



Retail Supply Chain Integration

INTEGRATE INFORMATION, IMPROVE SUPPLY CHAIN VISIBILITY AND PREDICT DEMAND CHANGES - FASTER.

Anywhere you look, you'll see industry analysts proclaiming the benefits of the "demand-driven supply chain." But how do you get there? You've fine-tuned your ERP systems, improved "data sync" and met the mandates – but now you've got silos of improved data and process.

A true demand-driven enterprise requires systems and people collaborating well together to respond faster, and that's where Software AG excels. We not only integrate your silos and improve data visibility across all operations and trading partners, but we also integrate demand signals and connect Sales & Operations Planning (S&OP) processes to optimize your business so you can predict demand changes and respond faster.

Proven Customer Success

- Dean Foods improved operational efficiency and saved on transaction fees
- 7-Eleven automated thousands of invoices with suppliers that provide daily deliveries to retail stores and improved collaboration by linking legacy systems and trading partners with corporate systems
- Ahold leveraged SOA and supplier integration to streamline inventory management at hundreds of stores

In fact, Satmetrix customer satisfaction research shows that our customers achieve ROI 100% faster than the industry average.

Software AG can take you from wherever you are now to wherever you need to go – faster.

Software AG Provides You with the Ability To:

- Get real-time demand signals integrated across your company
- Get new products to market faster to meet revenue expectations
- Unify S&OP processes so you know where you are going as a business
- Improve collaboration with customers and trading partners to avoid compliance charges
- Respond to supply and demand ahead of your competitors
- Monitor key performance indicators for margin, revenue, and more
- Integrate synchronized data from internal and external sources to reduce invoice errors and disputes

"webMethods [product suite] has helped us to know what's happening now in our processes...and will help us to start to learn how to predict what's coming next."

- Keith Markbreiter, Manager, Business Process Integration, Dean Foods Corporation

TOOLS TO ACHIEVE A TRUE DEMAND-DRIVEN ENTERPRISE

Integrate demand signals, product, forecast and inventory data

- Integrate between critical systems and seamlessly connect to a wide variety of applications and resources
- Aggregate product data and demand signals into a single integrated repository
- Connect S&OP processes to understand sales and inventory activity on a daily basis
- Integrate data to provide internal and external users with visibility based on their specific needs

Assemble streamlined S&OP and product launch processes that are demand-driven

- Automate and improve the product launch process for selecting, introducing and retiring products
- Automate S&OP processes with real-time demand signals to better understand product lifecycles
- Monitor S&OP processes in real time to understand what adjustments need to be made and where there is a better return
- Automate steps for communicating product launch promotions and replenishment through channels
- Apply consistent procedures to handle process exceptions

Optimize your demand planning and react faster to unexpected changes in demand

- Predict S&OP problems and irregularities based on past events to avoid lost sales
- Prevent stock-outs by using real-time sales data and order schedules to replenish or redirect inventory and distribution
- Avoid markdowns by identifying slow moving and hot products and then rebalancing distribution and manufacturing
- Make better purchasing decisions by comparing real-time demand data to plans in order to adjust price and product mix as necessary
- Monitor real-time order visibility to see what is stuck, why, and how it can be resolved

WHY CHOOSE SOFTWARE AG?

- Integrate real-time demand signals across existing S&OP processes.
- Enable systems, employees and trading partners to collaborate more efficiently for true demand-driven responsiveness.
- Complete solution - combines integration with predictive monitoring for optimal demand management.
- 100% trading community enablement and visibility, regardless of size or location.
- Strong B2B heritage with proven experience in retail, consumer goods and manufacturing.

Take the next step to improve Sales Operations - faster.

To find the Software AG office nearest you, please visit www.softwareag.com

ABOUT SOFTWARE AG

Software AG is the world's largest independent provider of Business Infrastructure Software. Our 4,000 global customers achieve measurable business results by modernizing and automating their IT systems and rapidly building new systems and processes to meet growing business demands.

Our industry-leading product portfolio includes best-in-class solutions for managing data, enabling service oriented architecture, and improving business processes. By combining proven technology with industry expertise and best practices, our customers improve and differentiate their businesses – faster.

Software AG – Get There Faster

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