



Sourcing Optimization

Reduce Costs with Predictive, Real-time Analysis

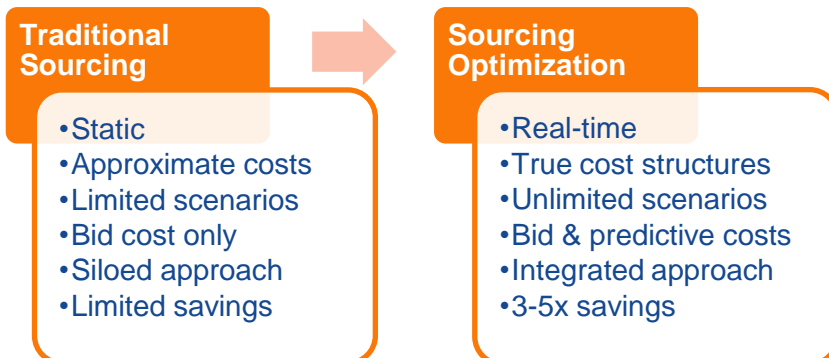
Protecting food and paper margins in today’s volatile market requires more sophisticated analysis beyond current capabilities. With our Sourcing Optimization solution, restaurant chains can continuously optimize farm to fork costs using real-time scenarios with more accurate data and multiple supplier cost structures.

A More Sophisticated Approach

Based on years of food industry experience, SCA’s Sourcing Optimization solution helps procurement and sourcing managers achieve 3-5X more cost savings compared to existing methods.

Our Sourcing Optimization surpasses traditional approaches so you can:

- Understand true supplier cost drivers, based on contract structures including FOB, cost plus and open book pricing
- Use predictive “should costs” to evaluate multiple scenarios for changing volume and product mix as well as contingencies
- See how total COGS changes with mix and volume
- Update sourcing scenarios in real-time with new cost, volume and capacity information



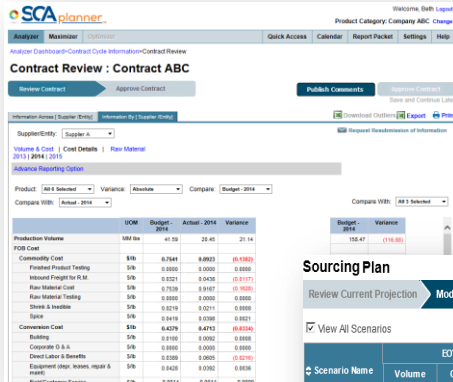
Benefits include:

- Reduce COGS
- Assured supply at lowest total cost
- Quicker decision making
- Capacity and contingency planning
- Best in class costs
- Faster response time
- Predictive “should cost” increases negotiating leverage

Sourcing Optimization Faster Results. Bigger Savings.



Quick service, fast casual and other food service providers benefit from predictive, real-time analysis using true cost drivers and optimization algorithms.



Understand true cost drivers, consistent with contract structures

Evaluate scenarios with “should costs” looking out 2-3 years for varying volumes and mix

Sourcing Plan

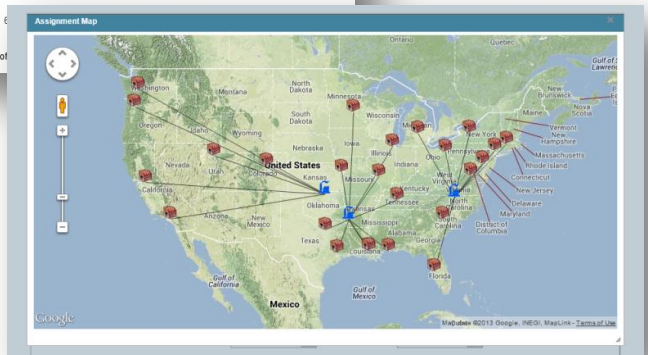
Review Current Projection → **Modify My Plan** → Review My Plan → Publish My Plan

View All Scenarios

Scenario Name	EOY 2014			EOY 2015			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	498.05	648.09	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	789.81	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
Optimized Sourcing - NO restraints	573.68	754.75	1.3156	519.12						

Review sourcing alternatives for LTOs, seasonality, and supply constraints

Continuously optimize sourcing costs while assuring supply



Enable World-Class Supply Chain Excellence

Leading restaurant chains rely on our supply planning and margin management solutions to increase visibility, reduce risk and manage volatility. Designed by food people, for food people, SCA Planner™ provide a collaborative, integrated approach that gets procurement, supply chain, finance, risk management, marketing 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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