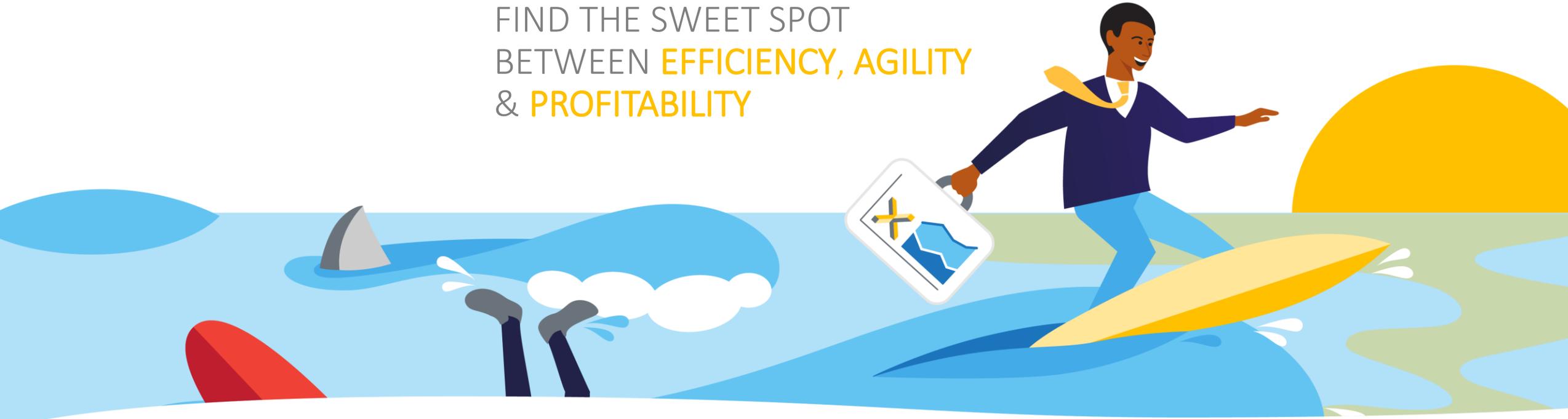


FIND THE SWEET SPOT
BETWEEN EFFICIENCY, AGILITY
& PROFITABILITY



OPT SUPPLY CHAIN | DIGITAL TWIN

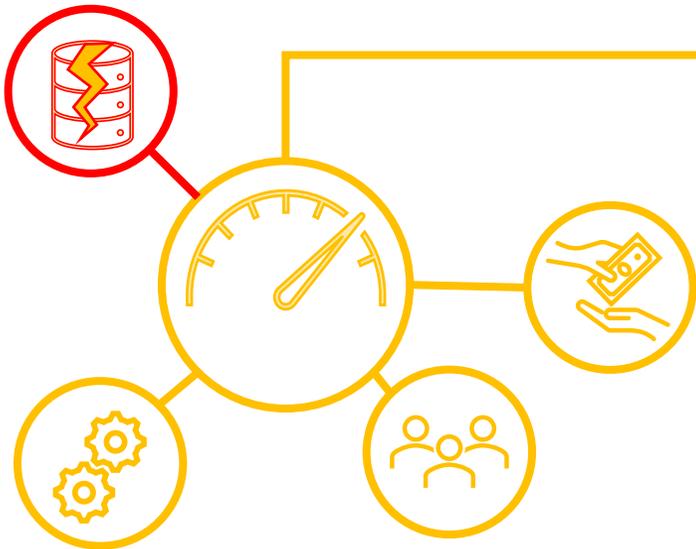


OPT

xOPT takes imperfect data and fixes it, provides a digital twin of your supply chain and models scenarios to find the best options with highest profitability across your company .

Optimisation From Chaos

Find **efficiencies** between customer service levels and cost to serve when there is a **lack of trust in your data**.



Challenges

- Only 47% of supply chain organisations manage supply chain technology horizontally and holistically across functional domains

Source: Gartner - Predicts 2021: Supply Chain Technology

- Leverage supply chain technology that utilise a graph model to represent the digital supply chain twin

Source: Recommendation from, Predicts 2021: Supply Chain Technology



UNIQUE VALUE PROPOSITION



The scenarios show profit by looking across the entire organisation using a digital twin



Includes validation against management accounts



Continuous monitoring of benefits realisation using automated data ingestion



We take imperfect data from any source and fix, complete it and curate

Bottom Line

Profit improvement of between 0.5% and 2.5% of revenue based on proven NZ implementations



Why Difficult if not impossible for management to assess the trade-offs of options across the entire organisation

How Use of xOPT data science product to model multiple scenarios dynamically with a validated answer.

Our Mission

We help customers to **discover the potential** of their supply chain and make better decisions



We do that by combining our **supply chain expertise** with the latest **data science technology** to help our customers to **detect** changes fast **and act** appropriately to disruptions and **opportunities**.

Digital Supply Chain Services

- Supply Chain Transformation Projects e.g. Reduce cost to serve
- Network Strategy Projects e.g. Building online fulfilment capability
- Sales and Operations Planning
- Supply Chain Diagnostics and Risk Mitigation
- **Managed Service**

Exploit Data to Assure Decisions

Simulate business scenarios to see how your decisions affect

- Contribution margin
- Market allocation
- Transport and storage capacities
- Customers experience
- Service levels
- Fulfilment costs
- Resource requirements
- Productivity
- ...

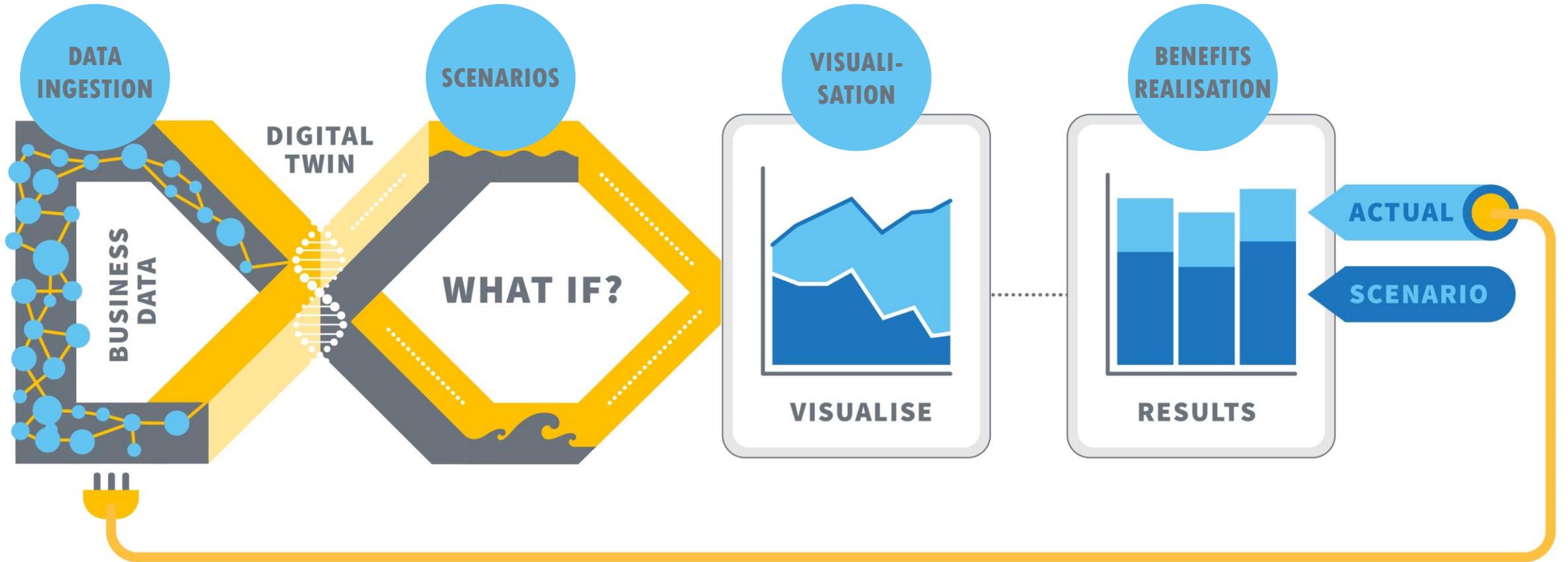
SOLUTION OVERVIEW



OPTIMISATION FROM CHAOS



DIGITAL Supply Chain: Technology Components



Case Study - Visualisations



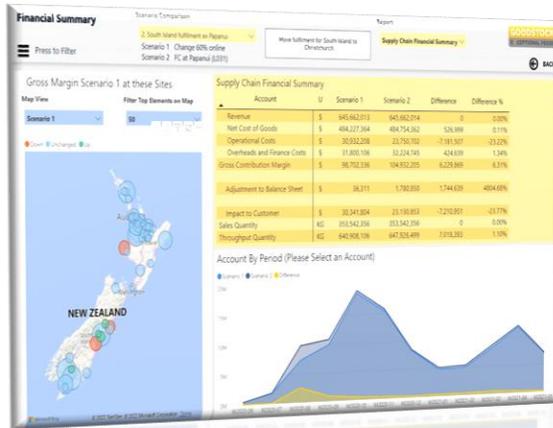
Distribution



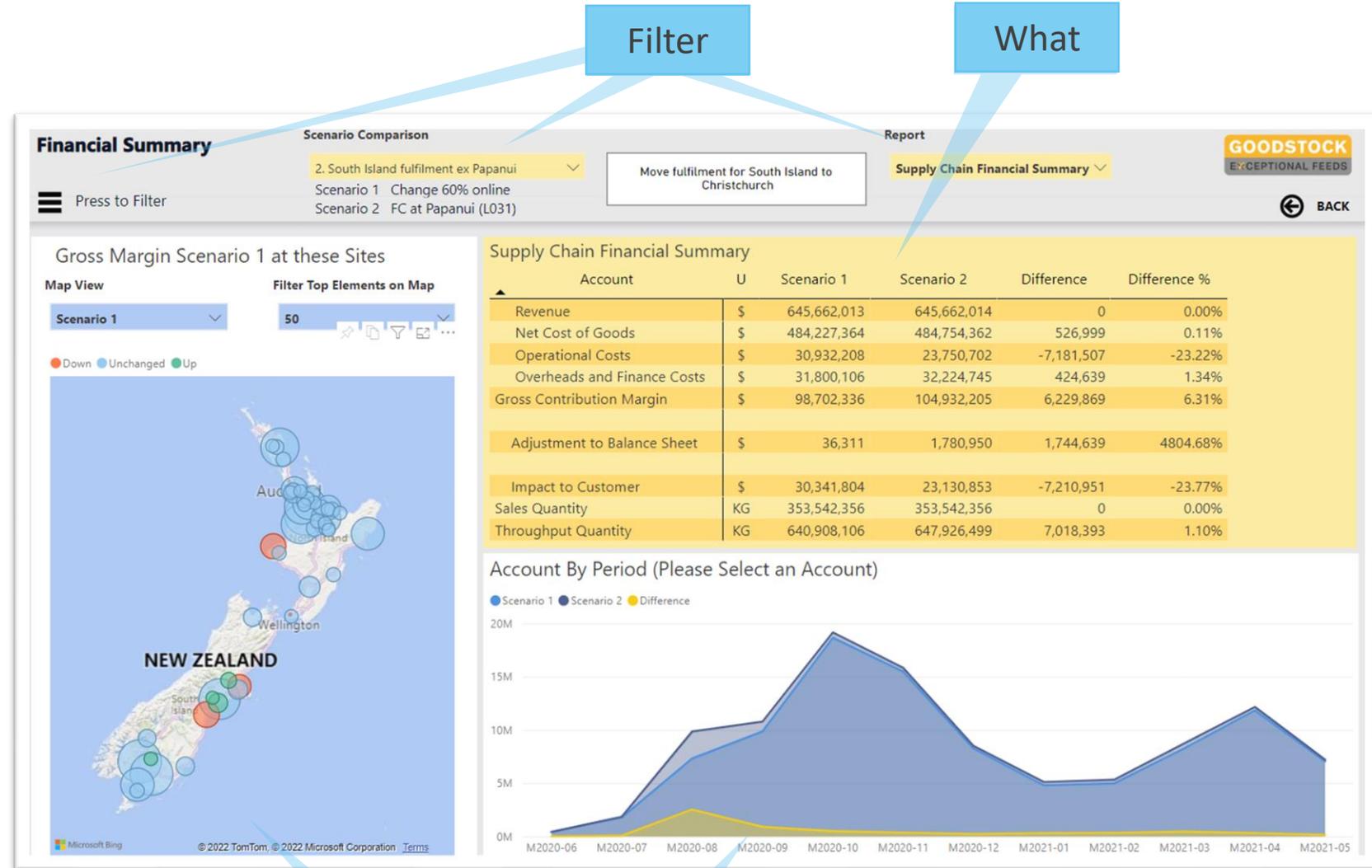
Delivery

GoodStock Ltd. is a stock food and pet food company with a supply chain network across New Zealand.

xOPT Data Insights



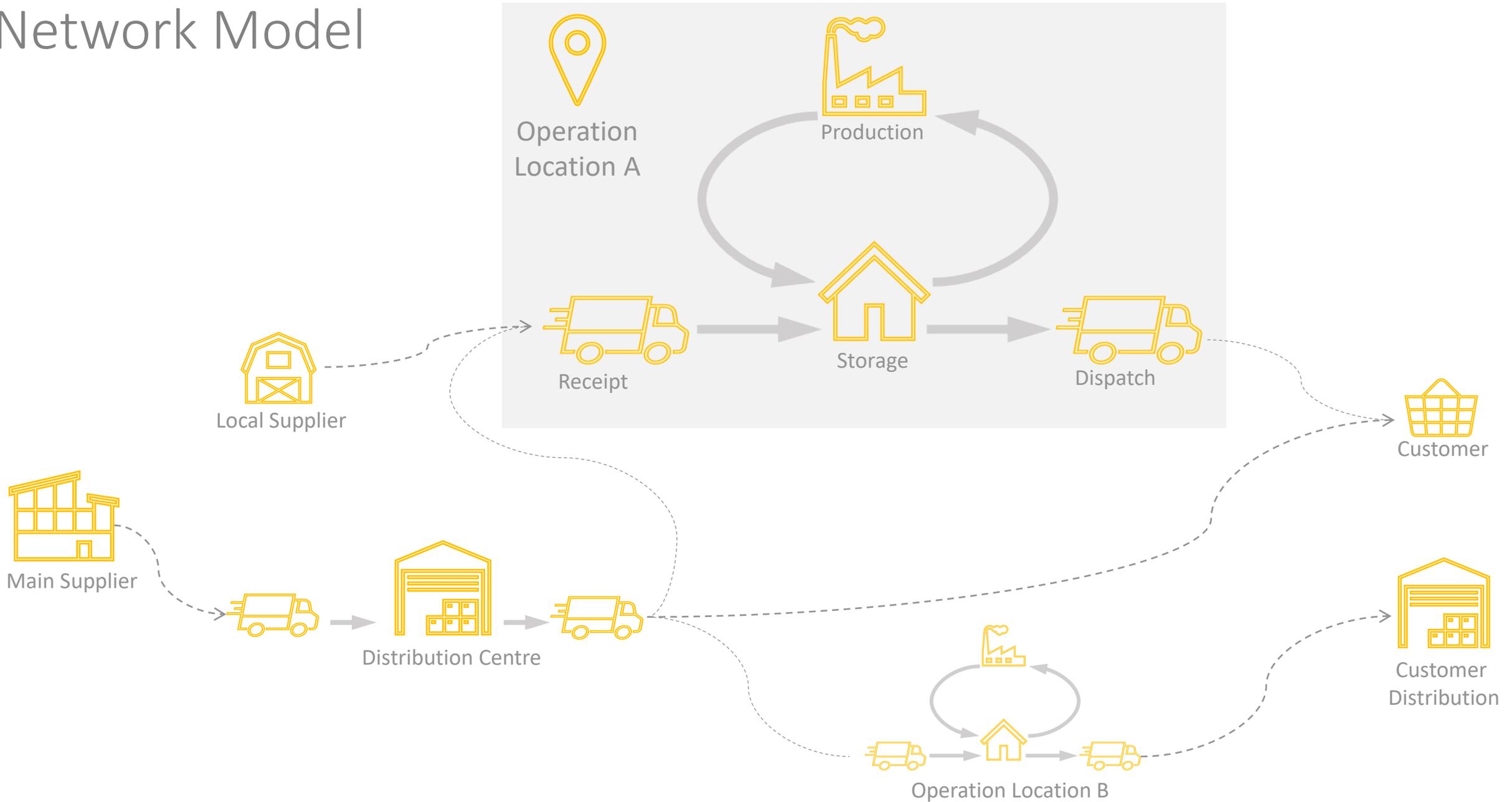
- S&OP Exec Summary
- Financials
- Demand
- Transport
- Production
- Inventory
- DIFOTIS
- ...

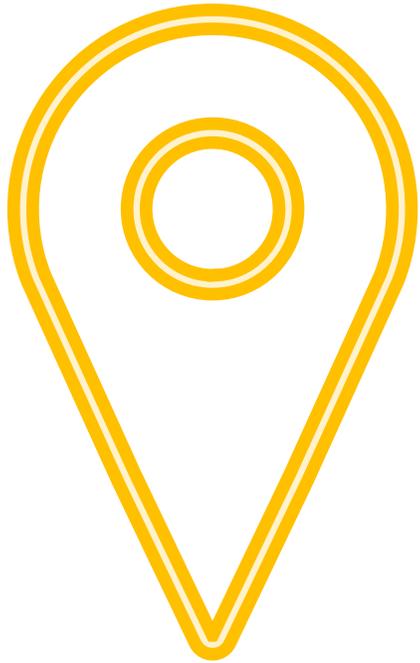


Where

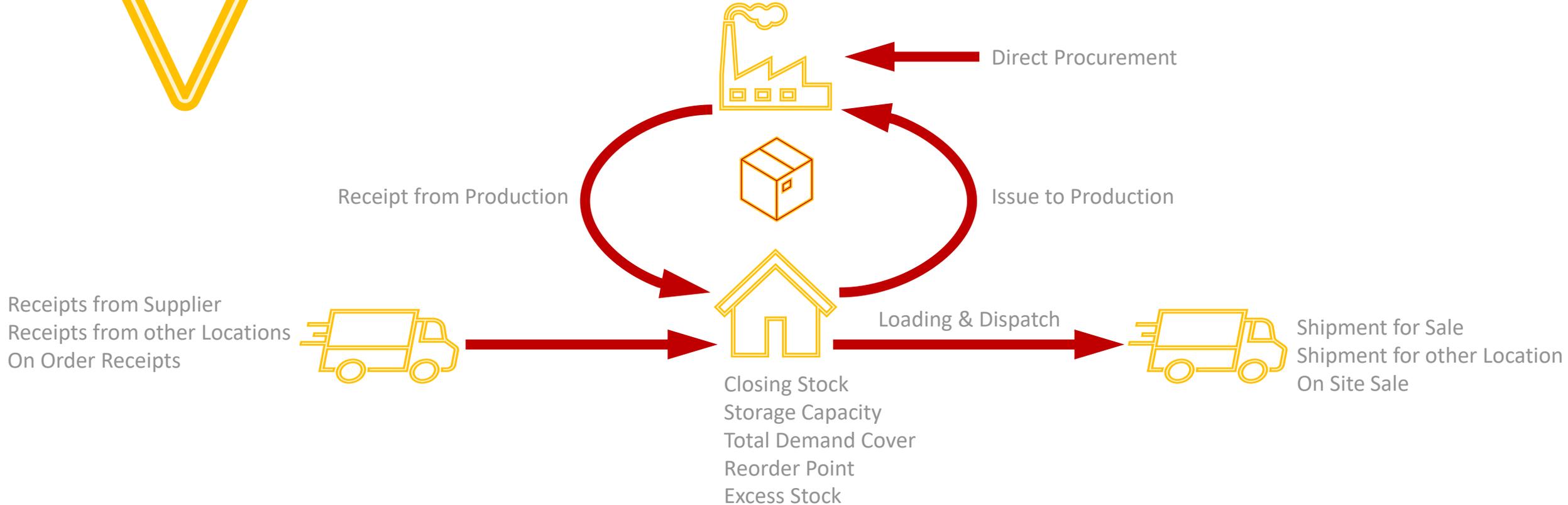
When

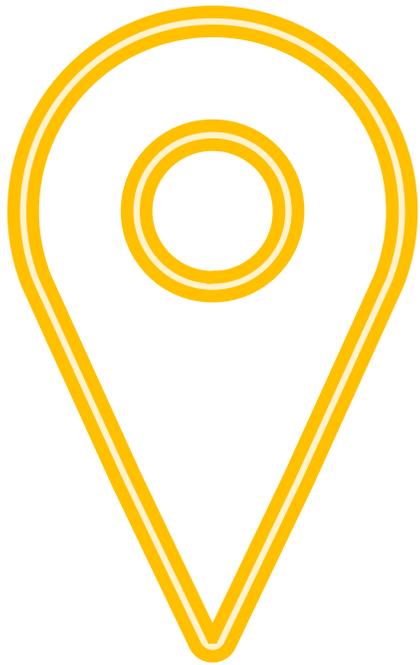
Network Model



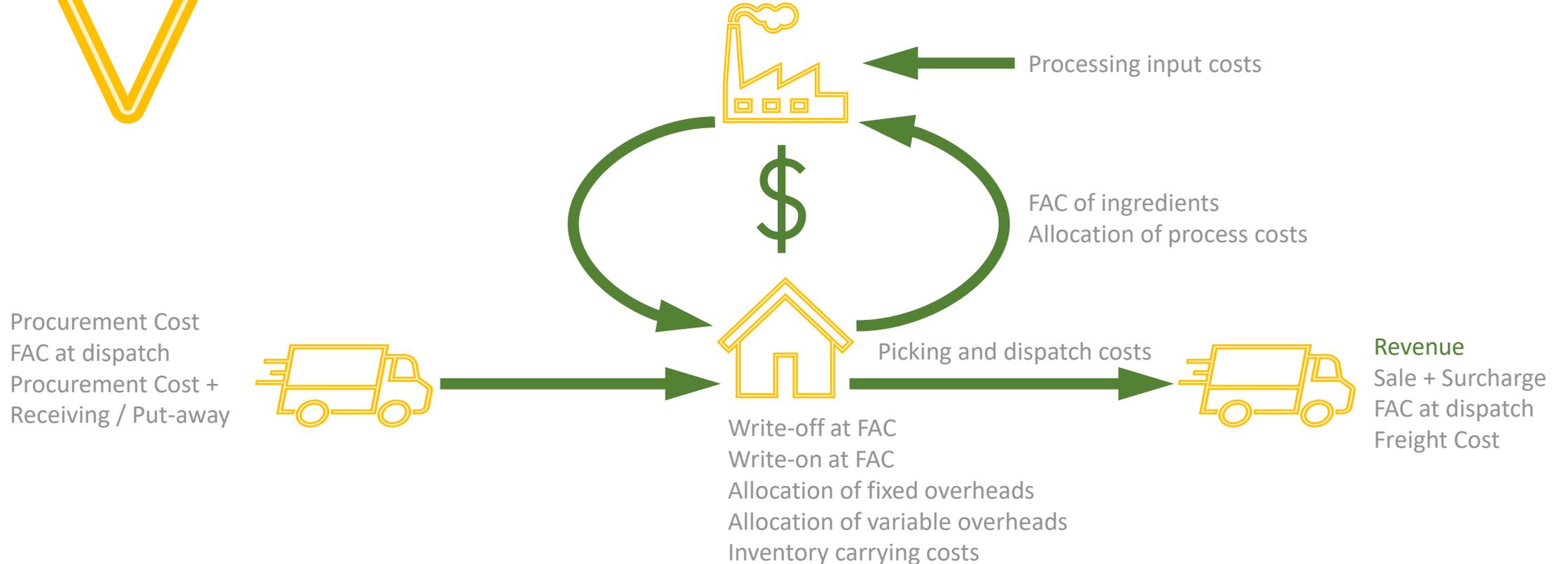


Location - main MATERIAL FLOW metrics





Location - main FINANCIAL FLOW metrics



CASE STUDIES



OPTIMISATION FROM CHAOS

Recent Case Study

- \$800m Revenue NZ Company Agriculture Sector
- Best scenario identified NZ\$ 113M cash flow savings
- Plus an opex reduction of NZ\$ 18M per annum from a best fit inventory profile simulation. Carrying costs \$13m, transport & handling \$5m
- Simulated effects of new product introduction
- Visualised the effectiveness of different inventory policies from a capacity and a financial perspective

Recent Case Study

- \$3.4B Revenue NZ Retail and Online Company
- **Best scenario identified** annual savings of a reduction in logistics cost of over 10%. \$15m p.a.
- Modelled 6 (including base) scenarios using optimisation tool
- Looked at a range of options around existing distribution and fulfilment centres
- Savings included - transport, labour, packaging and occupancy costs

Competitive Analysis (✓ = available, V =vision)

| |  |  |  |  |  |  |  |  |
|------------------------------------|---|--|---|---|---|---|---|---|
| S&OP Digital Twin | ✓ | V | ✗ | ✓ | ✓ | ✓ | ✓ | ✓ |
| Validation against mgmt account | ✓ | ✓ | ✗ | ✗ | ✗ | ✗ | ✗ | ✗ |
| Fixing Data | ✓ | ✗ | ✗ | ✗ | ✗ | ✗ | ✗ | V |
| ABC Costing | ✓ | ✗ | ✗ | ✗ | ✗ | ✗ | ✗ | ✗ |
| Profit Scenarios | ✓ | ✓ | ✗ | ✓ | ✓ | ✓ | ✓ | ✓ |
| Managed Service | ✓ | ✗ | ✗ | ✗ | ✗ | ✗ | ✗ | ✗ |
| Curate Data | ✓ | ✗ | ✗ | V | V | V | V | V |

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OPT

OPTIMISATION FROM CHAOS