

# Why ToolsGroup for Supply Chain Planning?

At ToolsGroup, what we do differently  
is what makes us better—here's why

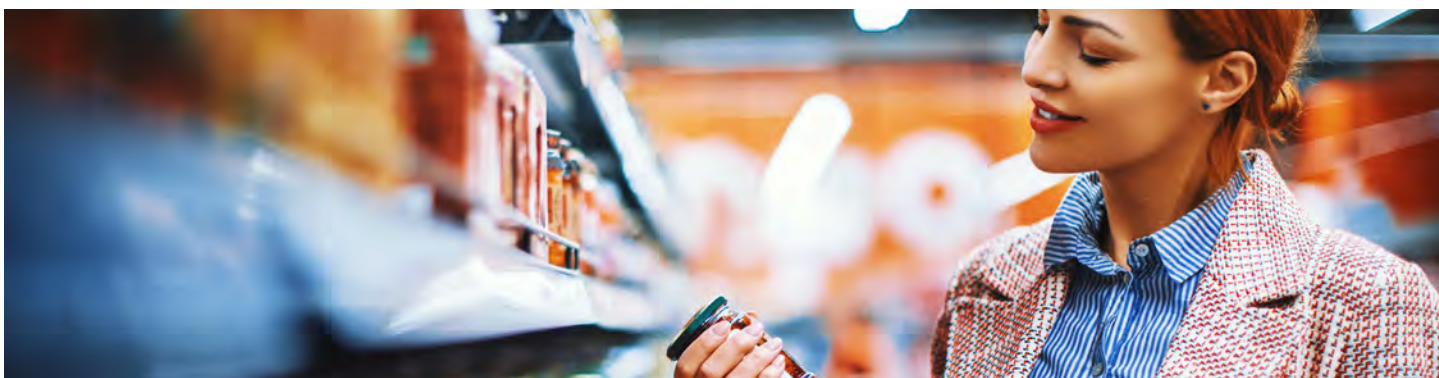




**+ While others dilute their offerings, we focus and deliver deep value.**

You're probably familiar with those supply chain planning vendors that offer everything but the kitchen sink—resulting in broad, blurred results in planning. We're proud to say that's not us. We're focused on deep, service-driven demand forecasting and inventory solutions that deliver superior results—no matter what tomorrow brings. That's why global leaders like these rely on us year after year.





## + We're focused on delivering business results right where you need them. We do it by helping companies:

### Guarantee high service levels at the lowest cost



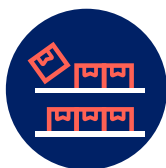
While our forecast accuracy is superior, ToolsGroup focuses on your ultimate goal—service-level delivery. Our service-driven approach positions inventory across the network to efficiently meet high customer service level objectives. Set your service levels and relax knowing you'll have the right products in the right place and time for your customers with the minimum inventory investment.

### Optimize inventory even in uncertain demand environments



Instead of rough approximations and one-size-fits-all logic, ToolsGroup's self-adaptive inventory model automatically defines the optimal mix of inventory across the multi-echelon supply chain. When dealing with a highly uncertain environment, our approach achieves aggressive service level targets while minimizing inventory. Our customers routinely achieve millions of dollars in savings via increased service levels, reduced stock-outs and improved inventory turns.

### Master intermittent demand and slow movers



When managing slow-moving and intermittent demand items, ToolsGroup is incomparably better than other solutions. We've cracked the code on relationships between inventory and customer service levels, so you can optimize even very large assortments—including those with sporadic demand—balancing inventories across different locations and different levels in the bill of materials (BOM).

### Conquer complexity with machine learning automation



Because our machine learning engine incorporates deep learning, our models “learn” from existing data and accurately identify future demand trends. It leverages the knowledge, experience and skills of demand planners and other experts, working like an intelligent assistant that helps them do their normal jobs much more effectively.

### Build future-proof best-of-breed supply chain systems



We build Microsoft Azure-based best-of-breed (BoB) solutions more focused and agile than end-to-end platforms. Our solutions are specially designed to support advanced planning roadmaps, and smoothly integrate with other systems— even competitors. ToolsGroup was ahead of the market in developing planning software that uses advanced modeling and AI in the cloud, and our customers not only adopt technology ahead of the mainstream, but have a future-proof system ready to fit into the open supply chain cloud platforms of the future.



### We're relentlessly focused on value for customers



From the earliest interaction with our customers, we focus on delivering value. Through pre-implementation alignment on targeted key performance indicator (KPI) levels, to benchmarking progress, and keeping team members focused on our goals, we can accelerate time to value.

## + Our Customers are Ready for Anything



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We partnered with ToolsGroup so that no matter what tomorrow brings, we can deliver service to customers while effectively managing our inventory.

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- **Flynn Chernos**, SVP Inventory Management and Merchandise Support, Guitar Center



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Thanks to ToolsGroup applying its machine learning technology to our problem in a creative way, we're now much better geared up to serve our demanding client base without impacting our bottom line.

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- **Nick Wilson**, Senior Inventory Planner, Parts Operations, Aston Martin



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The results we've achieved prove the merits of an automated, centralized planning approach rather than a manual, decentralized process. We are managing successfully during a period of high growth and still have control over our inventories.

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- **Rickard Andersson**, Vice President of Supply Chain, Thule





## + Our Technology Focus Delivers Solid Value



**10-30%**

Reduction in inventory



**3-5pp**

3-5 percentage point service improvement



**50%**

Reduce overhead such as overtime and expedited freight by more than 50%



**80-90%**

Reduction in planner workload with machine learning automation



**Probabilistic forecasting:** Instead of a single number, identify a range of demand outcomes and the probability of each of those outcomes occurring, so you can make educated trade-offs based on your business priorities.



**Multi-echelon inventory optimization:** ToolsGroup's self-adaptive demand and inventory models automatically define the optimal mix of inventory across the multi-echelon supply chain to achieve aggressive service level targets with minimal inventory. Our customers routinely achieve millions of dollars in savings via increased service levels, reduced stock-outs and improved inventory turns.



**Intelligent replenishment:** Our rapid store replenishment optimizes store allocation decisions by quickly calculating a large number of transfer proposals for many items across many stores—taking into account current product availability, forecasts, time-phased requirements, and constraints.

## Service Optimizer 99+ Platform for Service-Driven Planning

**Download** our brochure to see our entire Service Optimizer 99+ service-driven planning suite.

+	Demand Forecasting & Planning	Demand Sensing	Promotions Planning	Inventory Optimization
	Supply Planning & Optimization	Production & Capacity Planning	Allocation & Replenishment	S&OP

