



One Network Enterprises' Sales & Operations Planning Solution

One Network's Sales and Operations Planning (S&OP) Solution is an Integrated Business Planning (IBP) capability that provides an intelligent Control Tower designed for today's organizations with complex, globally sourced supply chains. It leverages One Network's underlying cloud platform, called NEO, to coordinate and synchronize end-customer demand across all channels, operations, and trading partners, including contract manufacturers, suppliers, logistics providers, and retailers. Integrated Business Planning includes services for Sales & Operations Planning, Business Continuity and Risk Management.

HOW DOES IT WORK?

Integrated Business Planning runs on the NEO Platform, the only multiparty supply chain cloud platform with real time decision-making technology. The NEO Platform is powered by One Network's unique intelligent agent and machine learning technology, that provides all solutions with powerful predictive and prescriptive analytics.

The platform enables unlimited numbers of trading partners to plan, execute, monitor, synchronize, and optimize in real time all of the business processes that take place throughout their extended supply chains. Integrated Business Planning leverages the NEO Platform to link your organization's multi-year strategic plan and annual operating plan, your monthly S&OP plans, and all operational plans. Furthermore, all actual execution data is captured in the cloud in real time, enabling you to compare plans with what has actually happened or is currently happening, and even execute your plans across

your operations and trading partners. The result is a single cloud-based system for strategic and tactical planning that coordinates and synchronizes end customer demand from the point of consumption to raw material suppliers. It is the only multi-enterprise, continuous, and integrated planning and execution system available in the marketplace today.

WHAT SERVICES DOES IT INCLUDE?

Integrated Business Planning includes services for Sales & Operations Planning, Business Continuity and Risk Management. Customers need only subscribe to the services they need, and can combine Integrated Business Planning services with any services found in One Network's other solution suites (Consumer Direct/Intelligent Demand, Intelligent Supply/eProcurement, Intelligent Logistics, and Aftermarket).

Sales and Operations Planning: Creates and executes your S&OP plans, includes your key trading partners into your S&OP process, links underlying systems to provide a complete business view that speeds up data gathering and planning processes, and analyzes the network-wide impact of decisions like promotions and new product introductions.

Business Continuity and Risk Management: Mitigates supply chain risk by identifying alternate sources of supply, monitoring global shipments, running spend analysis, and quantifying the value at risk.

WHERE'S THE VALUE?

1. Plan for Profitability

Integrated Business Planning allows your team to set targets for top-line and bottom-line goals and establish plans at the organization level (e.g. brand and region) while automatically aggregating the plans up to the corporate level or down to lower levels in the organizational structure. Furthermore, it matches the cost-of-goods-sold and any associated operational costs against their corporate goals. Achieving this financial view with other technology solutions requires inflexible custom configurations or reports that may take weeks to compile. Here are some of the ways you can drive profitability:

- **Capacity Management** — Accurately assess economic tradeoffs between the costs of reducing or increasing additional capacity (labor, equipment, facilities, suppliers) vs. the revenue benefit.
- **Working Capital** — Seasonal or constrained capacity pre-builds vs. carrying cost, storage constraints, and inventory obsolescence vs. service considerations for anticipated high demand/short stock conditions.
- **Product Mix** — Optimize your product mix based on accurate tradeoffs between the costs and benefits of SKU proliferation and market penetration vs. SKU rationalization and normalization across markets.

2. Plan out Variability

Variability—whether of demand or supply—remains a chief source of risk for today's manufacturers and retailers, and variability is something that today's slow-moving and disconnected planning tools are simply ill-equipped to manage. Integrated Business Planning dramatically reduces demand variability by automatically computing all your demand for all your products down to the channel/SKU level. It enables a consensus view of demand to be created by allowing users to "slice and dice" data and roll data up from the organizational level to the corporate level, and back down again. It also includes robust planning tools to help you combat the primary sources of demand variability (e.g. promotions, new product introductions, product phase outs, price changes, adding a new sales channel, etc.)

Once demand has been computed, the solution reduces supply variability by creating all necessary supply and operational plans for your organization and trading partners. It does this by exploding the bill of materials (BOM) for finished goods and creating any and all raw material, production (including product mix), inventory, distribution, and commodity buying and hedging plans. This process can take place collaboratively with suppliers to confirm material and capacity constraints.

By collaborating on the plan with external trading partners, companies can formulate much better plans, plans that consider all the variables across their supply networks, including accurate conditions around partner resources and constraints. This enables all relevant parties to participate and collaborate, facilitating a more transparent and data-driven process that drives consensus and commitment to the plan. As a result, plans are more feasible, actionable and practical, and execution is less likely to encounter resistance or unforeseen events that commonly derail plans.

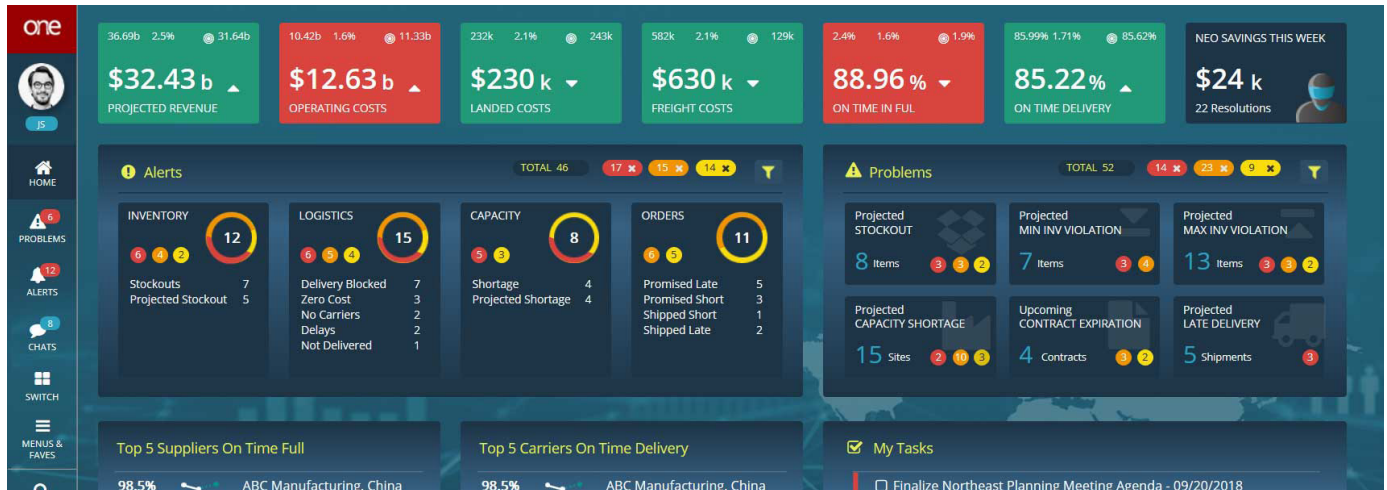
Finally, at any point in the process, contract price changes, commodity price changes, and material and capacity constraints can be modeled and propagated forward to uncover any margin and service level impacts.

3. Plan for Business Continuity

Integrated Business Planning helps maximize business continuity and reduces risk by ensuring that your plans take into account the right suppliers, alternative supply locations, alternate suppliers, and logistics providers. Planning for potential disruption is a critical requirement in today's global supply network. A simple supply constraint can knock out a factory, while weather problems or political unrest can bring down entire regions.

4. Plan your Business Strategy

Integrated Business Planning's seamless linkage between the formerly disconnected areas of your business—for example, planning and execution, financial and operational—enables your organization's leaders to develop and implement highly effective strategies. Executive teams can use the service to create "what-if" scenarios with full network-wide simulation capabilities, analyze and compare competing "what-ifs", track the performance of their chosen plans by continuously



measuring them against actuals, and even allow the service to automatically adjust plans when unforeseen demand and supply variability is detected.

These capabilities are possible because the service is designed as a “sand box” that enables users to easily create, save, and compare multiple “what-if” plans at any level in the hierarchy without affecting their operations. Once a plan is finalized it can be frozen, passing along all relevant plan information—for example promotions, new product introductions, and price changes—to planning and execution systems.

Finally, while planning and execution systems are working, Integrated Business Planning measures its plans against what is actually happening, and projects what the future daily, weekly, monthly (or any time horizon) actuals will be, based on actual demand and supply. When divergence between the plan and actuals reaches a critical threshold, the solution can facilitate a replan. This process can occur as often as needed by your business processes.

IN AN UNCERTAIN WORLD FILLED WITH RISK AND COMPLEXITY, ONE NETWORK CAN HELP

A recent Deloitte survey of 600 executives at manufacturing and retail companies found that 63% were highly concerned about risks within the extended supply chain comprising vendors and customers, ranking it among their top-two concerns. Even more telling, a recent Gartner Research survey found that 85% of respondents felt that supply chain complexity is a significant and growing challenge for their operations. Simply put, the complexity of today’s supply chains is overwhelming enterprises’ ability to manage them. The solution is clear. Only One Network’s Integrated Business Planning solution can help you plan for profitability, plan out variability, plan for business continuity, and plan your business strategy. Take charge and let One Network help you navigate this environment of uncertainty.

THE NETWORK IS THE SOLUTION

Subscribing to any One Network solution on the NEO Platform gives you access to all companies on the Real Time Value Network, a community of tens of thousands of potential trading partners and carriers powered by the NEO Platform. You can activate other platform services as needed, including:

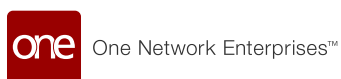
- Intelligent Supply and eProcurement
- Intelligent Logistics
- Consumer Direct and Intelligent Demand
- Aftermarket





ABOUT ONE NETWORK ENTERPRISES

One Network is the leader in intelligent control towers for autonomous supply chain management. From inbound supply to outbound order fulfilment and logistics, this multi-tier, multiparty digital platform helps optimize and automate planning and execution across the entire supply network and every trading partner. Powered by NEO, One Network's machine learning and intelligent agent technology, real time predictive and prescriptive analytics enable industry-leading performance for the highest services levels and product quality at the lowest possible cost. It's the industry's only solution with a fully integrated data model from the consumer to suppliers and all logistics partners, providing a network-wide, real-time single version of the truth. Leading global organizations have joined One Network, transforming industries like Retail, Food Service, Consumer Goods, Automotive, Healthcare, Public Sector, Telecom, Defense, and Logistics. Headquartered in Dallas, One Network has offices across the Americas, Europe, and APAC. For more information, please visit www.onenetwork.com



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