



Supply Planning & Margin Analytics

Boost Profits and Build Market Share

It's our mission to help restaurant chains overcome supply chain and sourcing challenges while improving margins. Based on years of food industry experience, we have developed patented approaches that boost the bottom line by bridging departmental silos with comprehensive end-to-end analysis of these processes.

Sourcing Optimization: You can reduce Cost of Good Sold (COGS) using real-time scenarios with more accurate data and true supplier cost structures, ultimately increasing negotiating leverage and assuring supply at the lowest total cost.

COGS Forecasting: With our real-time COGS forecast, restaurant chains analyze more dynamic scenarios, with more accurate commodity and inventory data, and immediately see the impact on cost of goods and margins. This more reliable approach improves franchisee and investor reporting and provides proactive food and paper cost visibility.

Sales & Operations Planning (S&OP): Restaurant chains can use SCA's margin-driven approach to meet demand while optimizing the trade-offs between inventory, overtime and obsolescence costs. You benefit from better fill rates and reduced COGS while improving collaboration.

LTO Planning & Execution: Restaurants can better manage the uncertain demand associated with LTOs and new menu items with real-time visibility to menu forecasts, sales, supplier and DC inventory, and COGS. Better promotion timing results in higher fill rates and lower obsolescence, helping restaurant chains improve profits.

Risk Management: Balance commodities risk and opportunity by understanding market basket risk in real-time. With early warning signals of changing demand, and visibility of cost mitigation opportunities, chains can improve coverage and risk analysis.

Supplier Performance Management: Move beyond current capabilities to integrated, real-time tracking of supplier performance, automatically identifying exceptions by benchmarking suppliers. Results include reduced food and paper costs and quicker response time.

Benefits include:

- *Lower cost of goods 3-5% on an annual basis*
- *Improved store revenues*
- *Quicker decisions and response to market changes*
- *Increased COGS forecast accuracy*
- *Increased productivity*
- *Faster response time*

Sourcing & Supply Chain Decisions Integrated from Farm to Fork



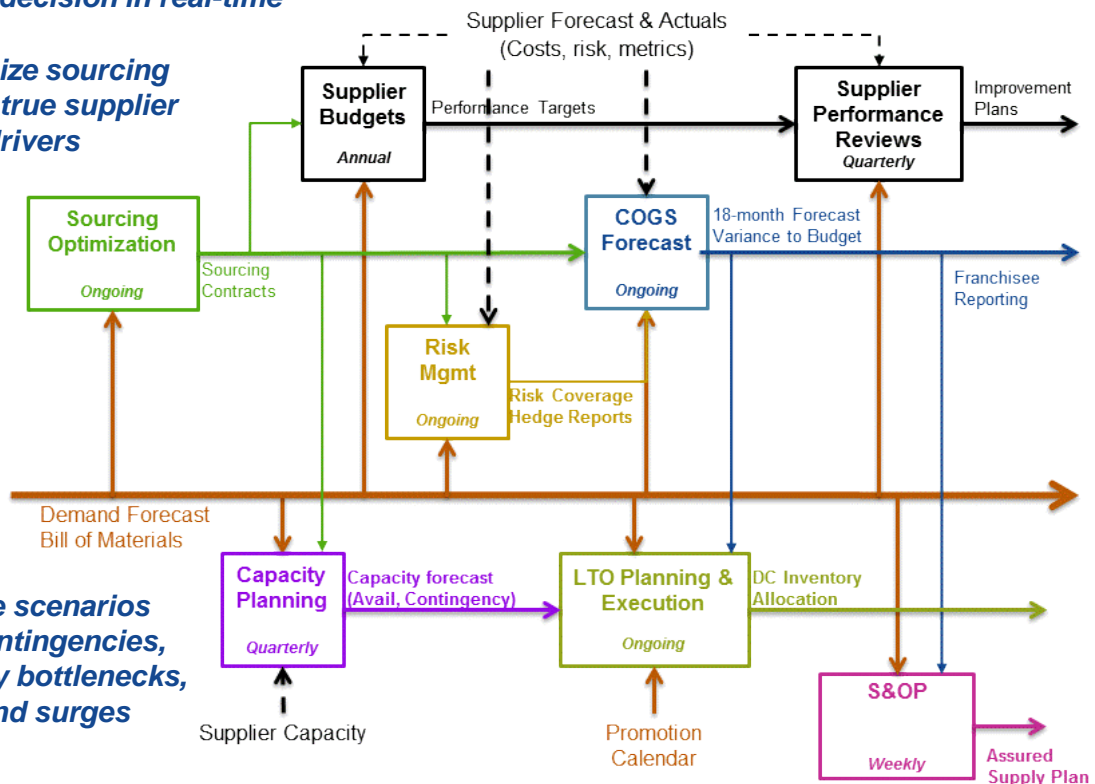
Unlike outdated approaches, SCA solutions break down silos and integrate business processes across supply chain, procurement, finance, risk management, marketing, menu management and other departments.

See store food & paper cost impact of every decision in real-time

Optimize sourcing using true supplier cost drivers

Create scenarios for contingencies, supply bottlenecks, demand surges

Understand supplier capacity for base business and LTOs



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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