

Decision Advantage

EXECUTIVE BRIEF

Achieving Real Business Outcomes Fast

Supply chain planning is a complex process, requiring specialized proficiency. But most companies struggle to attack the problem quickly, efficiently and holistically. Our goal is to help our clients achieve real business outcomes, and fast.

For many companies demand volatility is limiting their ability to improve their forecasting process and deliver the service level and inventory KPIs they want. Often the root cause is that their current forecasting process is not adapting to changes in demand behaviors and market demand signals. Planners spend too much time intervening with the current process and in the end, creating more noise. So adding more bodies won't deliver a better forecast accuracy or drive out inefficient inventory.

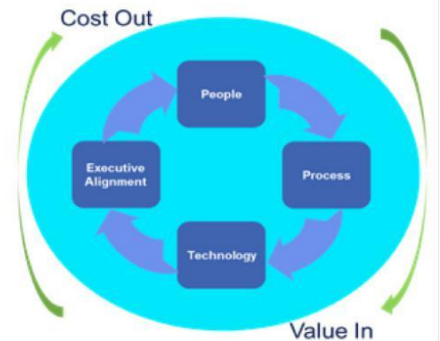
In addition, many companies have very limited expert resources. Problem solvers and key skills are scarce; and most companies lack a time-tested standardized approach. Internal options to achieve the key business drivers and overcome the business pain are limited.

Delivering Results with Less Risk

Decision Advantage is a Business as a Service (BaaS) offering that cuts time-to-value and eliminates risk, compared to a traditional software selection process or even working with a large consulting firm. With Decision Advantage, your company acquires access to domain expertise and specialized technology to shorten time-to-value while grooming your organization's skill set to own the new process internally. Outsourcing key planning capability, either long term or short term, brings expertise to scale business results and time to value while mitigating financial risk versus a traditional software "buy and implement" approach.

We are business-focused but technology-enabled. Unlike generic business consultants, we arrive armed with precise modeling and domain skills for deep insight into demand signals, inventory behaviors and supply chain volatility. Our goal is to deliver actionable insights that can help you achieve your corporate and business goals.

Cost Out Value In Model (COVI)



People

- Our specialists work with your core team and support them with relevant knowledge to support business processes
- Allows core team to focus on key business processes

Process

- Operationalize the business objectives and drives executive alignment

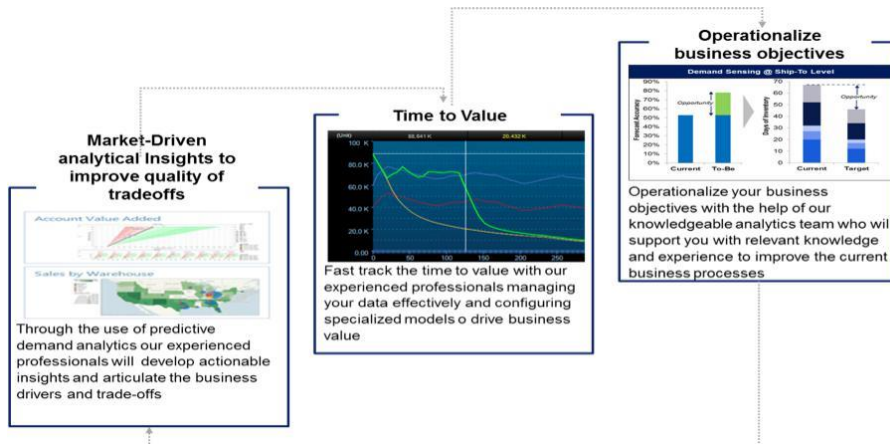
Technology

- Designed to fill the identified gaps with your existing tools
- Runs in the background/ No burden to learn another tool
- Up and running in 4-6 weeks
- Our core team manages your data and provides you actionable insights

Executive Alignment

- Focus on achieving your business objectives through our experience with 400+ customer worldwide

Compared to buying software, a “Business as a Service” or “Subscription” models assure low up front cost and allows companies to focus their attention on its core competencies. We can handle infrastructure and planning runs, so instead of cleaning and fixing data, your planners can focus on analysing and adding value – a better use of your human capital. Companies long ago transitioned from “make” to “buy” with their supply chain software. Decision Advantage now offers you the ability to transition from “buy” to “use”.



Decision Advantage brings faster time-to-benefit and less risk.

Improved Processes and Business Results

Delivering operational results in forecasting and inventory needn't require large systems, CapEx or years to reap the rewards. It only requires the ability to think beyond the traditional 6-12 months software selection process to solve the problem. Decision advantage helps you accelerate your business performance by:

1. Leveraging the supply chain as a catalyst for growth
2. Increasing upstream and downstream supply chain flexibility through market-driven demand analytics
3. Managing end-to-end supply chain risk by evaluating the right trade-offs to align strategy to operations
4. Reducing total supply chain costs
5. Integrating and empowering the talent of the supply chain organization

Typical value propositions are,

- 15 – 40% reduction in working capital, with corresponding reduction in obsolescence and inventory carrying cost.
- 5 -20% better inventory turns with improved service levels
- 5 - 30 % better order fulfilment metrics.
- 20 - 50% less time spent on expediting - effective supply plans
- Approximately 30%+ improvement in forecast accuracy
- 10%+ reduction in expedited transportation delivery cost
- Residual shelf-life optimization to reduce obsolescence and maximize service levels

About ToolsGroup

ToolsGroup is a global provider of “Powerfully Simple” market-driven demand analytics and supply chain optimization software. Reliable behind-the-screen technology and scalable statistical models supported with machine learning technology, enables highly intelligent data-driven decision making, combined with ease of use. Our customers overcome volatile demand and challenging supply chains through a proprietary demand model that generates accurate forecasts and outstanding customer service levels with less global inventory. ToolsGroup’s capabilities span key supply chain planning areas such as Demand Forecasting and Collaboration, S&OP, Demand Sensing, Promotion Forecasting and Multi-Echelon Inventory Optimization.

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