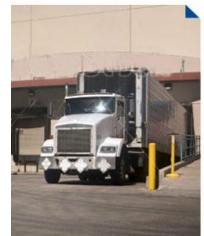


# Proposals, Sourcing and Supply Planning

## Problems we solve

- Unify supply strategy, supply execution, demand change response, sourcing strategies, sourcing events and RFPs
- The need for a robust, fact-based process for supply contracts, supplier engagements and supply strategies
- Lack of collaboration in your supply chain
- Lack of visibility into your needs and supplier abilities



*Automated sourcing and supply planning for Purchasing Managers, Suppliers, Supply Chain Managers, Business Managers and Customers*

## Why use SCA Planner Proposals, Sourcing and Supply Planning?

SCA Planner Proposals, Sourcing and Supply Planning automates sourcing and planning to reduce costs by 3-5%. Unlike traditional separate sourcing events and supply planning, SCA Planner uses real-time contracts, capacity and demand profile information of your business to give lower cost solutions that are implemented much faster and with less effort.

## Capabilities

- Uses planned and historical demand, products, suppliers, capacities and contract structures in the proposal process
- Uses historical and competitive information for negotiations
- Powerful tools for proposal optimization for sourcing events
- Analyzes the impact of alternative contract structures
- Manages multi-tier sourcing and supply planning
- Strategic sourcing and events
- Operational planning for capacity, inventory and cost management
- Tactical planning and execution for programs and promotions
- One-click plan deployment
- Supplier alerts and notifications

## The Solution

- Cloud-based SaaS application for all participants
- Uses SCA Planner Contract Management, COGS and Supplier Management modules
- Implementable for all or selected purchased items
- Unlimited users
- Works seamlessly with other processes and optional add-ins

## Benefits

- > *Reduce food costs by 3% to 5%*
- > *Improve fill rates at lower costs in faster cycles*
- > *Fast implementation: sourcing strategy in 3 to 6 weeks, tactical supply plan updates in minutes*
- > *Continuous improvement in proposal process*
- > *5X reduction in effort*
- > *Improved assured supply and faster market response*

# KEY FEATURES

## Purchasing Managers

- ✓ Get real-time visibility into category related information - demand translations, product specifications, supplier capacity, commodity forecasts and risk management
- ✓ Incorporate changes in contracts, supply assignments to vendors, and ingredient changes, and instantly propagate them to your category plan
- ✓ Optimize your supply plan in sourcing and supply planning and instantly integrate into your category plan
- ✓ Automatically update COGS forecast to reflect budget, forecast and price impact of your category plan
- ✓ Use SCA Planner Pricing, COGS, and Supplier Management modules to track implementation of your category plans
- ✓ Stay informed with alerts and notifications of changes in capacity, demand and commodity costs
- ✓ Run what-if scenarios for ad hoc analysis of demand, supply and spec changes

## Risk Managers

- ✓ Leverage COGS forecast and projections process and market insights for better risk management business cases
- ✓ Participate in forecasting to create a forward view of impact of market trends for stakeholders
- ✓ Build a commodity demand profile from visible demand forecasts, product changes, and latest ingredient profiles
- ✓ Demonstrate the savings and cost stabilization impact of risk management
- ✓ Automate real-time COGS forecasting and commodity risk management reporting

## Food Product Suppliers

- ✓ Use visible demand data to collaborate with customers on demand plans and commodity forecasts
- ✓ Use contracts, customer demand and ingredient forecasts to inform customers of future costs
- ✓ Improve customer collaboration in forward commodity purchases and other activities
- ✓ Give clients the cost and volume visibility they need for strategic marketing to end customers