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THINGS TO LOOK FOR IN A SUPPLY CHAIN PLANNING SYSTEM OF RECORD

VIEWS AND REAL-WORLD RESULTS FROM KINAXIS® RAPIDRESPONSE® CUSTOMERS

1

It solves the fundamental challenges you face

A supply chain planning (SCP) system of record (SoR) provides companies with a platform to manage multiple supply chain planning functions holistically, enabling cross-functional coordination and faster, more effective planning and decision-making.

By leveraging Kinaxis RapidResponse as a SCP SoR companies achieve:



End-to-end supply chain **INTEGRATION** and **VISIBILITY**



Integrated demand and supply **PLANNING**



Active **MONITORING** of business results



Rapid **ANALYSIS** to model decision alternatives and impact across multiple functions



ORCHESTRATION of business activities that optimize corporate performance/profitability

2

It provides something different from what you have

RapidResponse provides a breakthrough because it enables different business functions to plan, monitor, and respond concurrently and continuously in a single environment. It is our single product architecture that sets us apart from other SCP SoR solutions.

Unlike other solutions, Kinaxis RapidResponse is:



We combine diverse supply chain activities into one cohesive function so all groups work together in a single system to meet common goals.

3

Your peers are leveraging it successfully

Many solutions look good on paper, but only add value if they work. Third-party validation is important because real-life experiences are what matter.

"RapidResponse has given us **one integrated plan of record.**"

Procurement Director, Electronics Company
(TechFact TVID: BF7-412-OAA)

"It's core to our architecture. We are an SAP shop from a financial ERP system, but RapidResponse really is our **planning system of record.**"

CELESTICA
(Video)

"With RapidResponse, they now have one source of truth ... First Solar is transforming their supply chain and moving from functional excellence to **end-to-end supply chain alignment.**"

FIRST SOLAR
(Case Study)

4

It's uniquely and purposely designed for end-to-end SCM

The RapidResponse architecture empowers companies to redefine supply chain functions. The key is to identify and enable the underlying capabilities required for agile, end-to-end processes.

INTEGRATION



"By integrating five systems into one, we gained a distinct advantage because multiple problems are solved by one product."

KONICA MINOLTA
(Case Study)

VISIBILITY

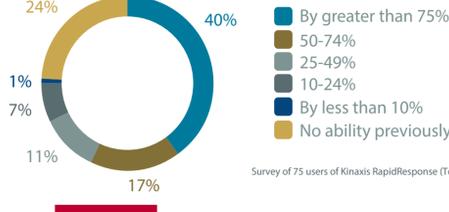


"[RapidResponse] essentially takes out a middle man ... before it was a chain of a planner, to a buyer, to a CM, and that could ... take even days of communication. Now that planner has visibility all the way down to a CM level immediately."

ANRITSU
(Video)

CROSS-FUNCTIONAL SIMULATION

On average, by how much has RapidResponse decreased the amount of time it takes to perform "what-if" analysis (planning scenario simulations)?



Survey of 75 users of Kinaxis RapidResponse (TechValidate TVID: 743-E45-211)

5

It delivers ROI in spades

A SCP SoR should drive tangible business outcomes, not just run the supply chain planning function. Value is derived when technology enables clear and compelling business results.

SAMPLE EFFICIENCY MEASURES

"We've seen planner efficiency gains of **40%+ with RapidResponse.**"

Executive, Large enterprise electronics company
(TechFact TVID: 561-881-831-316)

"Due to efficiency gains, we've been able to **reduce our headcount by 50%** while still maintaining our workload."

Operations Manager, Fortune 500 telecommunications equipment company
(TechFact TVID: 745-2FF-24A)

"RapidResponse has **reduced the cycle time** for producing a supply plan for operations by 1/2, while allowing for greater supply/operations plan accuracy."

IT Systems Analyst, Large enterprise telecommunications equipment company
(TechFact TVID: 1BE-7FF-AB7)

SAMPLE PERFORMANCE METRICS



15% reduced expedites by more than 50%



35% improved achievement to delivery dates by more than 25%



71% reduced E&O by more than 10%

Kinaxis RapidResponse User Survey (TechChart TVID: 884-9EE-22B)



13% reduced planning cycle times by more than 50%



21% improved inventory turns by more than 25%



31% improved gross margins by more than 10%

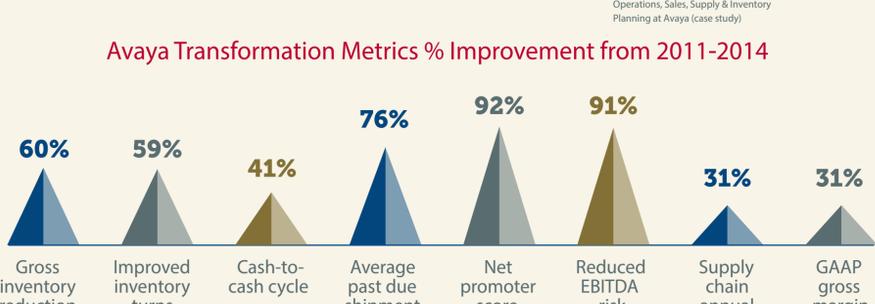
Kinaxis RapidResponse User Survey (TechChart TVID: 793-72C-1E5)

CUSTOMER PROOF POINT: AVAYA CASE STUDY

"Kinaxis has been a strong partner for Avaya and the RapidResponse tool was a key enabler in our transformation success."

Benji Green, Director Global Operations, Sales, Supply & Inventory Planning at Avaya (case study)

Avaya Transformation Metrics % Improvement from 2011-2014



Read the full case study!