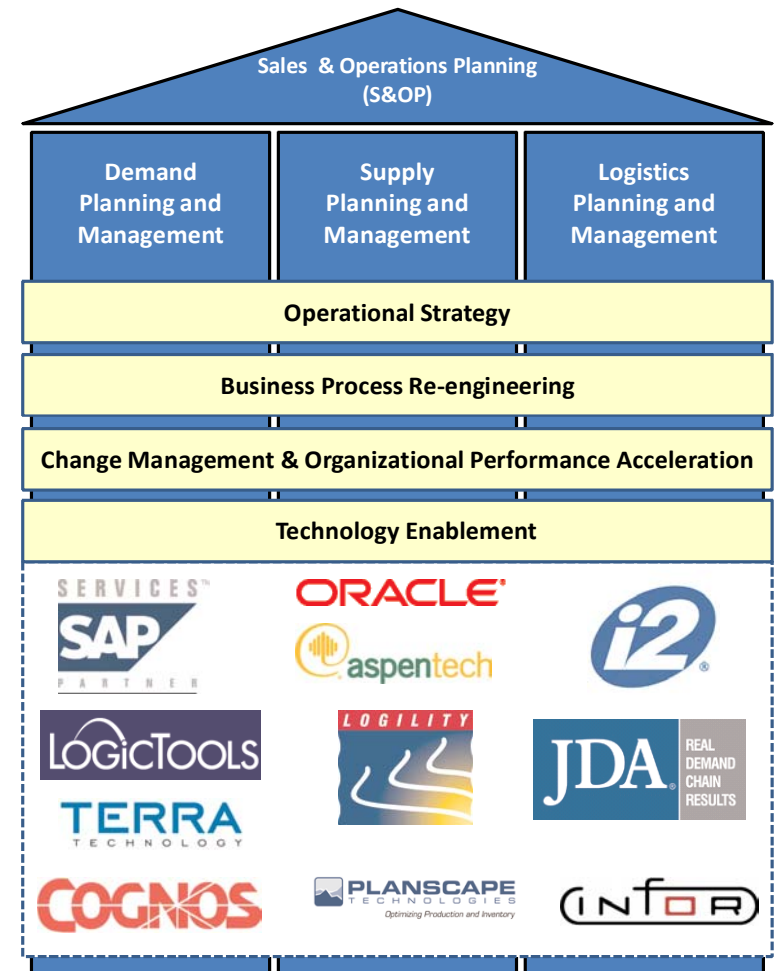


Supply Chain Planning Consulting Firm Specializing in:

- ❖ Managing and planning for demand in a heavily promoted category or market
- ❖ Gaining insight into demand using syndicated data, POS, history, and customer collaboration
- ❖ Synchronizing demand with supply to improve customer service levels, increase velocity, and lower inventories
- ❖ Incorporating date sensitivity into the planning process to reduce distressed raw material and finished good inventories
- ❖ Streamlining distribution networks to optimize the total cost to serve customers
- ❖ Supporting a combination of DC/warehouse and Direct Store Delivery (DSD) models
- ❖ Optimizing inventory and safety stock policies to balance customer service demands and working capital needs
- ❖ Obtaining global visibility across operations to increase customer service responsiveness and support recall and tracking capabilities
- ❖ Benchmarking and scorecarding within the industry and among customers and suppliers in food and beverage
- ❖ Designing, deploying a sustainable sales and operations planning process that drives to one-number planning

Core Markets

- ❖ Manufacturers of food, beverages, wine, beer, spirits, ingredients, packaging materials and supplies
- ❖ Distributors of fresh, frozen, and dry foods, foodservice, alcohol, and Direct Store Delivery



Plan4Demand is a client advocate and is in no way sponsored by any software vendor.

Why Plan4Demand?

- ❖ 40% of top Fortune 100 food and beverage companies based in the U.S.
- ❖ 100% referenceable food and beverage client base
- ❖ Accelerated time to value through proprietary toolkits and industry templates
- ❖ Organizational performance acceleration programs that drive process standards; measurable baseline competency models/programs
- ❖ Experienced, process-centric industry specialists who can also configure and implement technology
- ❖ Depth in industry-leading solutions
- ❖ Food and beverage industry benchmarking in the supply chain
- ❖ Flexible business solutions

Experience with Market Leaders (Sampling)

| Client | Project(s) Description |
|---|---|
|  | <ul style="list-style-type: none"> ✓ Designed the supply chain business process in Demand, Supply, and Production Planning ✓ Implemented SAP APO/SNP/PPDS ✓ Provided detailed and customized training |
|  | <ul style="list-style-type: none"> ✓ Supply chain assessments ✓ Implemented and rolled out JDA (Demand, Supply, and Transportation) globally ✓ Created training and education programs |
|  | <ul style="list-style-type: none"> ✓ Package Selection for Production Planning/ Scheduling ✓ Implemented JDA Transportation Management and Freight Pay ✓ Implemented Logility Demand and Replenishment Planning ✓ Optimized and supported RedPrairie WMS |
|  | <ul style="list-style-type: none"> ✓ Implemented a standardized demand planning process across all retail brands ✓ Enabled Web-based transportation planning to support a new decentralized transportation network at all mixing centers ✓ Conducted trade promotion package selection between SAP TPM and Oracle's Demantra |
|  | <ul style="list-style-type: none"> ✓ Completed a supply chain management assessment and strategy road map ✓ Conducted end-to-end process and information flows in Transportation Planning and SAP R/3 Transportation implementation ✓ Conducted Plant Maintenance (PM) and Warehouse Management assessments and implementations ✓ Created SCM training programs |
|  | <ul style="list-style-type: none"> ✓ Developed a Package Selection road map/ assessment that included S&OP ✓ Completed a JDA assessment in Demand Planning ✓ Helped Foodservice optimize their Demand Planning process ✓ Created end-user training programs |

| Client | Project(s) Description |
|---|--|
|  | <ul style="list-style-type: none"> ✓ Conducted a S&OP assessment that included best practices and a defined road map for improvement ✓ Built a distributor education "on-boarding" program and process using the JDA system ✓ Created a training and education certification program ✓ Re-engineered standard DP and SP processes across wine, beer, and spirits |
|  | <ul style="list-style-type: none"> ✓ Provided strategic support during their DRP package selection ✓ Designed a wholesaler replenishment process and a portal ✓ Implemented JDA Demand and Collaborate |
|  | <ul style="list-style-type: none"> ✓ Developed a S&OP business process for rollout in Canada and the US ✓ Created a S&OP database and associated reports to support the S&OP business process |
|  | <ul style="list-style-type: none"> ✓ Performed a global demand project ✓ Provided a view of the overall market potential ✓ Developed strategic requirements for the Commercial Leadership team |
|  | <ul style="list-style-type: none"> ✓ Created and conducted a JDA Fulfillment customized training program |
|  | <ul style="list-style-type: none"> ✓ Developed a supply chain simulation game for Pepsi Bottling Group ✓ Developed three customized training courses for Pepsi QTG in warehouses using RedPrairie and best practices in process |
|  | <ul style="list-style-type: none"> ✓ Optimized the capacity planning process and assessed the capacity planning system's configuration through developing and delivering a customized, on-site, user-training workshop |

For more information, please call Plan4Demand at 412-733-5000 or visit us at www.plan4demand.com.