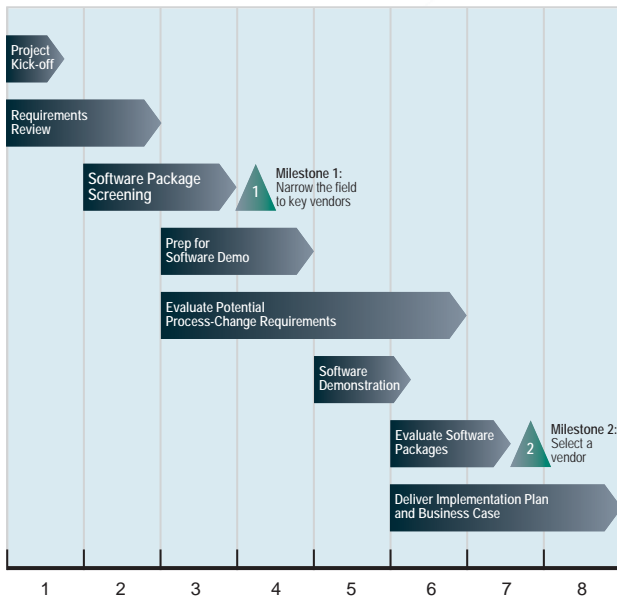


## A technology decision that makes good business sense

Package selection is a big decision with far-reaching implications. After all, a fully implemented supply chain application isn't like a pair of shoes you can return just because they don't fit quite right.

### Plan4Demand Package-Selection Time Line:

We integrate core tasks with periodic checkpoints throughout the project to drive rapid progress and ensure efficiency in pursuit of your business goals.



Package selection should address business *first, then* technology. But that can eat up some serious time — unless you partner with Plan4Demand. We'll trim this months-long process down to a matter of weeks, using our proven and repeatable package-selection formula.

### PACKAGE SELECTION PATH

#### ■ Features:

- Detailed plan phase focused on future-state design, functional requirements, and business case
- Ready-made RFP for vendor candidates
- Scripted proof of concept for objective, apples-to-apples product comparison
- Post-selection integrated road map, business case and funding plan

#### ■ Deliverables:

- Plan Phase Template Review
- Alignment Report
- Prioritized Requirement Document
- RFP Document
- Scripted Proof of Concept
- Integrated Road Map
- Business Case
- Funding Plan

### PACKAGE VALIDATION PATH

#### ■ Features:

- Accelerated plan phase that validates your previous business analysis
- Early creation of an integrated road map that addresses integration of technology, organization and knowledge specific to targeted package
- Working pilot model that's directly transferable to implementation rollout
- Concrete business case and funding plan extrapolated from pilot results

#### ■ Deliverables

- Plan Phase Template Review
- Alignment Report
- Prioritized "As-Is" Process Document
- Functionality Reqs.
- Integrated Road Map (early in process)
- Working Pilot Model
- Revised Implementation Plan
- Business Case/ Funding Plan (based on pilot results)
- Training Plan
- Change Management Recommendations
- Documentation Plan

## Package selection — an art and a science

Our *P4D Technology Appraisal Methodology* is a highly scientific procedure that dictates detailed planning tasks, carefully scripted demos, and objective vendor scorecards.

There's also a great deal of finesse involved—like knowing when to dig deeper to get answers, maneuvering around vendor marketing hype, and negotiating favorable pricing and terms.

Plan4Demand's highly experienced supply chain process and technology experts have mastered both the art and science of package selection.

Well-versed in supply chain business processes, we know what functionality to look for in a supporting technology.

## Two flexible selection paths

Always on the lookout for opportunities to leverage previous work, we'll assess whether your company is an ideal candidate for package selection, package validation — or both.

### ■ Package Validation Path

*Ideal for:*

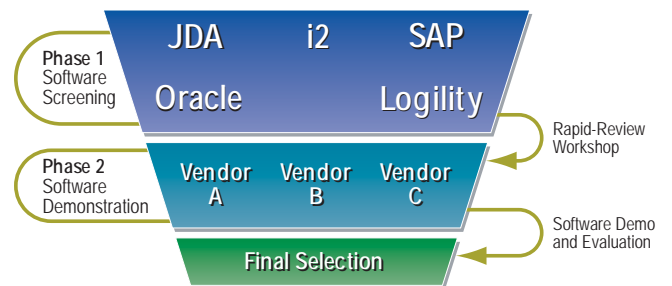
- Rollouts or IT consolidation of mergers/acquisitions
- Clients with a preferred vendor package and sufficient business-focused due diligence

If you've done the up-front business analysis, or have committed to one footprint technically and have a viable package finalist, we'll focus on **validating** that your selection is a reasonable fit.

After putting your preferred package through the rigors of a working prototype, you'll have a framework that can be applied to your implementation rollout, and a concrete business case and funding plan tailored to your package of choice. Our prototype isn't a "throw-away" effort; it uses real data to validate the fit, and can be rolled out from there.

In addition, we'll work closely with your staff to equip them with the proper training and documentation to drive rapid self-sufficiency.

### ■ Package Selection Path — A Two-Step Approach



We'll start with a detailed analysis of your targeted business benefits and the "to be" functional requirements to get you there. Only then can we help shape the criteria for right-fit technology. Then we'll **script a proof of concept** to provide an "apples to apples" view of vendor functionality, to prove whether the software can enable your processes without customization. Once vendors have demonstrated their products, we'll provide criteria for rating them **objectively**. We can also help you make the business case for investment.

## Package Selection Success Story

Looking to increase cash flow through tighter inventory management, one global CPG leader compiled a short list of viable APS solutions, but hit the wall when it came to the final decision. That's when they called in P4D.

Since the client had already done some vendor research, we focused on process changes that redistributed inventory more efficiently. These improvements then became the basis for a dramatic realignment of their APS package criteria.

The next step was a "proof of concept" that evaluated the contenders on an even playing field. Scripting a business scenario based on a mini-process at one of the plants, we facilitated product demos and constructed an objective vendor scorecard rating system.

The final sticking point was a rules-based vs. a constraint-based solution. We clearly demonstrated the impact of each approach on the client's production flow—and why a constraint-based approach was the more effective option.

# PACKAGE **Selection**



The art and science of driving  
the right product decision



Women-owned business

For more information on Plan4Demand e-business services, contact us at **866.P4D.INFO** or visit our website at **[www.plan4demand.com](http://www.plan4demand.com)**

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