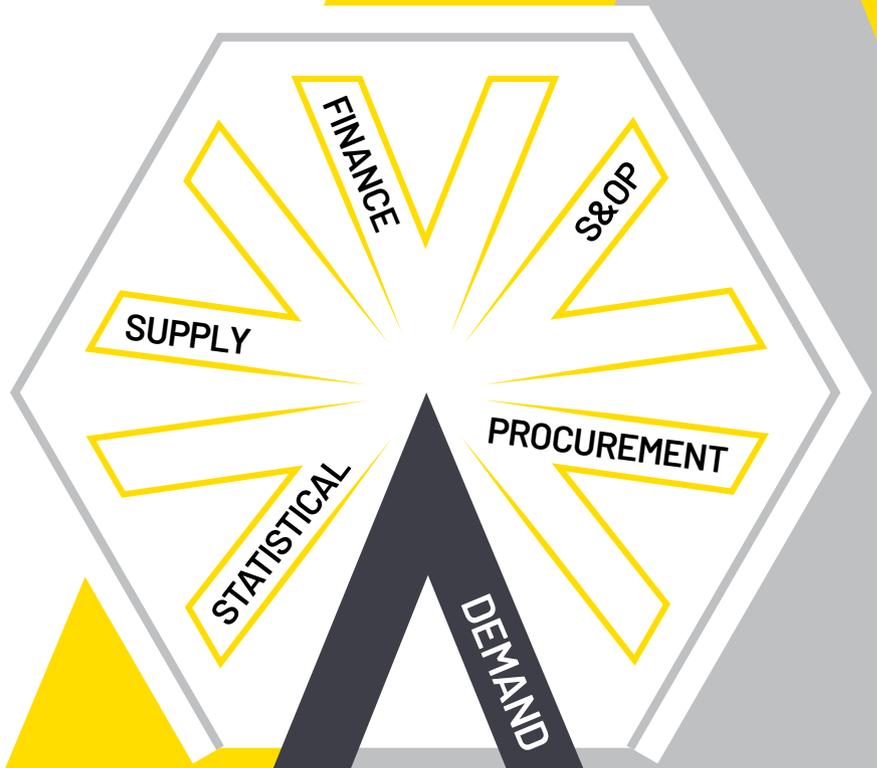


VUEALTA Demand

on Anaplan

Vuealta Demand is one of a suite of **Supply Chain Planning** applications powered by Anaplan.



V Demand

➤ Event-driven Demand Planning, powered by Anaplan

Every organization operates in an environment where it encounters new opportunities and challenges on an almost daily basis. These are often as a result of internal strategic decisions, but in today's constantly evolving world, actions outside of an organization's control from customers, competitors and suppliers, as well as through wider economic, political or environmental shifts are becoming the trigger for unexpected scenarios.

Effective demand planning is a key capability in being able to survive and thrive. Without an accurate view of customer demand, and an ability to adjust that view accordingly, an organization stands little chance of being able to understand how changes in demand will ripple through the rest of the organization and how this will impact strategic, operational and financial results.



A comprehensive and collaborative solution enabling organizations to tackle their demand planning challenges head-on.

The solution provides a pre-configured and demand driven planning application that combines best practices with rapid implementation to enable a world-class supply chain. The application is powered by the Anaplan platform, harnessing powerful analytics to allow for real-time calculations that ensure your organization can be both proactive and reactive. The application is fully compliant with S&OP and IBP frameworks whilst also flexible enough to support local process variations.

Outcomes:

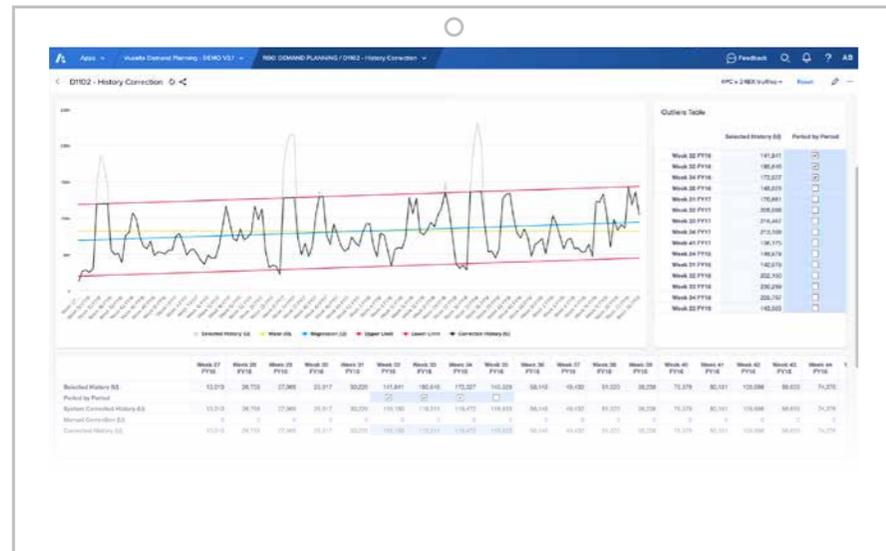
Effective collaboration across teams

In-depth understanding of the Demand Plan and its drivers

Rapid iteration of updates to the Demand Plan

Reduced planning cycle times and effort

Integrated financials for visibility into margins at every level (inc. product, brand, customer geography)



Event-driven Demand Planning

End-to-end

Collaborative

'What-if' scenarios

History Correction

Automatically detect and correct anomalies in historic data

Benefits:

- Inventory** 15% ▼
- Planning Productivity** 40% ▲
- Forecast Accuracy** 25% ▲



> Key features



Collaborative

Vuealta Demand brings all stakeholders into a single connected planning solution. Sales, Marketing, Demand Planners, Finance and others can all contribute, and results are combined in real-time to give a live view of the consensus position. Turning around a new iteration of the plan couldn't be easier.



Comprehensive

Vuealta Demand covers every step of a comprehensive end-to-end demand planning process, from initial data cleansing and correction, to final executive reporting. Everything sits in one place, with data seamlessly flowing through the process steps. There is no need for any part of the process to be offline.



Modular

Vuealta Demand recognizes that there isn't a 'one-size-fits-all' demand planning process. The solution allows users to pick, choose and customize the relevant process elements to deliver on an organization's specific needs.



Event and Scenario Based

Vuealta Demand takes an 'event-based' approach to demand planning. Capturing many of the planning assumptions as date-based events, such as promotions, price changes and product introductions provides significant flexibility in understanding the drivers and being able to rapidly re-plan. Scenario planning made easy.



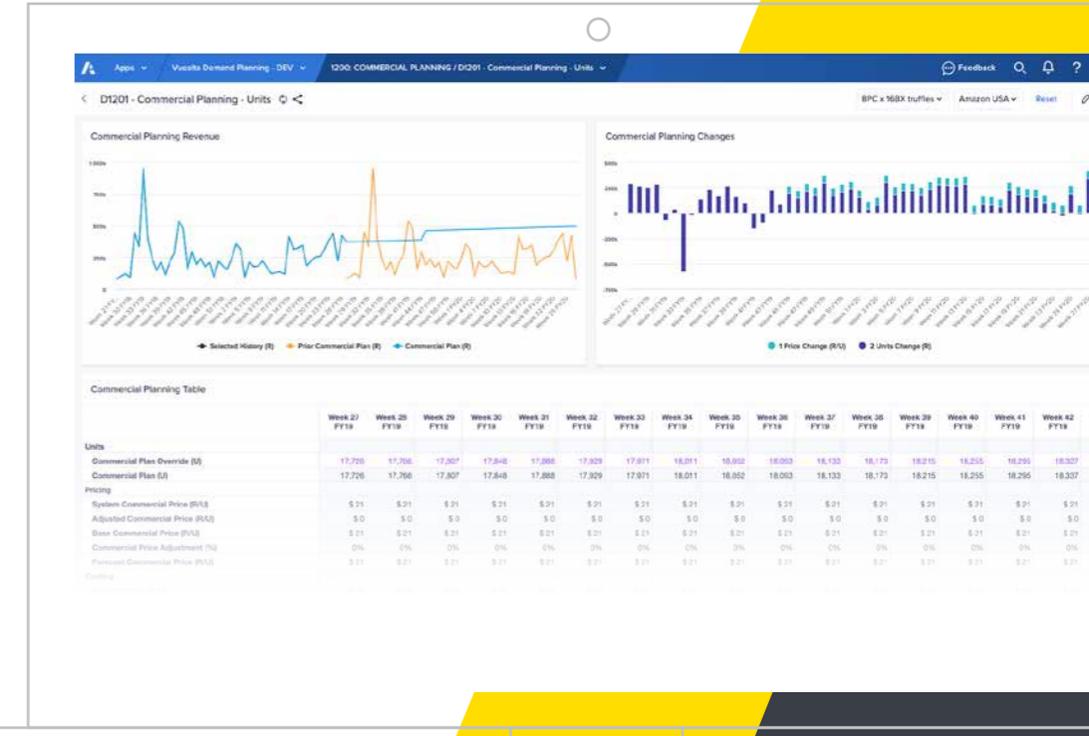
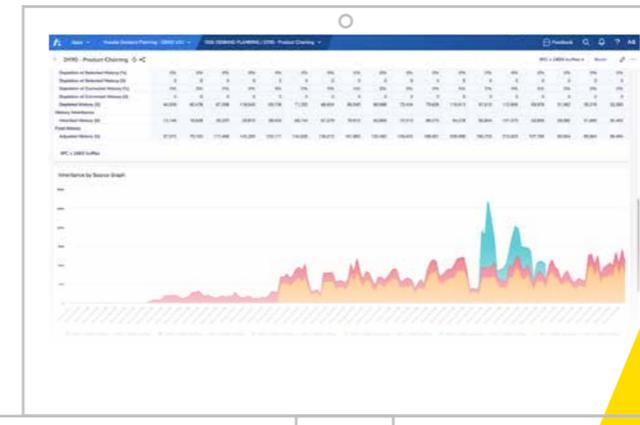
Powered by Anaplan

Vuealta Demand is built upon Anaplan, a world-leading cloud based planning platform, harnessing powerful analytics, performance, security and providing the ability to scale across an enterprise.



Category Health Check
Summarized view of performance at any level of the product hierarchy

Product Chaining
Effectively manage product chaining and supersessions



Commercial Planning
Commercial planning with price & volume variance analysis

Exception Reporting and Heat Maps
Rapidly identify exceptions and areas for attention



> Process Capability

PREPARE

History Correction

- > Automated outlier identification
- > Trending analysis
- > Automated or manual outlier correction
- > Correct peaks or dips

Product Chaining

- > Product-to-product chain management
- > History inheritance
- > History depletion as required
- > End of Life/Replacement modeling

Segmentation

- > ABC/XYZ segmentation
- > System recommended settings
- > Override and committed settings

Statistical Baseline

- > Integration with Vuelta's Statistical Application
- > Moving average, trend, trend seasonal and intermittent models
- > Dynamic optimization or models
- > Best fit analysis and selection
- > Decomposition analysis

PLAN

Demand Planning

- > Zero-based demand planning
- > Statistical forecast adjustment based demand planning
- > Full price, unit cost and margin

Commercial Planning

- > Multiple methodologies (unit; rate of sale; sell-in/sell-thru)
- > Planning method variable by customer /product
- > Full price, unit cost and margin
- > 2nd tier (customer) planning

Promotion Planning

- > Manage promotion uplift libraries
- > Create promotions and assign products
- > Assess promotion impact
- > Cannibalization
- > Manage fixed costs, rebates and redemption rates

Bundle Planning

- > Manual, or master data based, definition of bundles
- > Fixed BoM or variable BoM attach rates for CTO products

Pricing

- > Source live system pricing
- > Manual price changes
- > Manage temp price discounts / uplifts
- > Analysis of pricing impact

FINALIZE

Consensus Planning

- > Visibility on all plans
- > Time-based selection of active consensus

Analytics

- > Forecast accuracy
- > Exception alerts
- > Variance analytics

Review

- > Waterfall analysis
- > Executive review
- > Category health

Baseline and Archive

- > Manage snapshots and archives
- > Control release of plan to supply

VUEALTA Demand

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