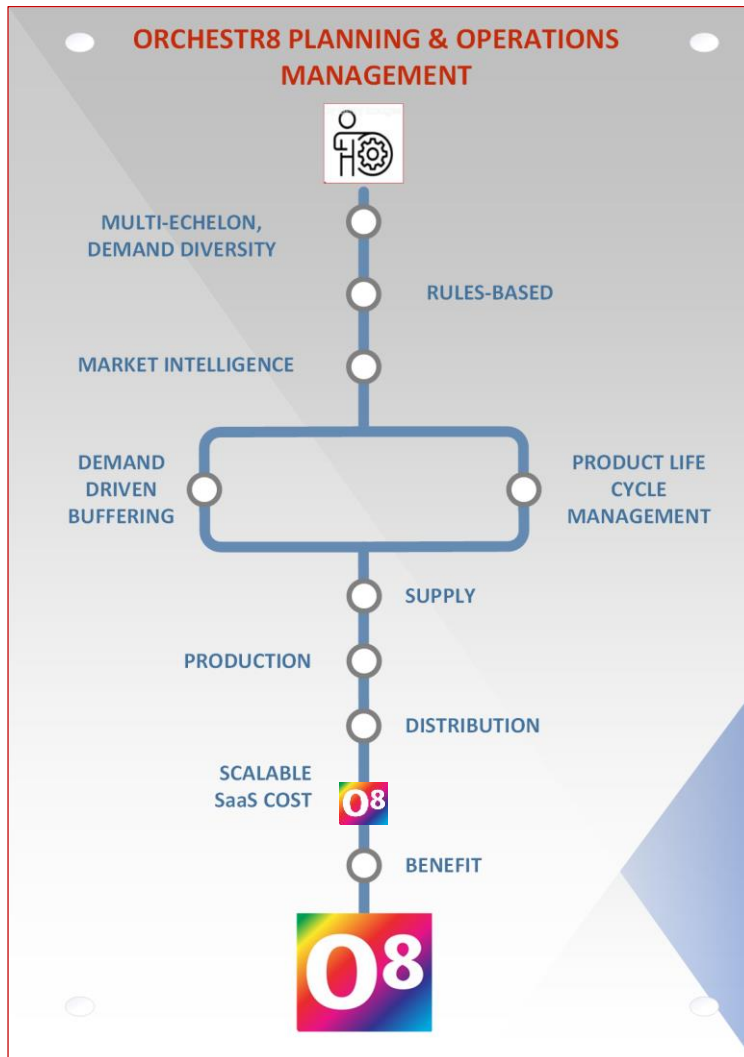


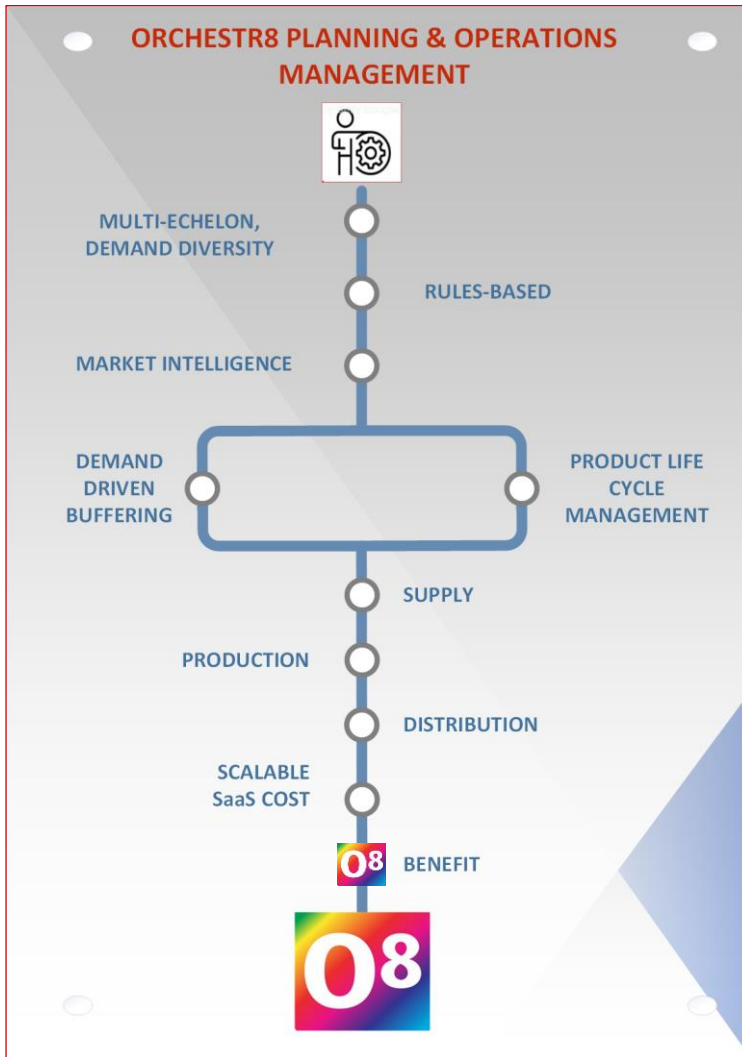
# Orchestr8 Planning & Operations Management



## THE PRODUCT



- ‘Enterprise-level’ – demanding, diverse supply & market demand
- ‘Outside In’ – demand patterns determine replenishment rules
- Forecast – Planners shift focus to market intelligence re: variation
- 20 years of Demand Driven ...
- Plus product intro and exit in PLC
- Full system orientation around Demand Driven flow in
- Supply, Production Replenishment, Distribution
- SaaS volume scalable fees



- Proven Benefits at clients



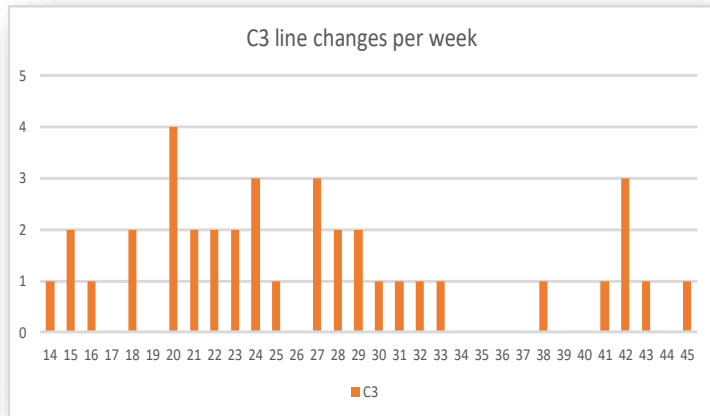


## SUCCESS METRICS

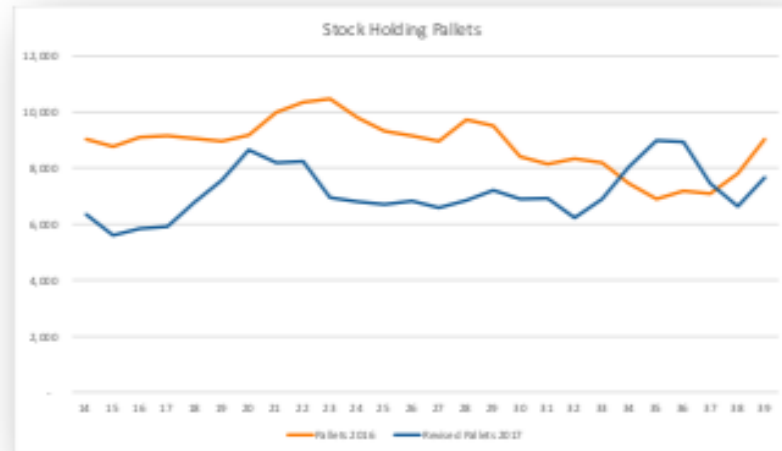
# Benefit | Major soft drinks manufacturing



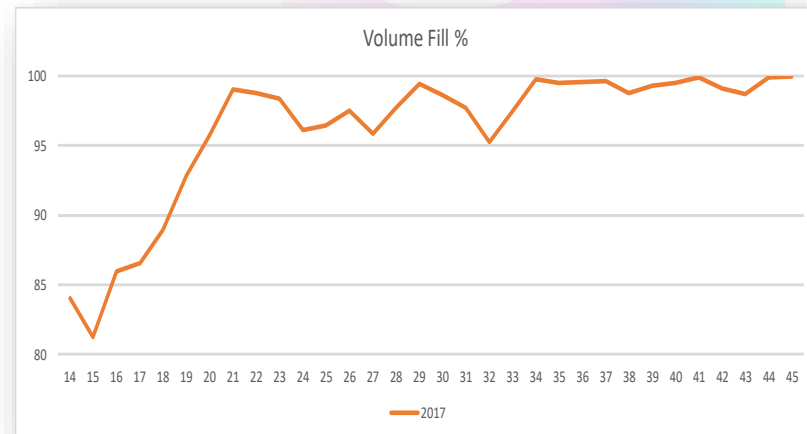
## Production stability



## Inventory reduction



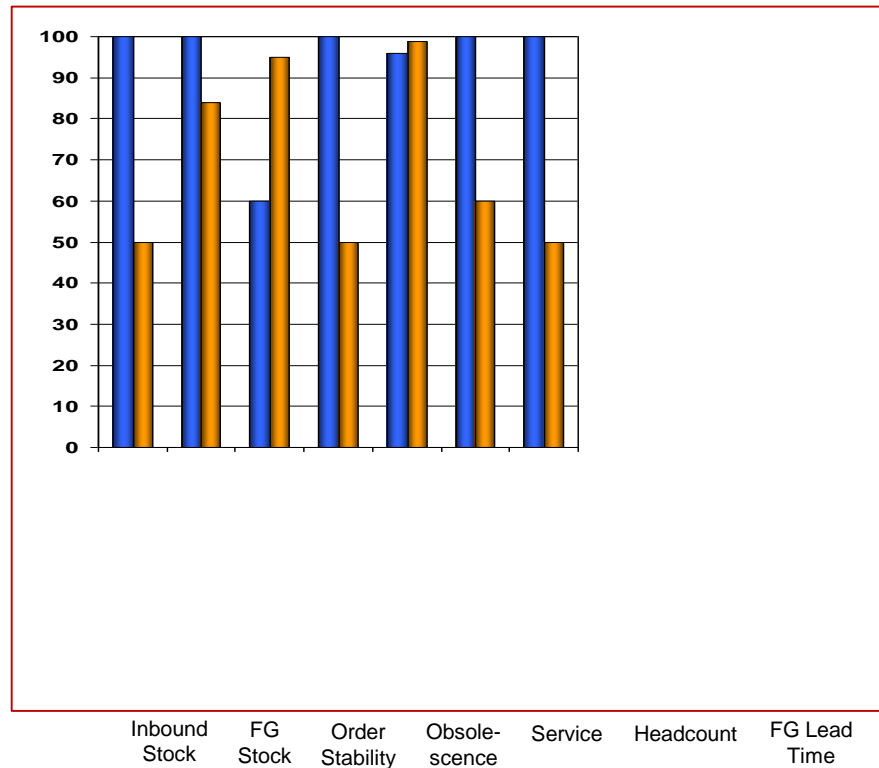
## Service level > 99%



# Benefit | Europe's Largest Personal Care Factory



**Fareva**



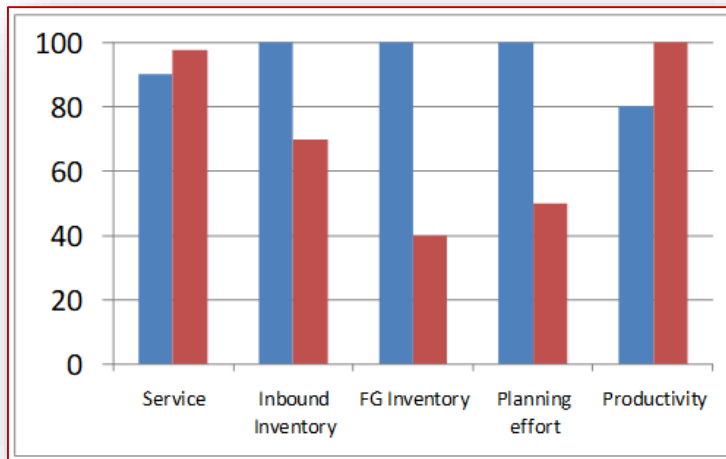
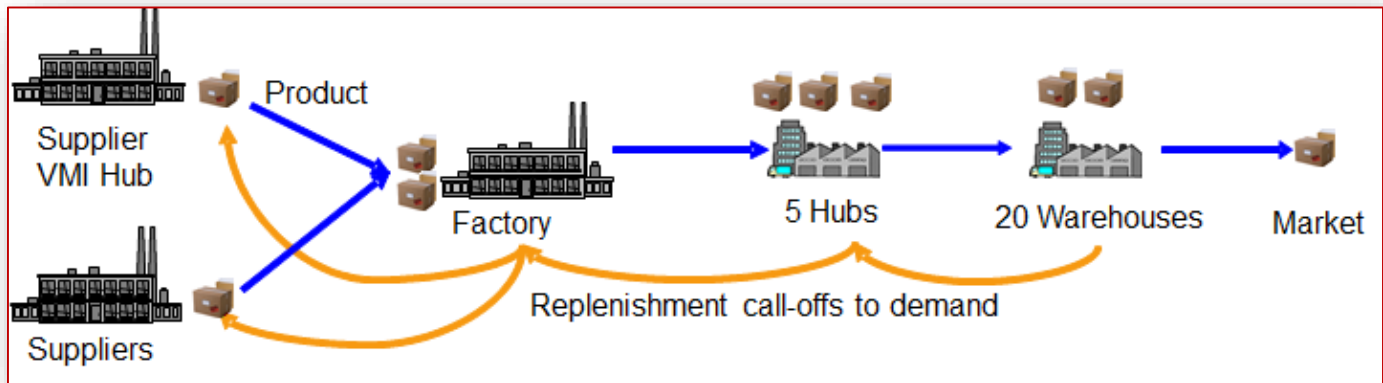
Before With O8

- Inbound
  - Doubled inventory turns
  - Improved schedule stability from 60% to 95%
- In-house Bottle Blowing
  - Reduced lead time from 6 weeks to 1 week
  - 33% stock reduction
- Finished Goods
  - 30% reduction in stock in 6 months

# Benefit | Gaining control



**3M**



***‘Working with O8 has put us  
back in control  
of the supply chain’***

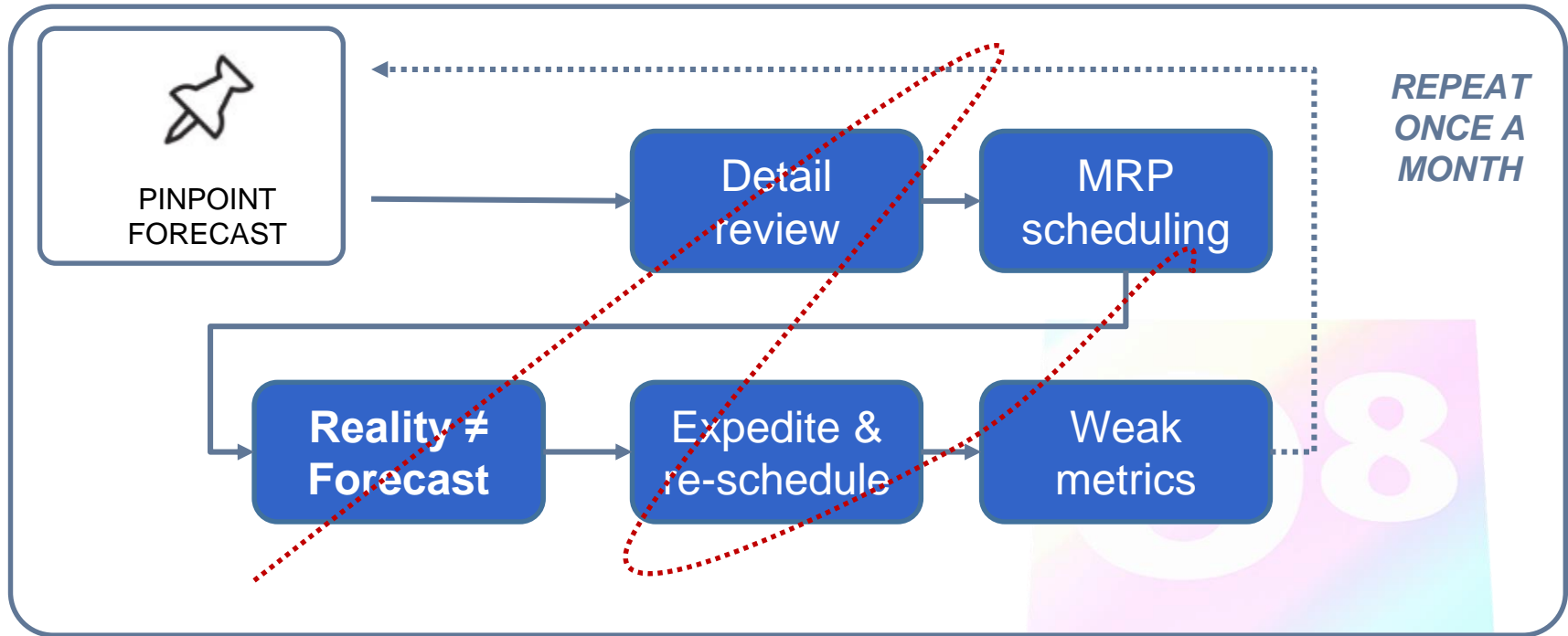
3M Supply Chain Manager, OH & ES, Europe





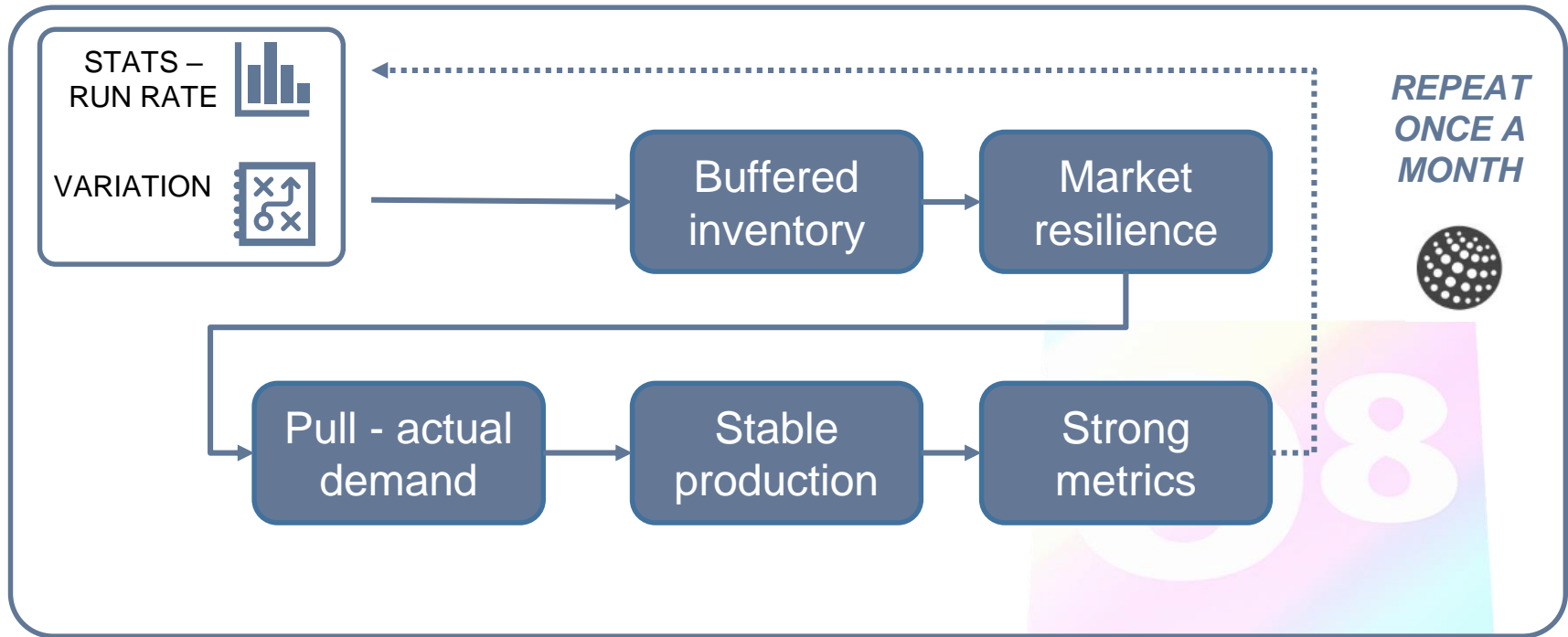
## DIFFERENT THINKING

# MRP | built in failure



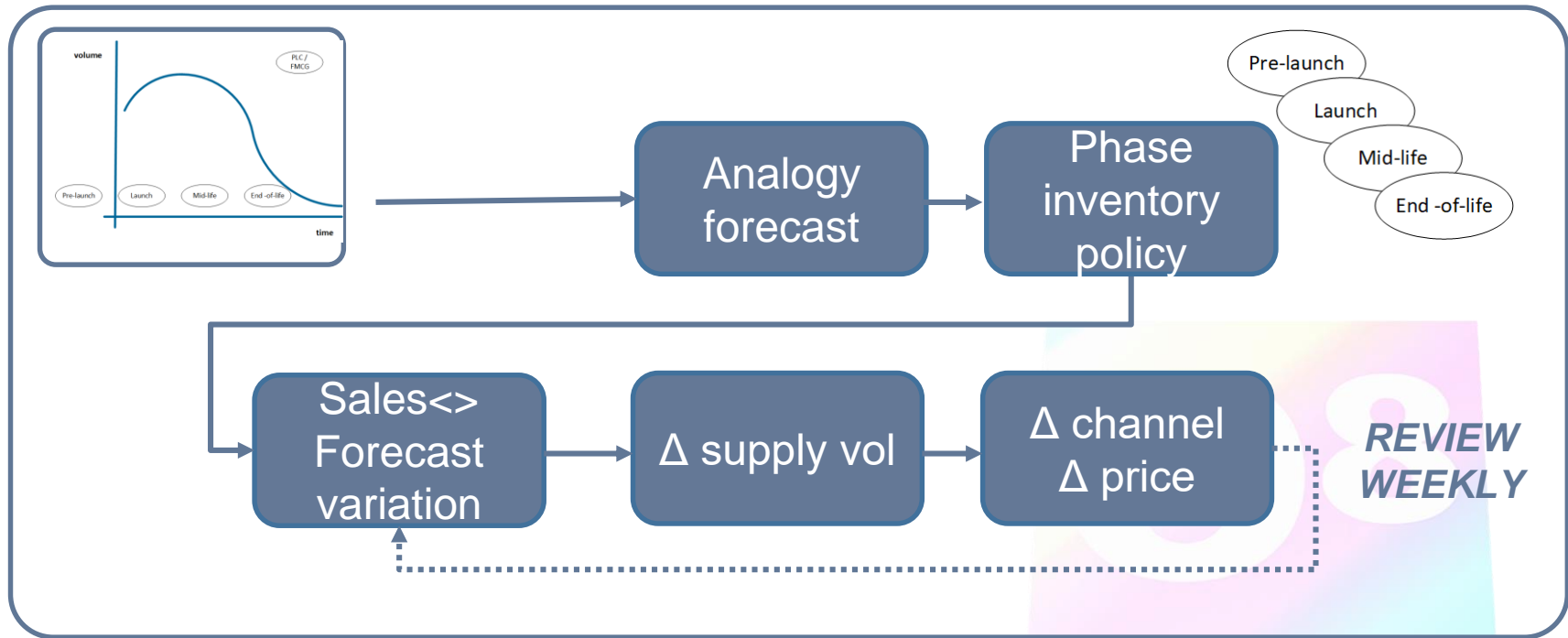
- MRP is systemically flawed
- Bullwhip effect is built in
- **Poor metrics are a certain outcome**

# O8 | Outside In driven [Long run]



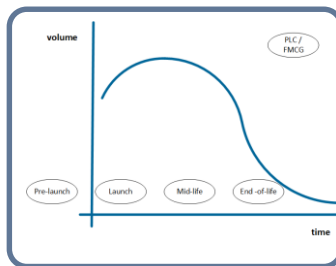
- Flow-based
- Bullwhip eliminated
- **High performance metrics are the outcome**

# O8 | Outside In driven [Period Run]



- Push to forecast
- Inventory policy by phase
- **Manage supply and sales to zero through product life cycle**

# Rules-based | Demand Profiles drive the system

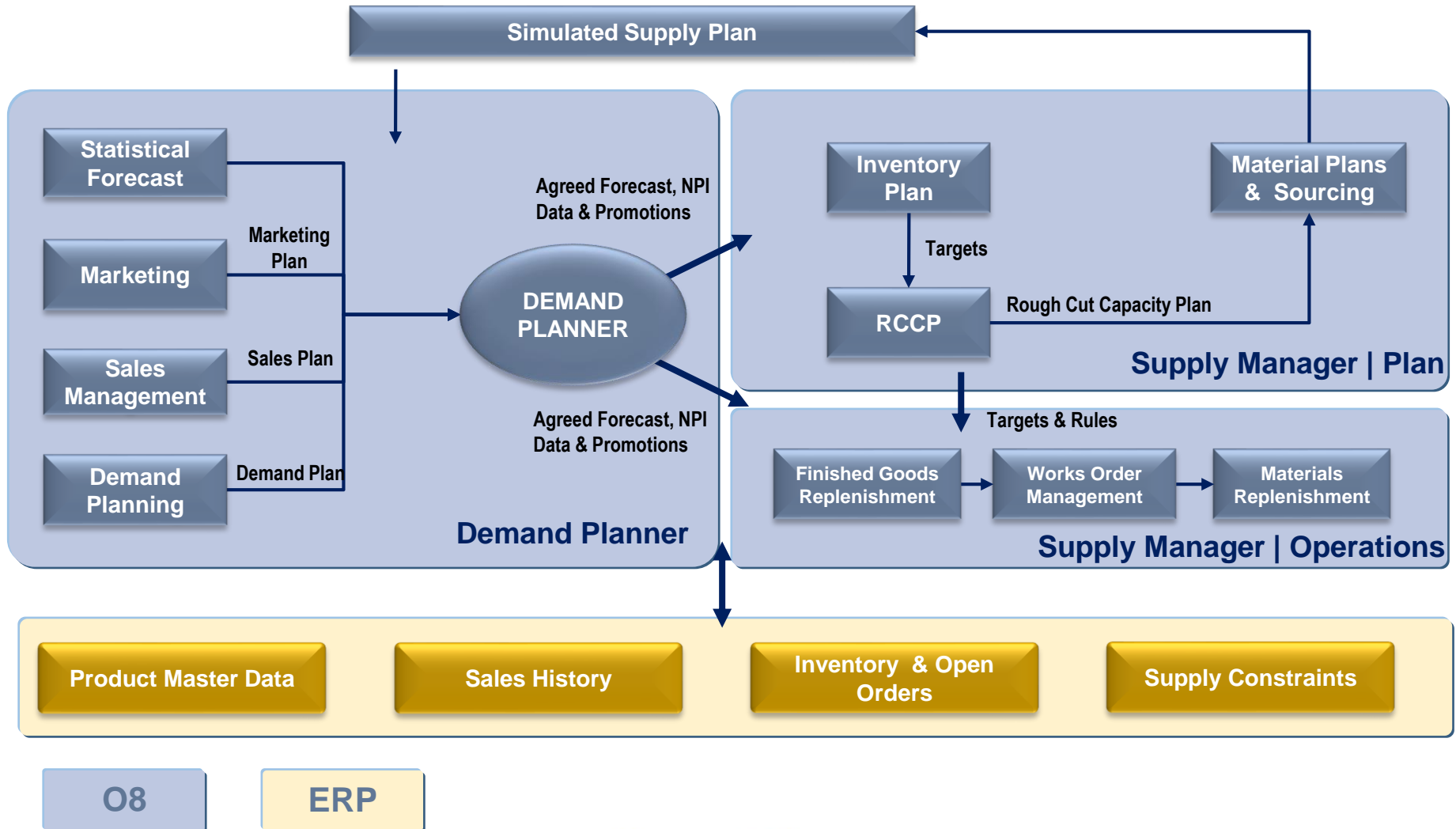


- Process | Segment planning in line with SKU demand profile
- O8 | Seven inventory replenishment policies
- Process | Monthly 'conditioning', update to market intelligence



## THE SOFTWARE

# Comprehensive Planning & Operations Management toolkit



# Planner role | system monitor & authoriser



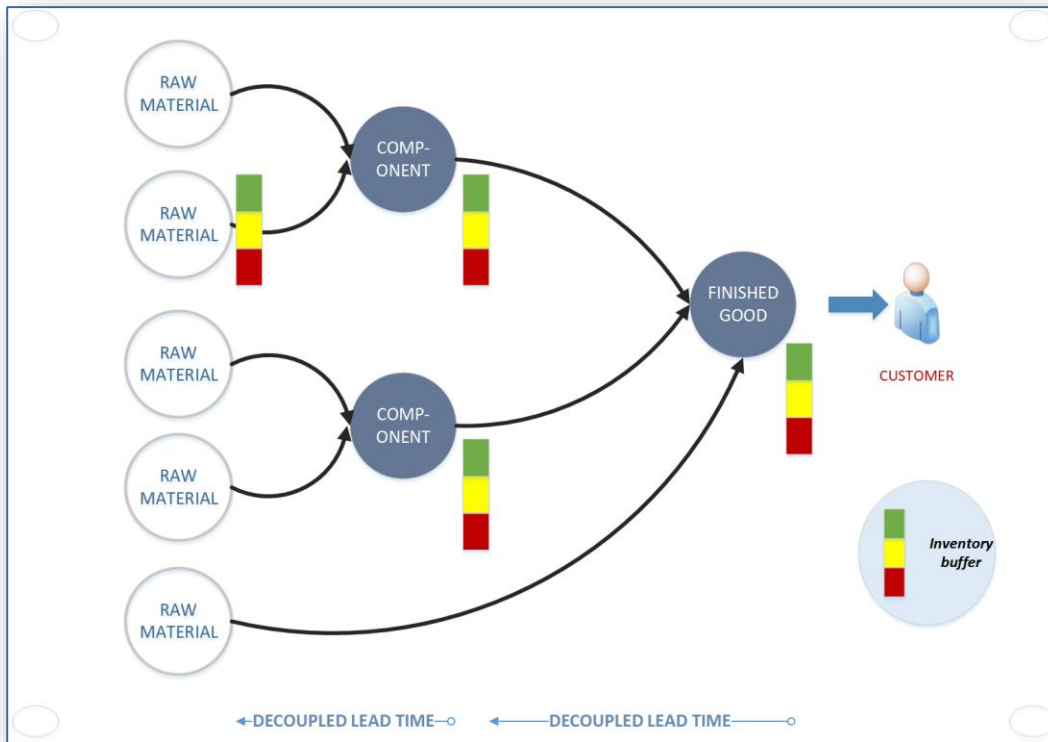
Tasks		Mon	Tues	Wed	Thur	Fri	Comments
Daily Alerts:-	Planning Board						Check for notifications of new Shop Orders requiring exporting, and Stock transfer orders
	Stock Status						Check stock status for shortages
	Live Shop Orders						Check stock status for shortages and works orders needing expedited
	Part Plan						For specific sku will show when the stock is due to go into negative or excess. A replica of the supply and demand screen in ERP.
	Live Purchase Orders						Check stock status for shortages for stock transfers
	DDMRP Alerts						The important part of this is that it will show you your customer orders plus it will advise you of whether you need to recalculate your buffers
	Forward Planning						Week by week stock projection based on each weeks demand, supply and balance of stock
Weekly Planning:-	Planning Board						Check for notifications of new Shop Orders requiring exporting, and Stock transfer orders
	Forward Planning > LT Stock Outs						Based on forecast and current stocks when will you go out of stock within leadtime
	Forward Planning > Weekly S & D						Week by week stock projection based on each weeks demand, supply and balance of stock
	Forward Planning Capacity						Based on that mornings import what the capacity is looking like
	Live Shop Orders						Check stock status for shortages and works orders needing expedited
	Part Plan						For specific sku will show when the stock is due to go into negative or excess. A replica of the supply and demand screen in ERP.
	Planning > Capacity						If as part of your Monday planning amendments have been made throughout the day this will reflect those changes on capacity
Bi-weekly Tasks (or adhoc)	Planning Data > Review Parts						Adhoc as soon as you know of a change Review and update sku's that you want the system to ignore for production/deploy
	Planning > Sku Substitution						Update skus being replaced by new ones once last batch is produced
	Planning > Events						Events where the phasing of the event is critical to have supply available at the right time
	Planning > Phase in & Phase Out						Useful in ### changeovers but if used would probably need to be assessed weekly closer to the switch
	Planning Data > Part Types						Every two weeks approx. the buffers will be rerun To review current replenishment rules Rate Based, Re-order Cycle, etc
	Planning Data > Production Wheel						new sku's to be added to production wheel groups based on
	Planning Data > Customer Information						Change period to the following month before running monthly refresh
	Planning > Monthly Refresh						Refresh will calculate the buffers for the following period
	Planning > Buffers						Review of the buffers now vs. latest calculation for agreement and any changed before saving.
Analysis (Adhoc)	Part Plan						For specific sku will show when the stock is due to go into negative or excess
	Live Customer Orders						Whats the Sales orders in the system and that customers average order quantity
	Planning Data > Routing						Based on Budget planning speed for routing per hour, amend at 0+12, 6+6 or when advise from Supply Planning Manager
	Planning > Demand Trends						Check Rate of Sale
	Analysis > VVA						This provides information to aid in determining the rules of replenishment
	Analysis > ABC Analysis						System Calculates your ABC classification
Machine Management	Planning Data > Machines						This allows you to amend the machine shift calendar
	Node Data > Supplier Shutdown						This allows you to schedule a shutdown for specific days for the supplier ensuring nothing is produced at that time



- Supply, Production Replenishment, Distribution



# Refresher | Demand Driven inventory buffers, to embed market resilience into the Supply Chain



- **Decoupling**
  - Supply chain is broken into sections with inventory buffers
- **Why? Eliminates Instability**
  - Breaks systemic cause of Bullwhip Effect
- **Shorten Replenishment lead-times**
  - Reduces volume in each buffer

# Inventory buffers | System calculation, core to operations



**DMRP Buffer Zones**

Part Number: 3400135 GB39    BF:W:BRIT:SHR:EDT:GB:100ML:A

**Strat Buffer Info**

TOG + Strategic	103103.00
Top of Green (TOG)	103103.00
Strategic Buffer	.00
Yellow Zone	46236.00
Red Zone	46867.00
NSD	.75
Standard Deviation	19527.92
Average Daily Usage	963.25
Rule	ROC
Rule Name	ROC Rule
Comments	ROC Part - Batching Rules A
Order Multiple Qty	10000.00
Leadtime Used	48
Forecast Type	Imported Forecast
Leadtime Offset	6

**Rule Information**

Order Early	<input type="checkbox"/>
Minimum Number of Kanbans	
Default Number of Kanbans	7
ServiceLevel	99.00 (2.40)
Volume Point	.00
NSD Point	22.00
Value Point	
Value Usage Point	
Calloff Leadtime	
Delivery Frequency	1
Apply Batch Rules	<input checked="" type="checkbox"/>
LT Inventory Only	<input type="checkbox"/>
100% Service	<input type="checkbox"/>

**Part Type Information**

Delivery Days: M ☒ T ☐ W ☐ T ☐ F ☐ S ☐ S ☐

**Buffer Zones**

Green Zone	10000
Yellow Zone	46236
Red Zone	46867
Strategic Buffer	

- Yellow zone (volume) is the average consumption in the lead time
- Red zone is expected to be used, not dead inventory – it reflects the service level
- Green is the re-order volume – used to define the quantity ordered / produced

# Rules-based | Part Type Code



**Orchestr8** Selectors

Lean Supply Chain Solutions **O8 is Running Normally**

**PTC Configuration**

Add New Configuration

Priority	Name	Query	PTC Value
1	FG Stocked	WHERE ([Raw001 Part Master].[Part Number] IN	'F'+G'+S'
2	FG Non Stocked	WHERE ([Raw001 Part Master].[Part Number] IN	'M'+T'+O'
3	Demo Packaging	WHERE ([Raw001 Part Master].[Part Number] IN	'S'+O'+L'
4	Long Leadtime	WHERE ([Raw001 Part Master].[Part Number] IN	'L'+L'+R'
5	P and G Non Stocked	WHERE ([Raw001 Part Master].[Part Number] IN	'M'+T'+O'
6	RAW Materials		
7	Packaging		
8	Fragrances		

- 'Outside In' – demand patterns determine replenishment rules

- SKU replenishment rules are assigned to sku groups, based on client coding
- Managed 'en bloc'

**Orchestr8** Selectors

Lean Supply Chain Solutions **O8 is Running Normally**

**Part Type Info**

Update Add New Delete Report

Customer Code: O8DEMO Orchestr8 Demo

Supplier Code: D1 TOOLING D1 TOOLING

Part Type Code: PKG

Part Type Description: PKG

**Rule Information**

Rule 1: ROP ROP Rule

Rule 2: None None

Rule 3: None None

MTO Allowed: ☒ Use Dimensioning: ☐

**Filter Information**

Demand Spike Filter: 0 % Above the Mean Forced NSD Min Value: 0.1 History Offset: 0 Weeks

Service Level Filter: 0 % Service Level Forced NSD Max Value: 0.1 Forecast Offset: 2 Months

Absolute Vol Filter: 999999999 Forced NSD Zeros Only: ☒ Import VVA: ☐

**Demand Information**

No. Days Strat Buffer: 0 Working Days Forecast Scaler: 100 % Parent MOQ: ☒

Crop Demand: ☒ MTO Demand Points: 0 < Qty Maintain Manual 0 Buffers: ☐

% Weighting on History: 0 % MTO Demand Total: 0 < Qty Cap Buffers Using Imp Foast: ☒

MTO Forecast Points: 0 < Qty MTO Crop History: 0 Months

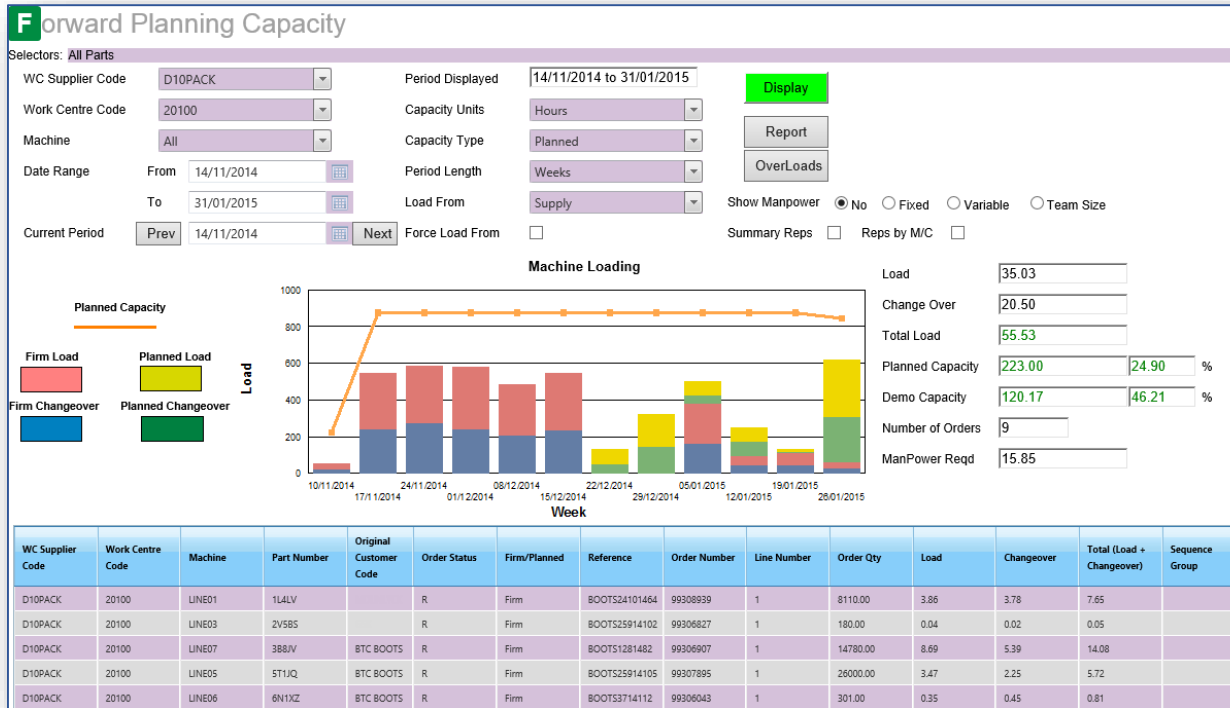
# Planning Board | planner daily authorisation



Planning Board														
Selectors: All Parts														
Show Exported Orders <input type="checkbox"/>														
Create PB	Export Orders	Shipment Builder	PB Report	Vis. Priority Report	Excess Report	Rules								
Accepted	Exported	Material Available	Capacity Available	Substitute Parts Available	Reference	Planner Code	Supplier Code	Part Number	Part Description	Rule	Part Status	Order Qty	Planned Receipt Date	DDMRP Net Flow Status
<input type="checkbox"/>	<input type="checkbox"/>	No	Yes	No	SHELLUBES6717	100	T124	50008090 T124	Spirax S2 TO_BUL	ROP	02	17800.00	11/07/2017	35600 (61%)
<input checked="" type="checkbox"/>	<input type="checkbox"/>	Yes	Yes	No	SHELLUBES6717	185	I250	550043403 E302	SDFPremMO10W	ROP	02	64.00	14/07/2017	160 (61%)
<input checked="" type="checkbox"/>	<input type="checkbox"/>	NA	NA	No	SHELLUBES6717	185	F477	550043040 T124	JDTorqGard15W4	ROP	02	256.00	24/07/2017	459 (60%)
<input checked="" type="checkbox"/>	<input type="checkbox"/>	NA	NA	No	SHELLUBES6717	185	D236	550040712 I250	HxUltProABLOW3	ROP	02	2.00	18/07/2017	3 (60%)
<input checked="" type="checkbox"/>	<input type="checkbox"/>	NA	NA	No	SHELLUBES6717	185	D236	550027191 T124	Omala S4 GX 150	ROP	02	32.00	19/07/2017	68 (60%)
<input checked="" type="checkbox"/>	<input type="checkbox"/>	Yes	Yes	No	SHELLUBES6717	100	T124	500005776 T124	Hydraulic S1 M 68	ROP	02	18000.00	11/07/2017	45145 (59%)
<input checked="" type="checkbox"/>	<input type="checkbox"/>	NA	Yes	No	SHELLUBES6717	185	D236	550025692 E302	Refrig S2 FR-A 68	ROP	02	8.00	24/07/2017	13 (59%)
<input checked="" type="checkbox"/>	<input type="checkbox"/>	NA	NA	No	SHELLUBES6717	185	F477	550026196 T124	Corena S2 P 100	ROP	02	9.00	31/07/2017	13 (59%)
<input type="checkbox"/>	<input type="checkbox"/>	NA	NA	No	SHELLUBES6717	990	D236	550026215 T124	Omala S4 GX 220	ROP	03	64.00	04/12/2019	118 (59%)
<input checked="" type="checkbox"/>	<input type="checkbox"/>	NA	Yes	No	SHELLUBES6717	185	D236	550046304 E302	HelixUltraProAVL	ROP	02	90.00	31/07/2017	152 (59%)

- The order recommendation list; colour coding indicates priority
- Planner approves the recommendations.
- Calculated daily
- Most items will have a weekly order cycle where orders are released on a set day.

# Forward simulation



- Uses forecast demand
- Does not generate orders – provides an outlook of planned & firm demand for a specific part, for S&OP analysis

# Shipment Builder



Shipment Planning Board

Selectors: All paths

Show Exported Shipments ☐

Create ShipmentsExport ShipmentsRules

Accepted	Exported	Source Location	Destination Location	MOT	Priority	Overall Shipment Status	Comment	Shipment Number	Shipment Item Status	Loading Percentage	Loading Constraint
<input type="checkbox"/>	<input type="checkbox"/>	60039757	U871	2011	1	Red	Load of 10811 Bels	60039757U875-18	Green	54.05	Weight
<input type="checkbox"/>	<input type="checkbox"/>	60040643	U859	2011	1	Red	Load of 160 Bels	60040643U859-18	Green	6.84	Weight
<input type="checkbox"/>	<input type="checkbox"/>	60042489	U859	2011	1	Yellow	Load of 19006 abc	60042489U859-18	Green	95.04	Weight
<input type="checkbox"/>	<input type="checkbox"/>	60043449	CS21	2011	2	Red	Load of 502 Bels	60043449CS21-18	Green	2.51	Weight
<input type="checkbox"/>	<input type="checkbox"/>	60043449	U859	2011	1	Red	Load of 15572 Bels	60043449U859-18	Green	79.86	Weight
<input type="checkbox"/>	<input type="checkbox"/>	60076783	U829	2011	1	Red	Load of 9480 Bels	60076783U829-18	Green	47.40	Weight
<input type="checkbox"/>	<input type="checkbox"/>	C311	CS12	2011	1	Red	Load of 20790 Bels	C311CS12-181209	Green	90.35	Weight
<input type="checkbox"/>	<input type="checkbox"/>	C311	U879	2011	1	Red	Load of 4152 Bels	C311U879-181209	Yellow	23.76	Weight
<input type="checkbox"/>	<input type="checkbox"/>	CS21	C311	2011	1	Green	Loaded to Mac bar	CS21C311-181209	Yellow	96.09	Weight
<input checked="" type="checkbox"/>	<input type="checkbox"/>	CS21	C311	2011	1	Green	Loaded above Tarj	CS21C311-181209	Yellow	95.82	Weight
<input checked="" type="checkbox"/>	<input type="checkbox"/>	CS21	C311	2011	1	Green	Loaded to Mac bar	CS21C311-181209	Yellow	96.44	Weight
<input checked="" type="checkbox"/>	<input type="checkbox"/>	CS21	C311	2011	1	Green	Loaded above Tarj	CS21C311-181209	Yellow	98.00	Weight

Rules- based

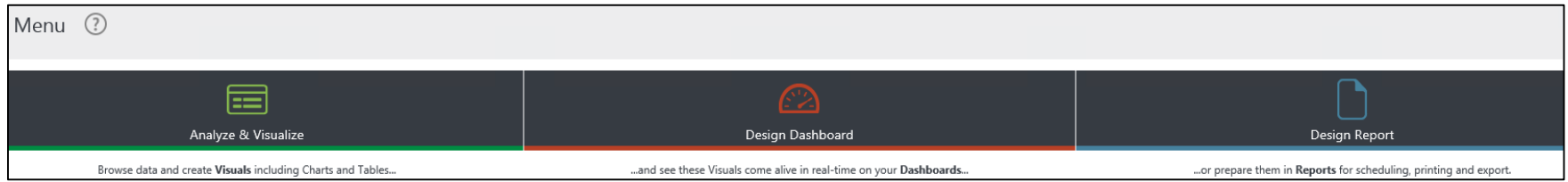


Multi-mode,  
multi-pack

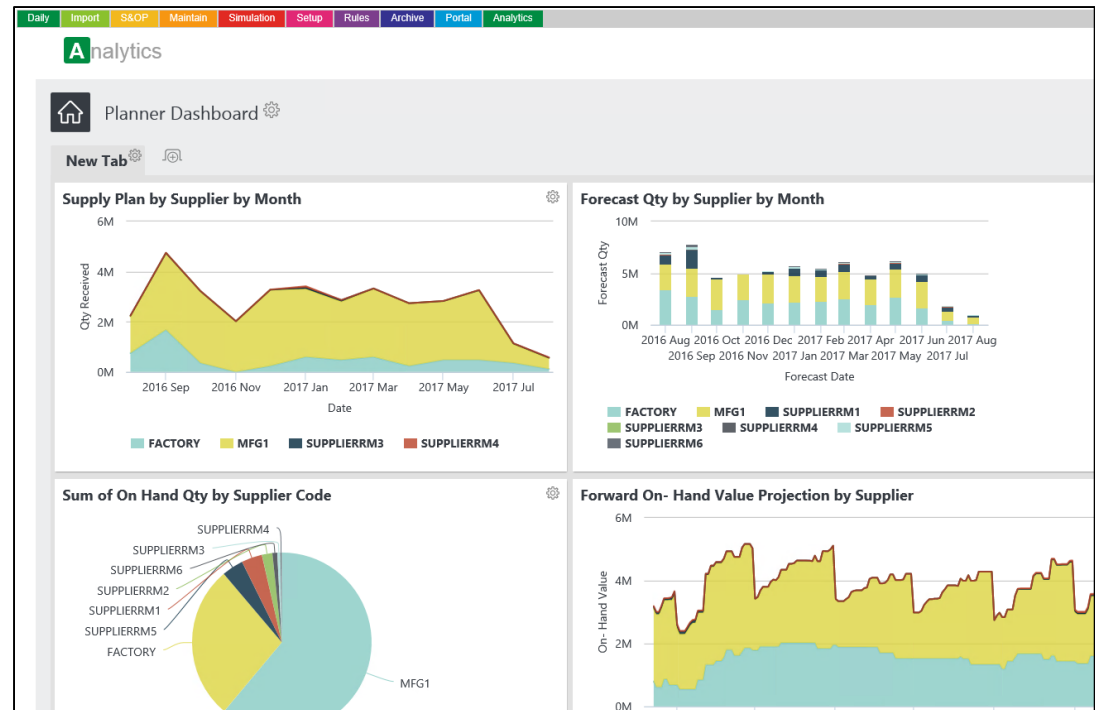


- Rules-based Process Automation
  - Optimises Shipment Planning to Demand Driven rules
- Links production & warehousing to shipment lanes and end point requirements
  - Utilises requirement priority, pack type, packing rules

# O8 | reporting & analytics



- Extensive suite of S&OP reports and LogiAnalytics reporting





- The volume planning front-end to Supply Manager
- Extensive – covers both Long Run (ongoing sales) and Period Run (start and end date sales)
- Works with Supply Manager component

# The Edit Board | Base forecast plus planner variation



Viewing selection

Weeks, Months columns

Base projection [LR or PR]

Runrate modifier

Material events

Totals to...

Orchestr8

Demand-Driven Innovation. Epic Results.

Forecast

Edit

View

Settings

Sign out

Save

Product group

Territory

Customer

Channel

Configure and run

			Jul 1st	Jul 8th	Jul 15th	Jul 22nd	Jul 29th	Aug 5th	Aug 12th	Aug 19th	Aug 26th	Sep 2nd	Sep 9th	Sep 16th	Sep 23rd
base forecast	<div><div></div>supermarket</div>	pkg	14,577,859	20,538,041	20,489,538	19,038,173	20,336,717	18,930,062	19,103,591	17,422,334	18,215,612	18,068,508	16,354,445	18,468,208	18,722,643
	<div><div></div>groceries</div>	pkg	14,577,859	20,538,041	20,489,538	19,038,173	20,336,717	18,930,062	19,103,591	17,422,334	18,215,612	18,068,508	16,354,445	18,468,208	18,722,643
	<div><div></div>apparel</div>	pkg	0	0	0	0	0	0	0	0	0	0	0	0	0
	<div><div></div>electronics</div>	pkg	0	0	0	0	0	0	0	0	0	0	0	0	0
modifications	<div><div></div>supermarket</div>	pkg	0	0	0	0	0	0	0	0	0	0	0	0	0
	<div><div></div>groceries</div>	pkg	0	0	0	0	0	0	0	0	0	0	0	0	0
	<div><div></div>apparel</div>	pkg	0	0	0	0	0	0	0	0	0	0	0	0	0
	<div><div></div>electronics</div>	pkg	0	0	0	0	0	0	0	0	0	0	0	0	0
events	<div><div></div>supermarket</div>	pkg	0	0	0	0	0	0	0	0	0	0	0	0	0
	<div><div></div>groceries</div>	pkg	0	0	0	0	0	0	0	0	0	0	0	0	0
	<div><div></div>apparel</div>	pkg	0	0	0	0	0	0	0	0	0	0	0	0	0
	<div><div></div>electronics</div>	pkg	0	0	0	0	0	0	0	0	0	0	0	0	0
total	<div><div></div>supermarket</div>	pkg	14,577,859	20,538,041	20,489,538	19,038,173	20,336,717	18,930,062	19,103,591	17,422,334	18,215,612	18,068,508	16,354,445	18,468,208	18,722,643
	<div><div></div>groceries</div>	pkg	14,577,859	20,538,041	20,489,538	19,038,173	20,336,717	18,930,062	19,103,591	17,422,334	18,215,612	18,068,508	16,354,445	18,468,208	18,722,643
	<div><div></div>apparel</div>	pkg	0	0	0	0	0	0	0	0	0	0	0	0	0
	<div><div></div>electronics</div>	pkg	0	0	0	0	0	0	0	0	0	0	0	0	0
			Jul 1st	Jul 8th	Jul 15th	Jul 22nd	Jul 29th	Aug 5th	Aug 12th	Aug 19th	Aug 26th	Sep 2nd	Sep 9th	Sep 16th	Sep 23rd

# 'I need to filter my view by market'



Save

Product group

sweets

Suggestions

supermarket

groceries

candy

sweets

Territory

Unit

Sku type

Customer

Demand segment

Configure period run

Tracking board

			Jul 1st	Jul 8th	Jul 15th	Jul 22nd	Jul 29th	Aug 5th	Aug 12th			
base forecast	supermarket	pkg	14,577,859	20,538,041	20,489,538	19,038,173	20,336,717	18,930,062	19,103,591	TSTCD	+10 %	...
	groceries	pkg	14,577,859	20,538,041	20,489,538	19,038,173	20,336,717	18,930,062	19,103,591	TSTCD	+100000 6 pack	...
	candy	pkg	12,330,090	16,310,457	15,955,843	14,627,614	16,026,906	15,779,035	15,786,634	TSTCD	+1407142 6 pack	...
	sweets	pkg	3,634,907	5,026,308	4,552,139	4,254,496	4,762,566	3,634,907	5,026,308	TSTCD	+10 %	...
	fruity sweets	pkg	1,310,674	1,310,674	1,310,674	1,310,674	1,310,674	1,310,674	1,310,674			
	spicy sweets	pkg	1,755,931	2,698,495	2,340,707	2,316,396	2,051,249	1,755,931	2,698,495			
	sour sweets	pkg	568,302	1,017,139	900,758	627,426	1,400,642	568,302	1,017,139			
	chocolates	pkg	2,609,369	3,401,982	3,886,019	3,400,080	3,480,859	3,474,939	3,513,566			
	biscuits	pkg	6,085,814	7,882,166	7,517,685	6,973,039	7,783,481	8,669,190	7,246,760			
	dairy	pkg	2,247,769	4,227,584	4,533,695	4,410,559	4,309,810	3,151,027	3,316,957			
modifications	supermarket	pkg	0	2,224,492	2,218,043	2,060,952	2,217,158	2,049,225	0			
	groceries	pkg	0	2,224,492	2,218,043	2,060,952	2,217,158	2,049,225	0			
	candy	pkg	0	1,766,599	1,727,259	1,583,493	1,747,292	1,708,119	0			
	sweets	pkg	0	544,404	492,780	460,565	519,227	393,487	0			
	fruity sweets	pkg	0	141,960	141,884	141,885	142,893	141,884	0			
	spicy sweets	pkg	0	292,276	253,387	250,758	223,632	190,084	0			
	sour sweets	pkg	0	110,167	97,509	67,921	152,701	61,520	0			
	chocolates	pkg	0	368,472	420,671	368,071	379,492	376,171	0			
	biscuits	pkg	0	853,724	813,808	754,857	848,574	938,461	0			

# 'I wish to add in the volume impact of a marketing event'



Product group

Territory

Customer

Channel

Unit

Demand segment

Brand importance

Sku type

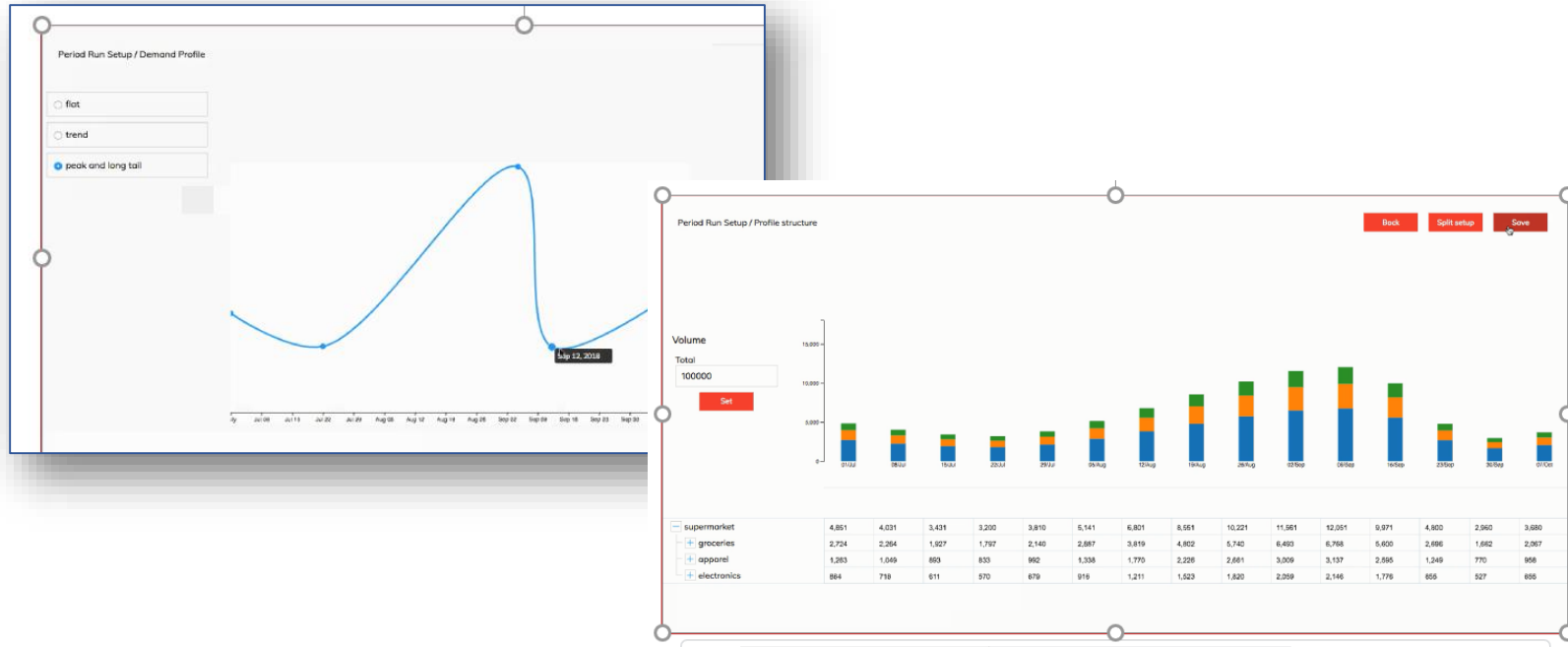
Save

Configure period run

Tracking board

			Jul 1st	Jul 8th	Jul 15th	Jul 22nd	Jul 29th	Aug 5th	Aug 12th	Aug 19th			
base forecast	supermarket	pkg	14,577,859	20,538,041	20,489,538	19,038,173	20,336,717	18,930,062	19,103,591	17,422,334	TSTCD	+10 %	...
	groceries	pkg	14,577,859	20,538,041	20,489,538	19,038,173	20,336,717	18,930,062	19,103,591	17,422,334	TSTCD	+100000 6 pack	...
	candy	pkg	12,330,090	16,310,457	15,955,843	14,627,614	16,026,906	15,779,035	15,786,634	13,832,603	TSTCD	+1407142 6 pack	...
	dairy	pkg	2,247,769	4,227,584	4,533,695	4,410,559	4,309,810	3,151,027	3,316,957	3,589,732	TSTCD	+10 %	...
	apparel	pkg	0	0	0	0	0	0	0	0	TSTCD	+1000 pkg	...
	electronics	pkg	0	0	0	0	0	0	0	0	TSTCD		...
modifications	supermarket	pkg	0	2,224,492	2,218,043	2,060,952	2,217,590	2,049,523	271	0			
	groceries	pkg	0	2,224,492	2,218,043	2,060,952	2,217,590	2,049,523	271	0			
	candy	pkg	0	1,766,599	1,727,259	1,583,493	1,747,632	1,708,367	224	0			
	dairy	pkg	0	457,893	490,784	477,459	469,957	341,156	47	0			
	apparel	pkg	0	0	0	0	0	0	0	0			
	electronics	pkg	0	0	0	0	0	0	0	0			
events	supermarket	pkg	0	600,000	600	12,000	7,830,000	252	0	0			
	groceries	pkg	0	600,000	600	12,000	7,830,000	252	0	0			
	candy	pkg	0	476,495	467	9,220	6,170,646	210	0	0			
	dairy	pkg	0	123,505	133	2,780	1,659,354	42	0	0			
	apparel	pkg	0	0	0	0	0	0	0	0			
	electronics	pkg	0	0	0	0	0	0	0	0			
total	supermarket	pkg	14,577,859	23,362,533	22,708,180	21,111,125	30,384,306	20,979,837	19,103,862	17,422,334			
	groceries	pkg	14,577,859	23,362,533	22,708,180	21,111,125	30,384,306	20,979,837	19,103,862	17,422,334			
	candy	pkg	12,330,090	18,553,551	17,683,569	16,220,327	23,945,184	17,487,612	15,786,858	13,832,603			

# Period Run | Top down working - Add forecast demand curve x-time, break down to sku sales



- Working in a top down mode.
- Build the profile and then assign the sku breakdown.
- > Library of organization templates – mid-2019

# 'I need to add a Period Run, working top down'

- 1.4. Top-down | channel



Period Run Setup / Create

Back Proceed

Name

test P| I

Selectors

Product group

---

Territory

---

Channel

---

Customer

---

Timeframe

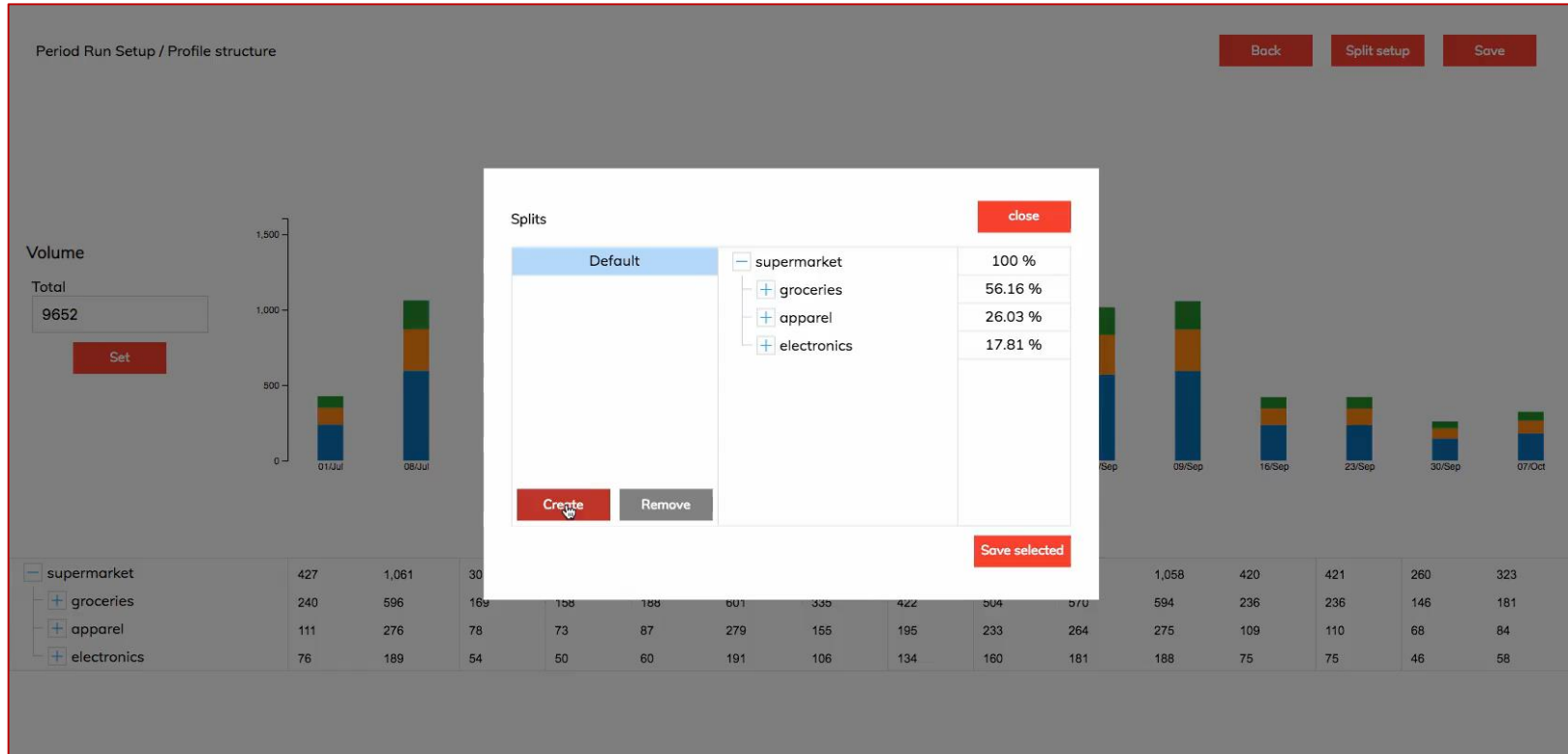
Start date

01 Jul 2018

End date

08 Jul 2018

# 'I need to narrow the product range in mid-life'



# Rules-based | Planning Manager's Signoff Board



Review  
prioritisation

Viewing  
selection

WIP, Firm,  
Final

Tick box  
signoff

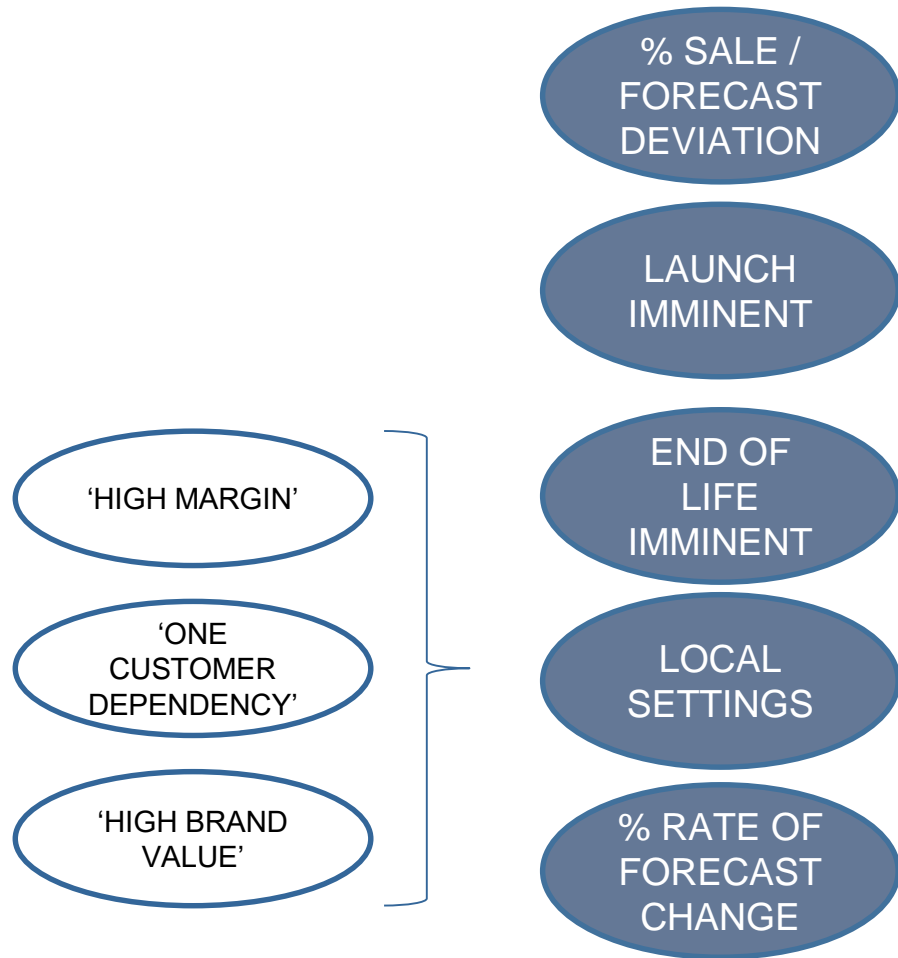
Recent &  
projection  
ADU

Configuration  
info

Product group / SKU	PG / SKU state	↑ O8 priority	Modifier count	Modifier state	Event count	Event state	ADU/M (t-1)	Sales (t-1)	ADU/M (t)	ADU/M (t+1)	ADU/M (t+2)	ADU/M (t+3)	ADU/M (t+4)	Trend	RSD	Supersession	Str bufer
PG0	WIP	1	2	FIRM	0	FIRM	36000	35226	37800	39600	41400	43200	43200	Up	0.2	N/A	Yes
PG 1	WIP	1	5	FIRM	0	FIRM	36000	35226	37800	39600	41400	43200	43200	Up	0.2	N/A	Yes
SKU 1	WIP	1	3	FIRM	1	FIRM	2000	1957	2100	2200	2300	2400	2400	Up	0.2	- 2 weeks	Yes
SKU 2	WIP	1	3	FIRM	1	FIRM	2000	1957	2100	2200	2300	2400	2400	Up	0.2	- 2 weeks	Yes
SKU 3	WIP	1	3	FIRM	1	FIRM	2000	1957	2100	2200	2300	2400	2400	Up	0.2	- 2 weeks	Yes
SKU 4	WIP	1	3	FIRM	1	FIRM	2000	1957	2100	2200	2300	2400	2400	Up	0.2	- 2 weeks	Yes
SKU 5	WIP	1	3	FIRM	1	FIRM	2000	1957	2100	2200	2300	2400	2400	Up	0.2	- 2 weeks	Yes
SKU 6	WIP	1	3	FIRM	1	FIRM	2000	1957	2100	2200	2300	2400	2400	Up	0.2	- 2 weeks	Yes
SKU 7	WIP	1	3	FIRM	1	FIRM	2000	1957	2100	2200	2300	2400	2400	Up	0.2	- 2 weeks	Yes
SKU 8	WIP	1	3	FIRM	1	FIRM	2000	1957	2100	2200	2300	2400	2400	Up	0.2	- 2 weeks	Yes
SKU 9	WIP	1	3	FIRM	1	FIRM	2000	1957	2100	2200	2300	2400	2400	Up	0.2	- 2 weeks	Yes
SKU 10	WIP	1	3	FIRM	1	FIRM	2000	1957	2100	2200	2300	2400	2400	Up	0.2	- 2 weeks	Yes
SKU 11	WIP	1	3	FIRM	1	FIRM	2000	1957	2100	2200	2300	2400	2400	Up	0.2	- 2 weeks	Yes
SKU 12	WIP	1	3	FIRM	1	FIRM	2000	1957	2100	2200	2300	2400	2400	Up	0.2	- 2 weeks	Yes
SKU 13	WIP	1	3	FIRM	1	FIRM	2000	1957	2100	2200	2300	2400	2400	Up	0.2	- 2 weeks	Yes
SKU 14	WIP	1	3	FIRM	1	FIRM	2000	1957	2100	2200	2300	2400	2400	Up	0.2	- 2 weeks	Yes



# Rules-based | management attention priority



- Signoff board indicates where most attention is needed
- ... Ranked priority #



# The Shell Experience | Nick Lynch



- **Ease-of-Use** | Very intuitive, high user confidence
  - **Prioritised Action** | Highly visual, big improvement over previous \*\*\* ERP system
  - **Full network view** | E2E network view, really helps our IBV/S&OP discussions
- **Clarity** | Consistency & simplicity of replenishment orders on the O8 Planning Board
  - **Prime data source** | for IBV / S&OP e.g. warehouse capacity projections in \$, Ltrs, Pallets driven from O8 not sea of Excel
  - **Ops design change** | much faster in tackling design challenges than legacy system
- **O8 frontline experience** | Clear that O8 as a system and a team are mature. Demand Driven systems are not new to O8, a significant help during deployment, config, training etc

# O8 | Founded in 2002, experienced on the frontline



Mark  
Robinson



Phil  
Ribbins



Raymond  
Brown



Ashley  
Wilcock

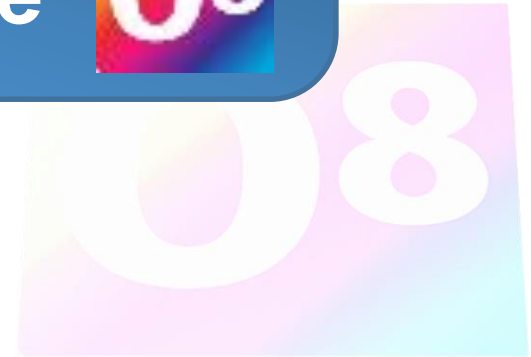


Justin  
Forrest



**Take stock**

**Explore**



- [info@orchestr8.com](mailto:info@orchestr8.com)