

SUPPLY CHAIN TRANSFORMATION

The secret weapon to reach your financial targets

If your organization is struggling to hit financial targets due to ongoing global disruptions, a resilient supply chain could be the key to success. According to research conducted by Professor Morgan Swink of Texas Christian University (TCU), companies that have undergone supply chain transformation with the help of Kinaxis financially outperformed their peers during the pandemic.



Neeley School of Business

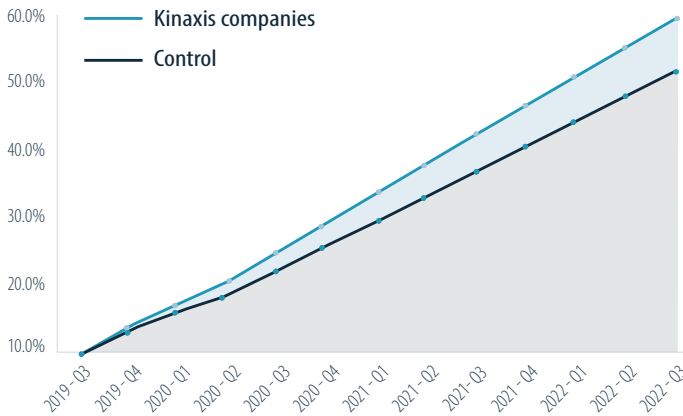
Companies using Kinaxis outperformed their peers across key financial metrics

Revenue growth

+3.62%
Kinaxis companies

-5.77%
Peers

Return on assets (ROA)



Over 3 years, Kinaxis companies saw a cumulative ROA benefit of

7.7%

Cost of goods sold (COGS) - Percentage of revenue

Kinaxis companies	Peers
-0.99%	+0.31%

Inventory

Kinaxis companies	Peers
+6.71%	+13.41%

Selling, general and administrative expenses (SGA)

Kinaxis companies	Peers
-0.92%	+0.97%

Market share

Kinaxis companies	Peers
+0.098%	+0.026%

What a company with \$10B in total assets and \$5B in annual revenue would see over 3 years:

ROA benefit of
\$770M

Revenue increase by
\$181M

What's driving these numbers

Companies that use Kinaxis achieved these results with the help of advanced supply chain planning capabilities, including:



Concurrent planning

Concurrent planning bridges the gap between planning and execution by synchronizing every aspect of your business, from strategic to tactical, in real time.



Scenario analysis

Rapid what-if analysis helps drive faster, more confident decision-making by easily comparing the impact across key financial KPIs and supply chain operational metrics.



Visibility

Increased visibility with real-time monitoring provides transparency into the impact of any disruption in the supply chain.



Data integrity

Artificial intelligence enhances improvement of data quality.

The bottom line

Supply chain transformation is proven to boost performance across your key financial targets including improved revenue, lower costs, lower inventory and better return on assets. Kinaxis can get you up and running with advanced planning and concurrency in as little as 12 weeks, so you can see return on investment right away. To Learn more:

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Research conducted by Professor Morgan Swink, Eunice and James L. West Chair in Supply Chain Management, Professor of Supply Chain Management at the TCU Neeley School of Business, and the Executive Director of the Center for Supply Chain Innovation at Texas Christian University.

INDUSTRY BREAKDOWN

Industry	Firms	Kinaxis companies
Food & kindred spirits	68	1
Chemicals and allied production	145	11
Industrial and commercial machinery and computer equipment	115	5

Industry	Firms	Kinaxis companies
Electronic & electric equipment	149	17
Transportation equipment	77	8
Instruments & related products	90	6

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Total firms: 644
Total Kinaxis companies: 48
Quarterly revenue: \$4.1B (mean)
Assets: \$35.2B (mean)