

SCA Technologies

Intelligent Cost Management Solutions

Maximize Profit and Reduce Cost with Integrated Business Processes

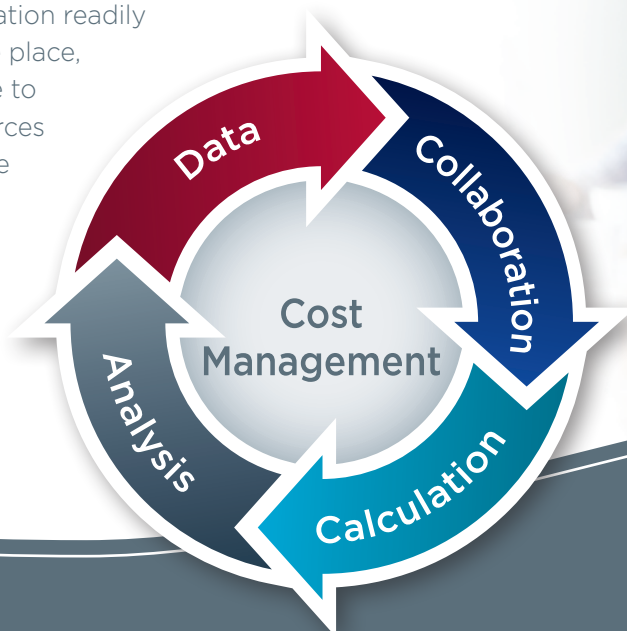
Managing your costs, pricing and risks in real time can be challenging in today's world. With demanding customers, unpredictable supply markets and fewer resources, you need every possible advantage. **SCA Technologies**, a leading provider of cost management solutions, can provide the strategic support you need.

Our software suite, **SCAplanner**, offers cost management, business planning and integrated cost optimization all on one platform. The solution ensures data integrity and streamlines your associated business processes.

SCA's unique technology integrates demand, operations and financial data and can be used to create predictive scenarios for demand, operations and sourcing changes. You will get a complete and accurate forward-looking picture of your enterprise. As a result, you can better manage your costs, improve profitability and make timely and better decisions.

Collaborate Using One Platform, One Process

SCAplanner, can integrate with your existing data sources (ERP, DW etc.), and can provide the cleanest data in one location, eliminating the need for sifting through different versions of similar spreadsheets. With all information readily available in one place, you will be able to dedicate resources to analyzing the information and creating solutions — instead of devoting time to gathering it.



Our integrated model is comprehensive and the process element that is built around the core technology allows companies to roll it out to the entire organization. Not only will everyone be working from the same information source, but they will be using the exact same process, and will be able to easily collaborate right through the application.

Calculate with Predictive Cost Modeling

Whether you are responding to changes in your supply chain costs or to your anticipated sales, implementing new performance initiatives to reduce costs and having a true and complete understanding of the total cost impact is fundamental to making sound decisions. Traditional cost analysis and fixed variable cost analysis can mask true costs. **SCA Technologies'** patented methodology for predictive cost modeling and optimization uses concepts of activity-based management and operations modeling to improve costs.



Anticipate Aggregate Supply Chain Costs

SCAplanner software suite provides you with the ability to ask “*What If*” questions and create different scenarios by changing the variables from cost components like commodities, manufacturing, warehousing, and distribution. You’ll see your costs in totality, so you’ll have the whole picture, not just a partial view. You won’t need to base your business



decisions solely on day-to-day transactions, historical numbers, or multiple spreadsheets.

Discover the Strength in Our Supply Chain Expertise

SCA Technologies Consulting Services brings to the table more than 150 collective years of experience in supply chain strategy management and implementation. Our extensive experience and expertise have helped Fortune 500 companies save hundreds of millions of dollars. We have created supply chain and operations strategies, integrated processes for new businesses, designed sourcing strategies for product portfolio management, and evaluated the impact that implementing long and short term business decisions will have on their profit, revenue and costs.

SCAplanner Software Suite: Manage Your Total Supply Chain Optimally

SCAplanner, SCA’s software suite, is comprised of three core modules: **SCAnalyzer™ Module**, **Price Management Module**, and the “*What If*” **Module**. Together, they will enable you to collaborate, set directions and goals, and monitor, manage and refine your business performance. The software suite will also help you to better understand cost drivers, set pricing strategies, monitor and track performance, and gain visibility into your historical, current and future information.

SCAplanner Software Suite At-a-Glance

- Supports key strategic/operational decisions involving various levels of complexity such as:
 - Which product from which plant to which market?
 - What network architecture will be most beneficial for manufacturing/distribution?
- Brings together three critical information elements: demand, operations, and finance into one integrated data platform.
- Provides the highest level of data integrity.
- Allows collaboration on business processes.
- Shows the impact variables can have on cost, profit and revenue by asking “*What If*” and creating different scenarios.
- Integrates with your existing information infrastructure (SCAplanner is SAP integration certified).

SCAplanner Software Suite Will Enable You to Answer the Following:

- Which new business opportunities or new products would be most profitable?
- What supply chain productivity opportunities will be the most cost effective?
- Which operating plans and financial forecasts can be rapidly tuned to respond to changing conditions?
- What impact will different variables have on cost, profit and revenue?

SCAplanner Software Modules / Features			
Features	SCAnalyzer™ Module	Price Management Module	“What If” Module
Collaboration Cross Department / Function	✓	✓	✓
Document Repository, Tracking, & Management	✓	✓	✓
Assumptions Tracking	✓	✓	✓
Business Unit Benchmarking	✓	✓	✓
Historical Trend Analysis	✓	✓	✓
Variance Reporting	✓	✓	✓
Business Process Driven	✓	✓	✓

Note: SCAnalyzer™ is required for Price Management and “What If” Modules.

SCAplanner Software Modules / Processes			
Processes	SCAnalyzer™ Module	Price Management Module	“What If” Module
Budget Management	✓		
Performance Evaluation / Review	✓		
Customer / Product Profitability	✓	✓	✓
Strategic Sourcing What-If Analysis			✓
Optimized Strategic Sourcing			✓
Predictable Price Planning		✓	✓
Profitable New Customer & Product Launch		✓	✓
Commodity Uncertainty Planning	✓	✓	✓
S&OP	✓	✓	✓
Margin / Profit Management		✓	

Note: SCAnalyzer™ is required for Price Management and “What If” Modules.

SCAnalyzer™ Module: Manage Sourcing Costs More Successfully



SCAnalyzer™ Module, the cornerstone of our patented software solution, helps you to plan and review your sourcing cost variances. It enables you to drive planning, measure actuals, and develop timely responses so you can

maximize revenue by catching variances — before they happen. With SCAnalyzer™, you can collaboratively plan future costs, budgets, targets and forecasts by using one unified organizational view.

SCAnalyzer™ Module At-a-Glance

- Shows variances allowing you to respond early on.
- Removes guesswork with visibility into the budgeting process — assumptions, associated documents, comments and revisions.

- Automates procedures for budget creation, data collection, revisions, comments and reviews.
- Streamlines process activities — central processing of budget and allows simultaneous multiple inputs and uploads with status updates.
- Compares actuals to budget for budget segments.

SCAnalyzer™ Module Will Enable You to Answer the Following:

- Can I monitor and track integrated performance for:
 - Cost (summary and line item details)
 - Commodities
 - Capacity
 - Operations (volumes, shifts)
- What does my historical, current and forward looking information look like?
- How will I get all parties involved in the budgeting process to view the same information and work from the same assumptions?
- How can I track and monitor my cost improvement strategies and KPIs?

Price Management Module: Manage Price Planning More Effectively



By incorporating forward looking price inputs like budgets and forecasts into a structured process, you can develop the capability to better plan your prices and margins. Price

planning is the key to maintaining price stability while mitigating risk and reaching earnings goals.

SCA Technologies collaborative, web-based **Price Management Module** helps you take a forward look at price planning your products while focusing on costs and volumes. You'll see the impact different variables could have on a set price, visualize product margins and business unit profitability, and make changes accordingly to align optimal pricing with your customers' needs.

Price Management Module At-a-Glance

- Provides the ability to strategically plan your pricing.
- Gives you a forward look at company profit management.
- Ensures greater integration and productivity between purchasing, finance and sales.
- Identifies profitable product and customer mixes for existing and new products.
- Shows product supplier and plant cost details.

Price Management Module Will Enable You to Answer the Following:

- How would my margin be affected by various pricing strategies?
- What impact would commodity and other cost factors have on my cost, price and margin?
- What could my forward looking prices and costs look like?
- What pricing adjustments would I need to make to account for changes in market conditions?
- How can I communicate changes across my supply chain to suppliers, plants, controllers, etc.?

“What If” Module: Build Your Strategic Cost Advantage by Simulating and Optimizing Enterprise Costs



Scenario	Volume	Unit Cost	Total Cost	Material	Manufacturing	Overhead
Scenario 1	100,000	1.50	150,000	100,000	20,000	30,000
Scenario 2	150,000	1.20	180,000	150,000	15,000	15,000
Scenario 3	200,000	1.00	200,000	200,000	10,000	10,000
Scenario 4	250,000	0.80	200,000	250,000	5,000	5,000
Scenario 5	300,000	0.70	210,000	300,000	5,000	5,000

visibility into cost impacts, you can drive cost advantage into your supply chain.

SCA Technologies’ “What If” Module gives you an inside look at your true costs for the strategic advantage you need. Our “What If” Module allows you to see the impact different variables can make. You’ll see the impacts that variables could have on your total costs by asking “What If” and creating scenarios with different variables like volumes, costs, prices, commodity fluctuations, product mix, and introduction of new products and manufacturers.

“What If” Module At-a-Glance

- Provides lasting cost and strategic advantage.
- Takes the guess work out of supply chain costing.
- Effectively predicts outcomes of large or small changes to any or all demand, operations, finance information.
- Shows optimal product reassignments and changing manufacturing locations.
- Helps you evaluate strategic sourcing costs, markets, and products.
- Provides the information you need to evaluate manufacture capacity planning including contingency planning.

“What If” Module Will Enable you to Answer the Following:

- What is the right number and structure of manufacturing stages and distribution?
- What would the cost be to achieve flexibility in my desired product diversity and operations?
- How do I obtain the least enterprise cost and the best total plant/product/market performance?
- What would the impact be to capacity if I change my supply chain model?
- How should I leverage commonalities, specifications changes, substitutions and technologies?
- What would the ramifications be if I implement different types of buying policies such as fragmented versus consolidated buying or cost plus margins versus spot buying?

SCAplanner Software Suite Implementation Requirements

- SaaS based deployment.
- Follows ISO 17799 standards for security management.
- 256 bit SSL data encryption.
- Integrates with your current system.



SCA Technologies
Intelligent Cost Management Solutions

Call us today at **412.937.0600** or visit us at **www.scatech.com**