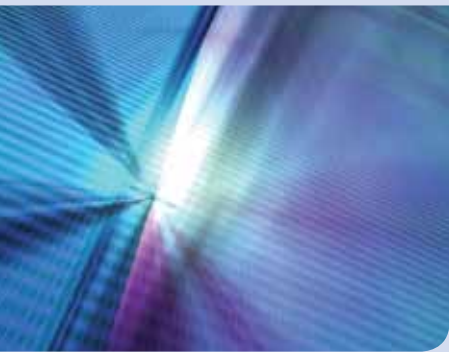


Executive S&OP Workbench



JDA Software: Driving More Informed Decisions and Enterprise Visibility with Sales and Operations Planning

Enabling integrated
business planning
and management
transformation.



THE SUPPLY CHAIN COMPANY®



Why are supply chain executives increasing their budgets for S&OP initiatives?

Real Results. Fast.

JDA Software can help the world's leading retailers, manufacturers and wholesaler-distributors transform their S&OP processes to the next level of integrated business planning and management. Here are some results that our customers can expect to achieve with JDA's Executive S&OP Workbench driving more informed decisions and enterprise visibility:

Integrated S&OP Results Reported by Oliver Wight¹

- Increased forecast accuracy from 18 to 25 percent
- Increased sales revenues from 10 to 25 percent
- Increased on-time delivery from 10 to 15 percent
- Reduced inventory from 18 to 46 percent
- Reduced safety stock from 11 to 45 percent
- Increased productivity from 30 to 45 percent

¹ Results based on Oliver Wight study of 40 key customers, September 2008.

Further Enhance S&OP Performance with the JDA Supply Chain Suite

Supply chain management from JDA Software can make your baseline supply chain data even more accurate, enabling smoother and more precise analysis. Companies seeking to strengthen their integrated sales and operations planning (S&OP) processes turn to JDA solutions for the following functions:

- Demand management
- Fulfillment and vendor managed inventory
- Collaboration
- Network and inventory optimization
- Transportation
- Master planning



JDA solutions are proven to deliver impressive benefits with capabilities that support:

Enhanced demand plan accuracy

- Enhanced new product introduction/transition
- Robust decision support workbench with integrated graphs, grids and exception alerts
- Advanced statistical modeling with multiple algorithms that can be tailored to unique item characteristics
- Forecast at any level in the product, location or channel hierarchy
- Aggregate and reconcile forecasts from “the bottom up” or “top down”
- Auto-select and tune algorithms based on their unique demand classification

Improved working capital management

- Time-phased, multi-echelon planning
- Order optimization
- Network inventory optimization
- Production changeover optimization
- Sourcing/distribution/transportation optimization
- Multi-stage production planning constraints
- Exception monitoring

Increased service levels, sales and performance

- Collaborative consensus demand planning
- Safety-stock optimization
- Inventory policy optimization
- Promotions management and optimization

Drive Business Profits

Challenge: Disconnected Business Functions That Hamper Executive Decisions and Competitive Performance

Global selling and sourcing, fragmented supply chains and escalating consumer expectations are all straining the already compressed timeframes between planning and execution. In this dynamic, 24-hour environment, executives are pressured to bring together the moving parts of their business as agilely and intelligently as possible. Yet too many organizations operate in functional silos with each department working on independent plans based on independent data and assumptions. Last minute changes to plans routinely go unmanaged and poor communication results in disconnects among demand, supply and finance teams. Without visibility into these challenges, executives are left with no clear answers regarding what went wrong and where the operational breakdowns took place.

While traditional Sales & Operations Planning (S&OP) processes have helped to tactically align demand with supply, companies need to go to the next level of business transformation to stay competitive. Executives need to take control of S&OP initiatives with a holistic approach that integrates their time-phased revenue, cost and margin plans with the operational functions of their company. And they need the right tool to quickly visualize and act on any risks, opportunities or threats to their business.

Solution: JDA Executive S&OP Workbench

Now you can focus on what matters most when uniting your company's corporate objectives, financial goals and operational plans with the JDA® Executive Sales & Operations Planning Workbench. By teaming with a core group of JDA customers and the leaders of business process improvement at Oliver Wight, JDA Software is transforming S&OP into an integrated business management approach for today's dynamic global market. Transitioning from a supply-demand balancing exercise to a process that integrates your entire business, JDA's advanced solution enables your C-level decision makers to deliver on your

company's strategic objectives and maximize profits.

Based on nearly 25 years of proven best practices, the JDA Executive S&OP Workbench utilizes key-metric graphs and charts to visually present the aggregated state of your business for more informed decision making. To enable faster demand management and supply solution offers prebuilt integration to the underlying JDA demand management and supply solutions that drive your processes. The JDA Executive S&OP Workbench has an interoperable data store that can also provide decision support for third-party planning applications. No other business intelligence solution can offer so much value so quickly.

Drive Profits with S&OP Visibility and Execution

Companies must get increasingly agile when pursuing demand or supply. If the marketing team can capitalize on a new trend to boost category sales, your company's supply function must respond. If a slowing economy or major disruption threatens reliable supply, your demand team needs to swiftly adjust. And they must do so without losing sight of the implications that their decisions could have on your corporate objectives, financial goals or operational plans. While it may sound challenging, an integrated business management approach can enable this level of decision making for your critical financial and operational teams.

Achieving results with this new S&OP approach requires a solution that can deliver a single set of rolling numbers for the next 24 months or longer. Each element of the plan must be translated into terms that your stakeholders can readily understand and be held accountable for during management review meetings. JDA designed the Executive S&OP Workbench with prebuilt graphical views and templates that are available straight out of the box to present multiple dimensions of your business from your top stakeholders' perspective. Leaders in sales, operations, finance, marketing and production functions can gain access to the views that they need to ensure they are on time, on plan and on budget.



Accelerate Time-to-Value with Out-of-the-Box Views

Your executives can intelligently and efficiently align on a common business plan with the JDA Executive S&OP Workbench enabling them to:

- Easily navigate and review plans through an intuitive graphical hierarchy configured to your company's desired planning attributes
- Perform what-if analysis and scenario evaluation to understand tradeoffs when balancing supply, demand and simultaneously meeting financial objectives
- Identify critical resources (people, equipment, suppliers and finances) to address any issues related to conflicts, constraints or bottlenecks
- Relate assumptions, risks and opportunities to specific hierarchy levels in the S&OP plan to qualify and explain the values in the plan

- Assign and track action items that are critical to achieving strategic goals and plans
- Identify opportunities for demand sensing and shaping strategies to manipulate demand upward through promotions and pricing actions or downward to meet capacity constraints
- Incorporate input from both downstream and upstream trading partners for a more complete picture

The JDA Executive S&OP Workbench is the must-have tool for your integrated business planning and management program. Since it's based on the highly scalable and extensible JDA® Enterprise Architecture, JDA customers can leverage another solution that shares the same underlying foundation for master and operational data, security, exception management, workflow, analysis and reporting for faster time-to-value and reduced maintenance.

JDA Delivers End-to-End Capabilities to Empower Executive-Level Decision Making on Corporate, Financial and Operational Plans

Requirements	JDA Capabilities	Benefits
Product Management Review	<ul style="list-style-type: none"> • Facilitates consensus on product-launch status • Manages milestones to confirm that projects are on-budget, on-schedule and on-plan for a rolling 24-month period • Monitors progress so that launch owners meet expectations and deadlines 	<ul style="list-style-type: none"> • Supports more timely, efficient launches • Improves productivity and accountability • Increases sales
Demand Review	<ul style="list-style-type: none"> • Drives consensus on a time-phased view of demand that considers product-mix changes, pricing changes and promotions • Identifies gaps between statistical forecast and consensus demand plans • Allocates demand to lower levels and then aggregates up to a higher level across flexible hierarchies (e.g., product, customer or region) • Measures demand plan accuracy for continuous improvement 	<ul style="list-style-type: none"> • Improves accuracy of forecasting decisions • Reduces safety stock • Ensures that execution decisions support business plans • Extends demand visibility across the trading network

Requirements	JDA Capabilities	Benefits
Supply Review	<ul style="list-style-type: none"> Models the capacity required to meet demand and determines cost projections related to purchasing, human resources, inventory and production functions Highlights critical resource constraints related to material, labor and other capacity variables Highlights areas where inventory positions violate predefined tolerances Provides key metrics designed to identify areas where demand exceeds supply and available capacity 	<ul style="list-style-type: none"> Improves order fill rates and network utilization Frees working capital tied to in ineffective inventory Reduces costs Accelerates responsiveness to change
Scenario Management	<ul style="list-style-type: none"> Provides key metrics and calculations that enable executives to make real-time adjustments to key data Supports review and comparison of multiple scenarios so executives can select best alternatives Tracks inputs over time for analysis of changes to plans 	<ul style="list-style-type: none"> Improves decision making and what-if analysis Instantly presents the effects of changes to key variables
Financial Appraisal & Analysis	<ul style="list-style-type: none"> Initiates a financial evaluation of product, demand and supply plans, including time-phased revenue, cost and profit projections Documents financial assumptions such as future product and customer mix, currency rates and average selling prices Develops the strategic financial plan for the entire business that can be tracked against actuals throughout the year Presents executive graphs that highlight gaps in previous plans and budget 	<ul style="list-style-type: none"> Provides a complete, timely financial picture of business Accelerates response to issues that threaten profits Keeps focus on targets for projected revenues and gross margins
Integrated Reconciliation	<ul style="list-style-type: none"> Ensures alignment of product, demand and supply plans along with financial evaluation into an integrated business plan Identifies alternatives when plans are not aligned to ensure that the company is operating to a “single plan and numbers” Identifies any performance concerns and gaps at the lowest practical level across the strategic and business plans Develops scenarios to resolve issues, including any impacts to common required resources Identifies which decisions must be elevated to the monthly management business review meeting and publishes recommendations with cost/benefit rationale 	<ul style="list-style-type: none"> Quickly prioritizes initiatives for better focus on key performance indicators (KPIs) Eliminates surprises for smoother execution Ensures optimal resource allocation
Process Orchestration Workflow	<ul style="list-style-type: none"> Enables users to move from one S&OP stage to the next with complete data context Presents the business risks, opportunities and threats that tie into the S&OP plan Publishes agreed-upon plans for execution systems 	<ul style="list-style-type: none"> Optimizes resource utilization Eliminates duplicated efforts Supports smarter decision making
Management Business Review (MBR)	<ul style="list-style-type: none"> Builds an agenda that prioritizes meeting topic order, including issues that could not be resolved earlier in the S&OP process Develops supporting data and graphics to aid in evaluation and decision making Provides metrics required during MBR to assess performance, future plans and issues or opportunities Features an executive dashboard that tracks KPIs and highlights any that are outside of tolerance Enables continuous improvement of the entire process with ongoing measurement and review 	<ul style="list-style-type: none"> Supports focus and immediate action on critical KPIs Maximizes efficiency and productivity of meetings Ensures leaders are in sync and informed

JDA & Oliver Wight Alliance Ensures Optimized Solutions, Best Practices

JDA is a recognized leader in providing supply chain planning and execution solutions that are critical inputs to the S&OP process. JDA's capabilities support best-in-class practices in demand management and forecasting, fulfillment, master planning and network and inventory optimization. To optimize performance and innovation, JDA incorporates Oliver Wight's methodology and consulting processes into our software solutions for full support of a world-class integrated business planning and management program.



“Our alliance with JDA delivers a complete S&OP solution that balances people, processes and innovative technologies while aligning all aspects of our customers’ business. By addressing the gaps that other S&OP vendors are not fully addressing, we are enabling our mutual customers to achieve true business transformation and a competitive advantage as they realize their corporate goals with maximum profitability.”

*Dennis Groves
Chairman,
Oliver Wight Americas*



What is Integrated Business Management?

Oliver Wight defines integrated business management as the evolution of S&OP to meet the challenges of executive leaders who must manage business in today's challenging environment. This formal decision-making process, led by executive management on a monthly basis, provides:

- A common, aggregated operating plan with accountability for new products, customer demand and supply
- Clear visibility into the state of your company, including identification of gaps and actions to close those gaps, which will lead to greater predictability
- An alignment of goals and key resources to most effectively meet customer needs



About JDA Software Group, Inc.

JDA® Software Group, Inc. (NASDAQ: JDAS), The Supply Chain Company®, is a leading global provider of innovative supply chain management, merchandising and pricing excellence solutions. JDA empowers more than 6,000 companies of all sizes to make optimal decisions that improve profitability and achieve real results in the discrete and process manufacturing, wholesale distribution, transportation, retail and services industries. With an integrated solutions offering that spans the entire supply chain from materials to the consumer, JDA leverages the powerful heritage and knowledge capital of acquired market leaders including i2 Technologies®, Manugistics®, E3®, Intactix® and Arthur®. JDA's multiple service options provide customers with flexible configurations, rapid time-to-value, lower total cost of ownership and 24/7 functional and technical support and expertise.

Now you can be among the JDA Sales & Operations Planning customers reporting outstanding results and an unsurpassed customer experience with the following components:

- Executive S&OP Workbench
- Sales & Operations Management

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