

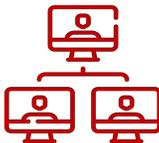


Birlasoft IBPSPRINT – Rapid Implementation Services for Supply Chain Optimization post COVID-19

Certain Outcomes in Uncertain Times



40-60%
Reduction in
Implementation Time

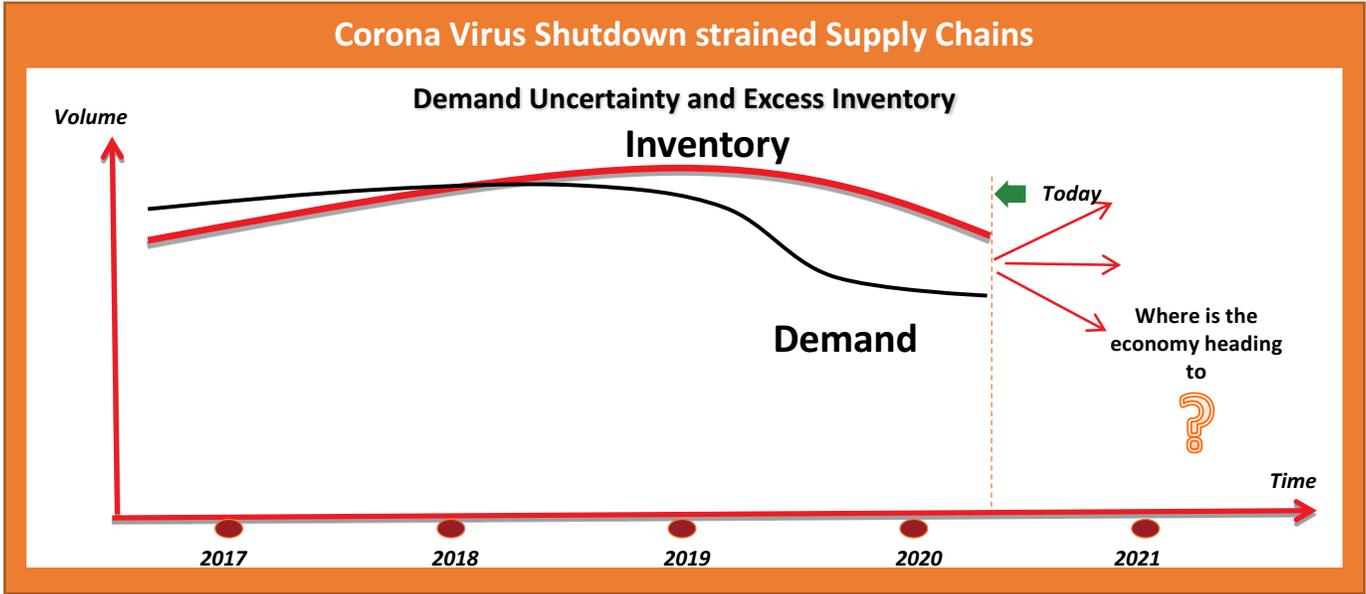


100%
Remote
Delivery Model



50%
Reduction in
Project Costs

The Business Reality and Supply Chain Imperative



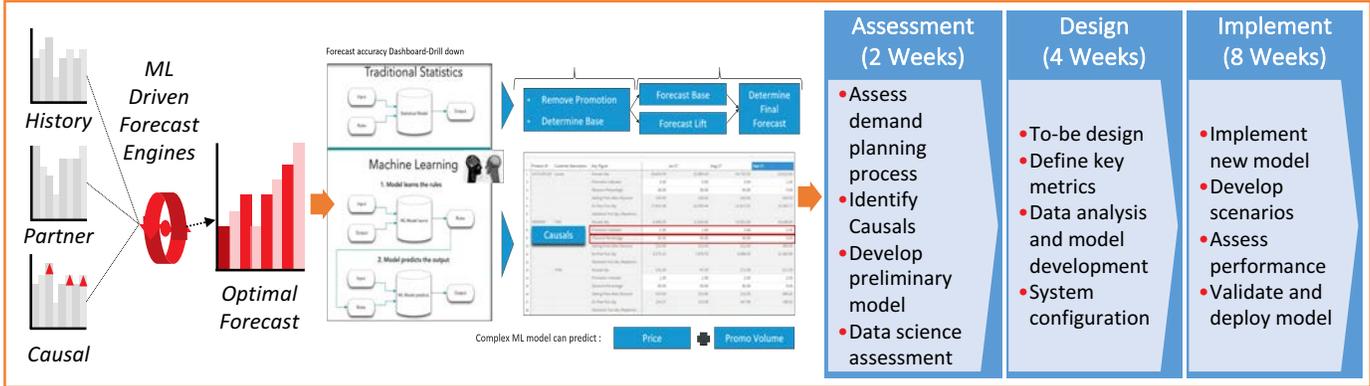
- Organizations are experiencing high demand volatility and longer recovery times
- Some industry segments are doing extremely well (300% increase in demand) and in others demand is down drastically
- Immediate need to re-optimize supply chains to new operating levels
 - ✓ Re-plan demand and inventory
 - ✓ Model uncertainties (supply and demand), macro economic and external factors
 - ✓ Reduce cost
 - ✓ Reduce working capital
 - ✓ Automate and enable touchless if possible

We looked at a range of solutions and screened them based on fastest deployment, largest ROI

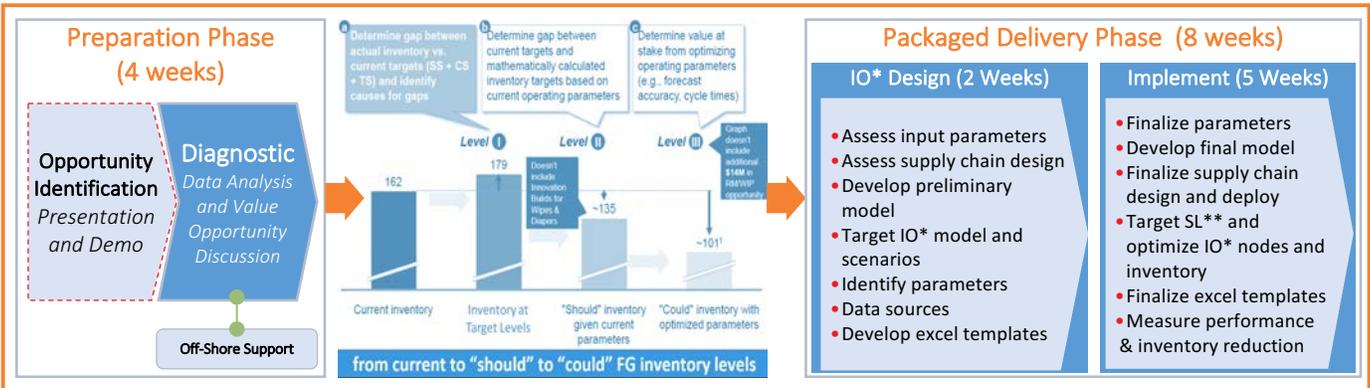
Solution & Main Focus	Inventory	Mfg. Cost	Logistics	SG&A	ROI Size	ROI Speed	Complexity	Technology	Solution Fit
Forecasting with Machine Learning					Large	<1 Yr	Low	IBP Demand	
Inventory Re-balancing and SC Performance Analytics engine					Large	<1 Yr	Low	IBP IO*	
					Large	<1 Yr	Low	SAC**	

* IO-Inventory Optimization SAC**-SAP Analytics Cloud

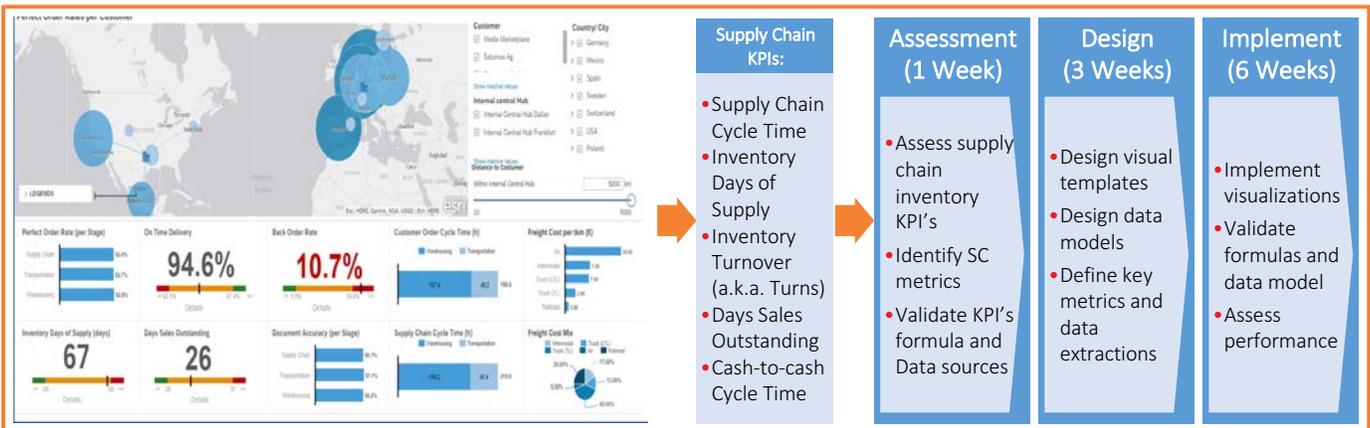
Forecasting with Machine Learning



Inventory Re-balancing & SC Performance Analytics Engine



* IO-Inventory Optimization SL**-Service levels



Pre-Defined Solutions for IBPSPRINT

IBPSPRINT MODULES

Forecasting with Machine Learning

Budget: Fixed Price \$300k/14+2 weeks
Scope: Operational in 3 months
Approach: Best Practice SAP® Methodology leveraging Birlasoft's Unique Tools and Accelerators

- Implementation of one Machine learning(ML) model (@SKU-DC-Week level) for volume prediction with up to 12 factors like weather, promotions and stay-at-home etc.
- Data analysis and data science support for project
- Best fit model comparison and forecast error analysis for current model vs the ML results
- Interactive ML capability with ability to adjust model outputs.
- Model fine tuning/re learning during the implementation and 2 weeks of hyper care period.
- Excel or Flat file interfaces for external data.
- Automation possible with public data
- 3 delivered excel Template for forecast analysis- Daily/weekly
- Forecast accuracy(MAPE) comparison and 5 delivered metrics.
- 2 scenarios delivered templates for best and worst case scenarios

Inventory Re-balancing And Supply Chain Performance Analytics Engine

Budget: Fixed Price \$250k/12+2 Weeks
Scope: Operational in 3 Months
Approach: Best Practice SAP® Methodology leveraging Birlasoft's Unique Tools and Accelerators

- Implementation of Inventory Optimization - Finished goods only for critical supply chain nodes
- Data analysis, Target service level analysis, WC analysis.
- Excel or Flat file interfaces for inventory data.
- Automation possible with some ERP data
- 3 delivered excel Template for Inventory weekly analysis.2 scenarios delivered with templates for Best and worst
- Inventory optimization input factors include Vendor Lead Time, Forecast accuracy, Volatility PBR(period between replenishment) etc.
- Key Supply chain KPI's up to 6 to measure inventory performance
- 3-4 Sources of data, Standard ECC,APO and IBP sources. External sources of data included but data transformations limited to specific KPI's
- Multi-functional und multi-dimensional visualization of KPIs; ability to drill down to the local level for each KPI's

Benefits

20x Return on Investment
5-8% Order Fulfillment rate and Margin improvements
5-8% Forecast accuracy improvements at lowest level

15-25% Reduction in inventory levels without negative impact on service levels
3-8% Working capital improvements*

Supply Chain Optimization at Various Manufacturing Firms

Implementation of SAP IBP and optimized sales and operations planning processes at one of the largest multinational pizza chain in the world to enable better decision making, increase velocity of operations, and achieve the agility to consistently deliver to the customers in post COVID-19 world.



Birlasoft's IBP Differentiators



Global Deployment Capabilities

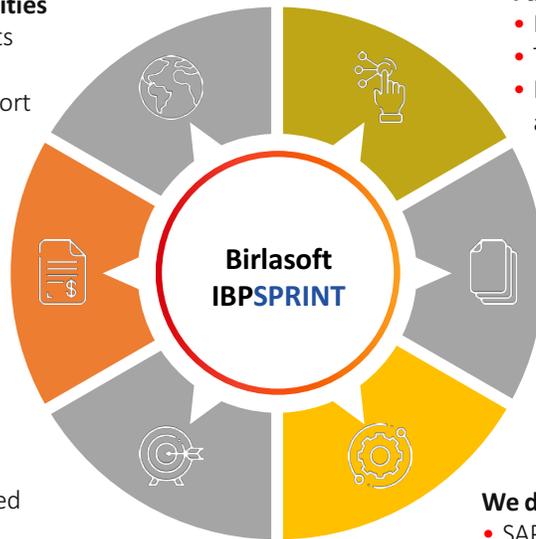
- Multi-country deployments
- Local country resources
- Award Winning AMS Support

Strong Value Prop

- Cost effective onshore/offshore model
- 16 years of SAP relationship
- Innovation, IP and offshore COE
- Dedicated Marketing team

Our Sweetspots

- Machine Learning Automated Forecasting and Planning
- Process Consulting
- End-to-End IBP Implementation
- Touchless Planning



Full complement of IBP skills

- Digital Transformation
- TECHNICAL: Onshore/offshore developers
- INTEGRATION: SAP ECC, S/4 and 3rd party and other ERP's and legacy

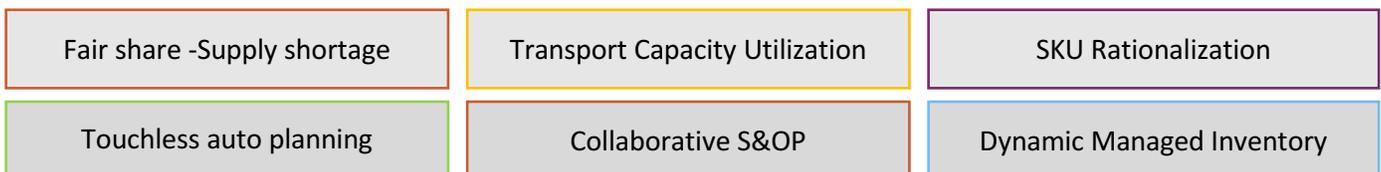
We implement the full IBP solutions

- IBP for Demand
- Sales and Operations Planning (S&OP)
- Inventory Optimization
- Control Tower
- Response and Supply

We do the Plumbing

- SAP Cloud Platform Integration
- Legacy System Integration
- SAP S/4HANA integration knowledge

Birlasoft's other Pre-Packaged Solutions for SAP IBP

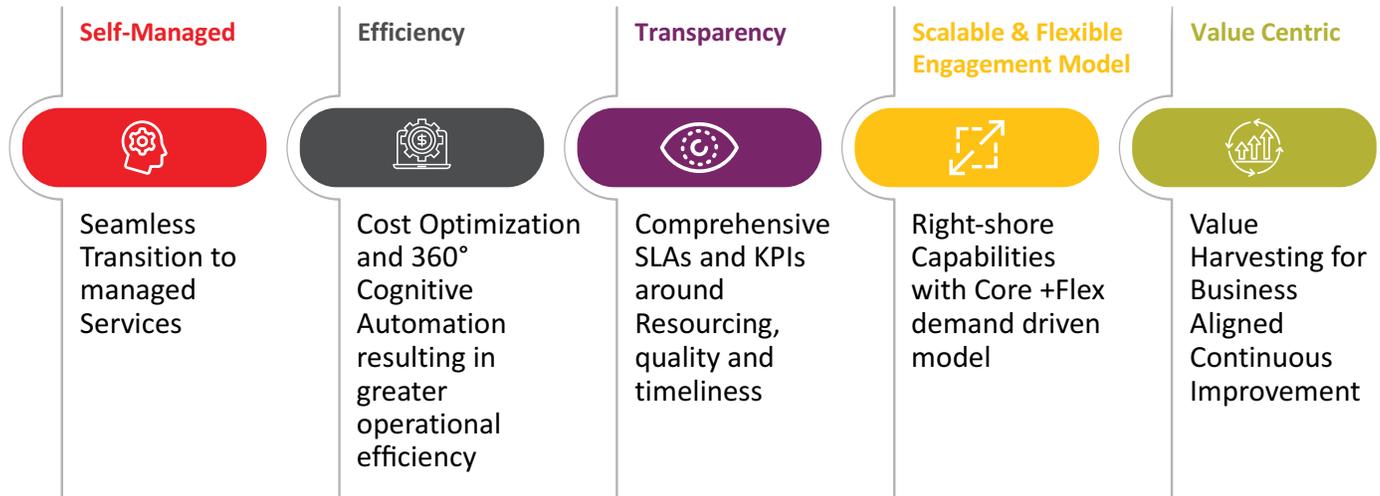


Derive Transformational Value with our SmartAMS for Supply Chain Optimization

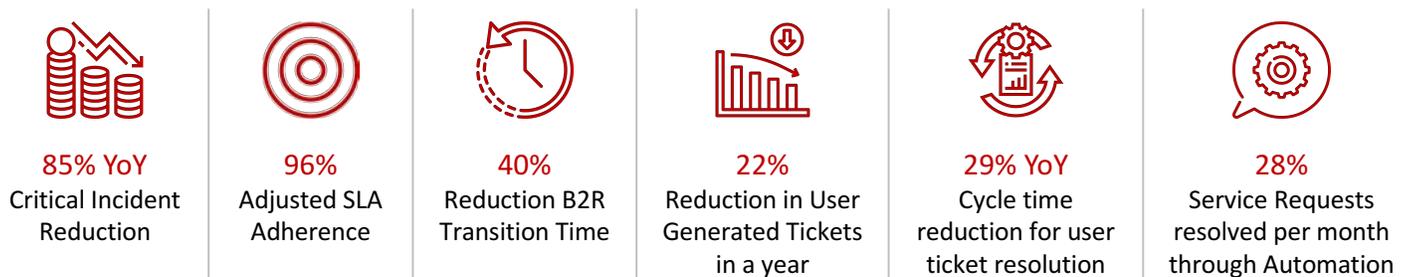
What is Application Managed Services?

Historically, AMS vendors have come into play to help organizations reduce the cost of maintaining the solutions, increase the operational efficiency, and free up organizational resources to focus on strategic initiatives, historically called “Keeping the lights on” work.

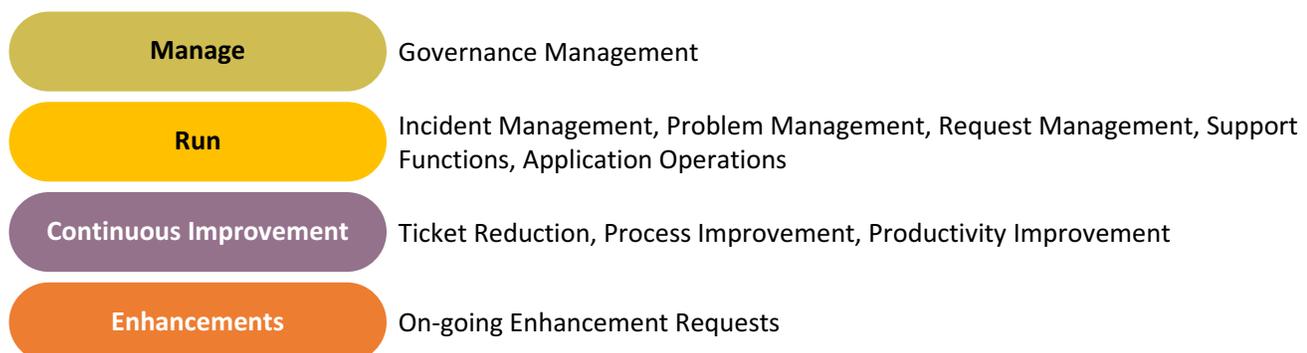
Birlasoft’s SmartAMS Key Features



KPIs From SmartAMS



SmartAMS Services



How to Get Started

Connect with your Birlasoft IBP Expert for a free Pre-Assessment on the project scope or contact:

Muthu Kalyan, Senior Practice Director – Client Solutions, SAP IBP Business, Birlasoft

Muthukumaran.K@birlasoft.com

M: +1-781-366-7900/ +1-815-546-0229

Why Birlasoft?

Birlasoft combines the power of domain, enterprise, and digital technologies to reimagine business processes for customers and their ecosystems.

10,000+ Employees
Globally



Development Centers – India (4)
USA (1 | Operations Centers –
Brazil and UK



5 Continents | 14 offices
| 27 countries



2000+ Consultants
World-Wide



True Digital
Expertise



Industry and Analyst
Recognized



Forming a leading \$500M publicly listed Enterprise Digital and IT Services company
Part of the 158 Year CK Birla Group | \$2B Conglomerate



RESOURCES

sap@birlasoft.com | birlasoft.com | US +1 888 985 0301

Enterprise to the Power of Digital TM

Birlasoft combines the power of domain, enterprise and digital technologies to reimagine business processes for customers and their ecosystem. Its consultative and design thinking approach makes societies more productive by helping customers run businesses. As part of the multibillion-dollar diversified The CK Birla Group, Birlasoft with its 10,000 engineers, is committed to continuing our 158-year heritage of building sustainable communities.