

digitalsoft

Connect & empower your business  
with Digitalsoft's Integrated Business  
Planning and Smart Factory.

Your partner of choice in achieving GARTNER's Stage 5 Digital Planning  
Maturity Level

# Breakthrough Performance at your fingertips

The era of the 'internet of information' is behind us. Welcome to the age of the 'internet of value'. The business landscape changes are profound.

Connecting processes and physical assets is central to the end-to-end connected supply chain. Efficient cloud solutions, big-data, artificial intelligence, machine learning and intelligent sensors are all here now. What shall you do about it?.



## Rising complexity

Although this is obvious, companies struggle to evolve their supply chains to adapt to the new 'normal'. High-speed internet will push innovation to the limit. Products life-spans will continue to shorten, the number of demanding consumers will only increase, and competition will come from all angles.

You can imagine that the spotlight falls squarely on designing a balanced and resilient supply chain network. A supply chain network that is global and can deal with extended lead times, SKU complexity and volatility.

## To name a few of the Key challenges

**Cost:** Do more with less, release funds in a mature market, fend off non-traditional competitors.

**Volatile demand:** Large volume of SKUs and international markets increasing difficulty in forecasting demand across multiple supply chains.

**Low visibility:** Digital gaps and having to deal with legacy systems adds to the difficulty of accessing useful data across the supply chain.

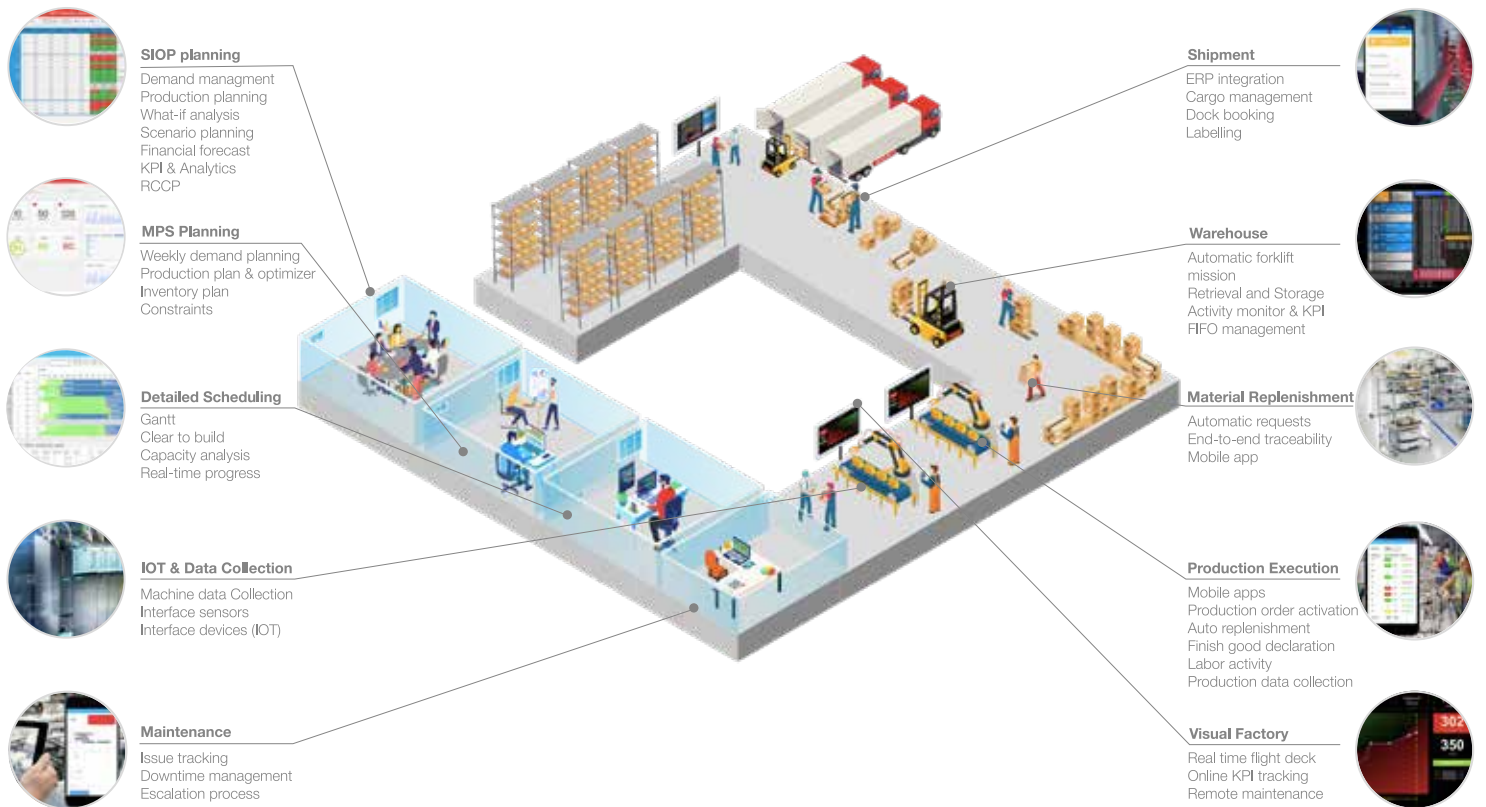
**Operational speed:** Keep ahead of consumer needs trends and product innovation. Continue to differentiate.

**Operational complexity:** Must deal with a large number of variables to support multiple routes to market, product strategies and business models.

# D-ONE Platform for a digital supply chain

In a digital supply chain, data is captured and analyzed in real-time to drive deeper insights and more automated decisions. In a truly leading planning environment like the D-ONE platform, a model of the supply chain is fed with real-time data so that changes can be evaluated and actions implemented quickly.

## Modules and features



## Benefits



**IoT & Cloud-Based Solutions for End-to-End Integration**



**Intelligent Demand Management (incl. Demand Sonar that uses AI and ML)**



**Decentralized Command & Control (connect anytime, anywhere, any device)**



**Real-Time Inventory Management**



**Predictive Analytics**

# Case Study:

## How Intelligent Demand Management and Smart Factory solutions impact businesses

### Client

- Leading European Consumer Products manufacturer and seller.
- Business Type: B2B and B2C.
- Number of Finished Goods SKUs: more than 5'000.
- Number of total SKUs: more than 70'000.

### Challenge

- Client revenue from sales was being impacted by poor service levels and loss of customer confidence.
- Loss in market share as client struggled to keep up with ever increasing consumer demands.
- Poor demand visibility led to disruptions and waste in production; Average MAPE (Mean Absolute Percentage Error) >40%.
- A low shopfloor digital planning and execution maturity level compounded the situation; this was also impacting raw material supply.

### Solution

- Applied AI+ML to the Sales history in order to produce a reliable forward looking Demand profile.
- Machine learning algorithms are capable of analyzing large data sets with speed, thus improving trend recognition and demand forecasting accuracy.
- This approach allowed the company to reduce the average MAPE to <20%.
- Both the B2C & B2B channels' monthly predictions were validated by comparing them with customer orders received.
- With a better demand signal and fully digital manufacturing execution system installed in the factories, service levels recovered and the company regained its leading position in the market.

## Benefit measured from past implementations

**3% - 5%**

Enabling Manufacturing Plant Productivity YoY increase

**25%**

Customer Service Level improvement

**5% - 10%**

Inventory reduction and yearly financial adjustment by higher accuracy

**15%**

Cycle Time and Downtime reduction

**10%**

OTTR & Production Reliability improvement

**5% - 10%**

OEE – Overall Equipment Efficiency improvement

**5% - 10%**

Indirect Cost and Time reduction

**5%**

Enabling sales increase thru up sell and cross sell (with higher margin >50%)

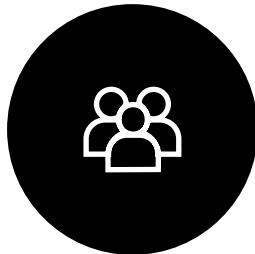
# At Digitalsoft we focus on Business Process & Digital transformation

The right data at the right time to the right device, so that the right people or machines can make the right decisions with automated processes and analytics insight.



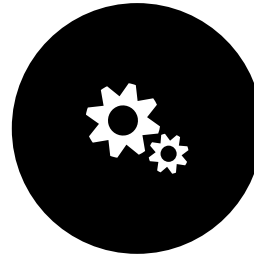
## Things

Connecting all physical devices and objects for data collection.



## People

Connecting people in more relevant and valuable ways.



## Processes

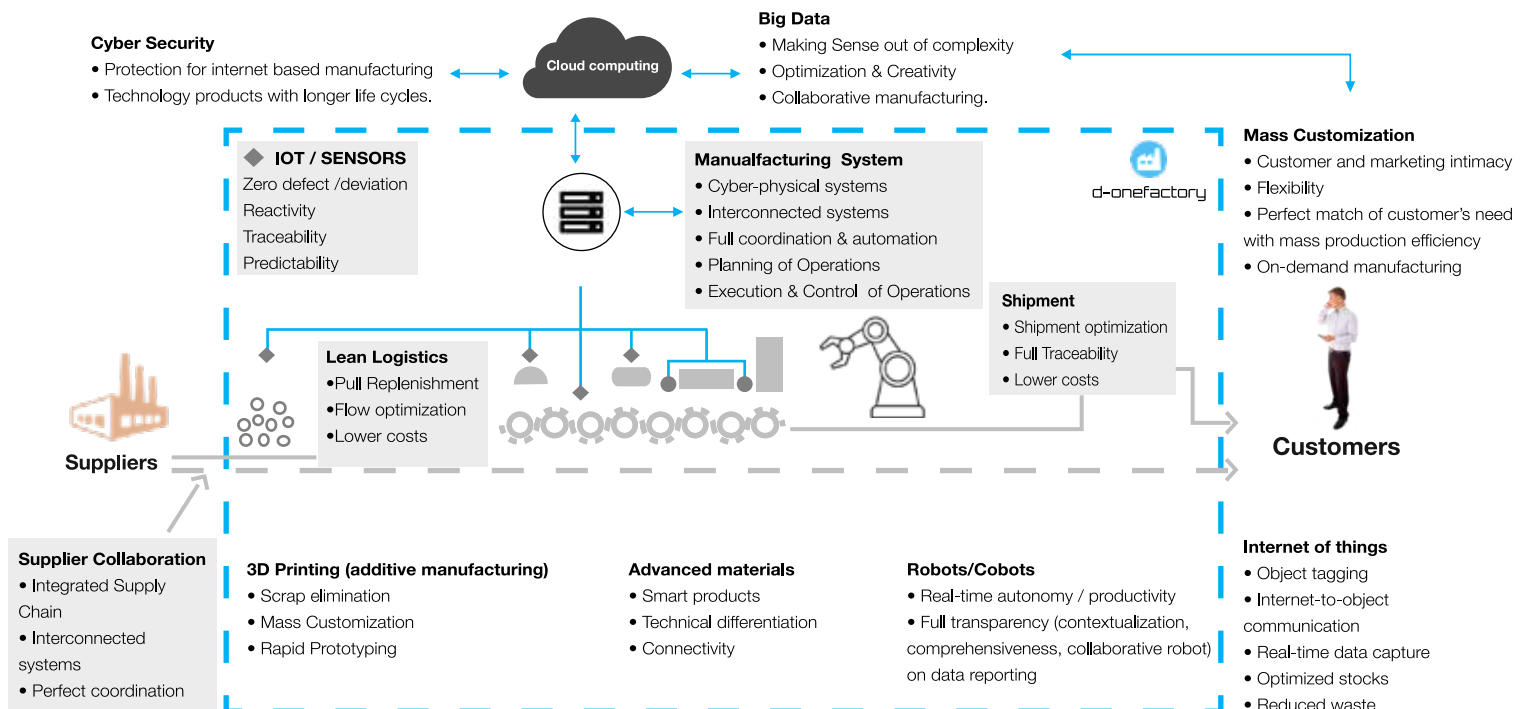
Delivering the right information to the right person at the right time.



## Data

Leveraging data into more useful information for decision making.

## The 'Heart' of our future digital supply chain architecture



# Why Digitalsoft?

A digital supply chain relies on a 'smart network' that combines **Digitized Planning** with **Smart Factories**

## Our results



**3% - 5%**

Manufacturing Plant  
Productivity YoY  
increase



**25%**

Customer Service  
Level improvement



**5% - 10%**

Inventory reduction