



Sales & Operations Planning

Meet Demand and Assure Supply at the Lowest Cost

In today's volatile market, matching supply with demand while maximizing profits requires real-time data visibility and analysis. With our S&OP solution, restaurant chains benefit from a margin-driven approach that optimizes the trade-offs between inventory, overtime and obsolescence costs to boost margins.

A Real-Time Approach

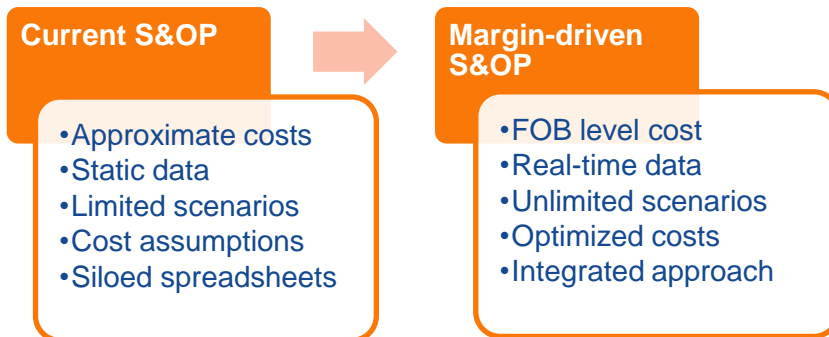
Leveraging years of food industry expertise, our S&OP solution helps supply chain managers adjust the plan in real-time given demand ups and downs and supply bottlenecks.

Our S&OP goes beyond traditional approaches by providing:

- Integrated real-time visibility of menu items, BOM, vendor capacity, inventory, sourcing and transportation data
- Optimized capacity, supply and contingency plans that trade-off inventory, overtime and obsolescence
- "What if" analysis to tweak supply plans as demand and costs change
- Ability to identify supply risks and evaluate alternatives.

Benefits include:

- *Improved fill rates*
- *Assured supply for revenue growth*
- *Reduced COGS*
- *Lower obsolescence*
- *Increased flexibility and reduced lead times*
- *Collaboration across departments and with suppliers*



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Trade-Off Costs to Protect Margins



Quick service, fast casual and other food service providers use our margin-driven S&OP for real-time analysis of core items, promotions and LTOs to find the most profitable alternatives for satisfying demand.

My Tasks

Performance Review: Review Cycle: Mar 01, 2013 to Mar 31, 2013

Budget Process: Budget Name: Budget 2013, Budget Cycle: Jan 2013 to Dec 2013, Creation Date: Jan 29, 2012, Approval Date: Jan 30, 2013

Production Volume Summary

Supplier: All, Product Group: All

Graph: Data (Volume in MM lbs vs Time)

Develop best cost supply plans for forecast and contingency scenarios

Identify bottlenecks that may cause stockouts or increase supplier overtime

Capacity

Supplier: All, Product Group: All

Chart: Data (% Utilization vs Time)

Business: Review Current Projection | **Modify My Plan** | Review My Plan | Publish My Plan

Scenario Name	EY 2013			EY 2014			Last Updated On	Data Update Frequency	Created On	Created By
	Volume (MM lbs)	Cost (MM \$)	Unit Cost (\$/lbs)	Volume (MM lbs)	Cost (MM \$)	Unit Cost (\$/lbs)				
Current Projection	496.05	640.09	1.3012	519.12	684.33	1.3177	03-Jan-13	Auto	03-Jan-13	Admin
Company Plan	498.05	646.41	1.2979	519.12	684.33	1.3177	03-Jan-13	Auto	03-Jan-13	Admin
My Plan	573.68	769.81	1.3419	519.12	684.33	1.3177	03-Jan-13	Auto	03-Jan-13	Admin
Optimized Sourcing WITH restraints & Commodity Hedge	573.68	743.88	1.2967	519.12	684.33	1.3177	03-Aug-13	Auto	03-Aug-13	Paul Purchase
Optimizer Sourcing - HD restraints	573.68	754.75	1.3156	519.12	684.33	1.3177	03-Aug-13	Auto	03-Aug-13	Paul Purchase
Optimizer Sourcing WITH restraints	573.68	760.69	1.3260	519.12	684.33	1.3177	03-Aug-13	Auto	03-Aug-13	Paul Purchase
LTO Supply Scenario	573.68	769.81	1.3419	519.12	684.33	1.3177	03-Aug-13	Auto	03-Aug-13	Paul Purchase

Manage base and promotional supply with a single shared forecast

Update plan to assure supply without excessive overtime or expedite costs

Enable World-Class Supply Chain Excellence

Leading restaurant chains rely on our supply planning and margin management solutions to reduce risk, boost profits and build market share. Designed by food people, for food people, SCA Planner™ provides a collaborative, integrated approach that gets procurement, supply chain, finance, risk management, marketing, menu management and others all on the same page.

Our SOC 2 audited cloud offering and certified integration with leading enterprise solutions speed implementations while lowering costs. To learn more visit us at www.scatech.com

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