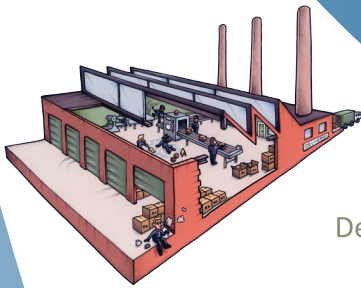


## Inventory Challenges?

OnTarget is the next generation inventory tool that delivers improved service and reduced stock.

Supply planner



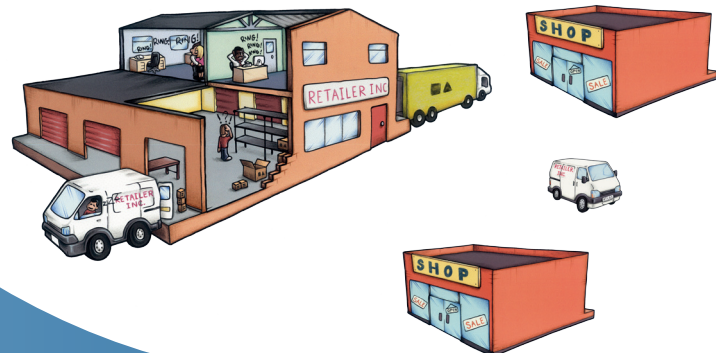
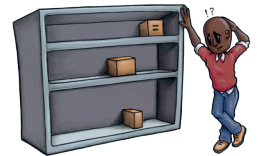
Demand planner



Account manager



Customer



For over 20 years we have seen the same problems challenging our clients.

The impacts of having the wrong inventory targets invariably result in one or more of the following symptoms: excess stock, poor service or a factory tying itself in knots to rectify the latest missed forecast.

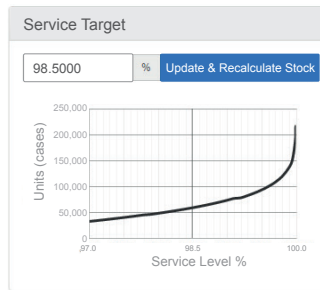
We built OnTarget to change that - by embedding the right inventory buffers into the Supply Chain.

The building blocks of the statistical algorithm to fix this problem were put in place decades ago, but forging them into something fit for the real world has required further development and a tool to ease the painful process of reviewing and cleaning the input data. Until now, clients have had no way of embedding best practice within their day to day decision making.

OnTarget is a web-based inventory targeting tool that makes it easy to deploy the correct statistical algorithm. Interfacing with ERP systems via an excel import/export process, it simplifies the data cleansing process to ensure the algorithm is fed with the right inputs to put your supply chain team in control of their inventory targets.

Getting inventory buffers right is far from easy: if it was, we wouldn't see so many clients struggling to get it right.

In part, the difficulty comes from the number of factors that impact the result: forecast performance, sales volatility & supply lead-times all have significant impacts on the amount of inventory required.



The screenshot shows a 'Test Safety Stock & Expected Service' form. It includes a text input field labeled 'Safety Stock to Test (cases):' which is currently empty. Below the input field is a blue button labeled 'Test for Service Level'.

It is not only the complexity of the algorithm that makes setting inventory targets difficult.

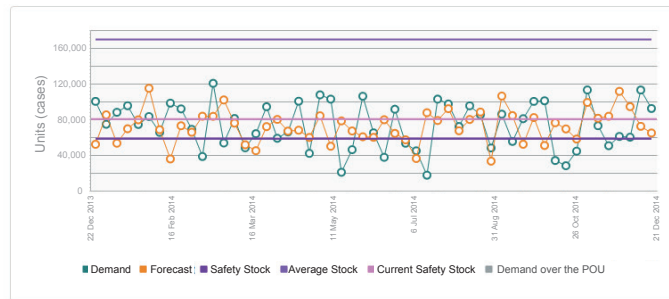
The amount of noise in demand patterns mean the answers are highly sensitive to the inputs provided.

Including or excluding rogue data points from historic data can significantly change the input values - with big impacts on the resulting inventory targets.

OnTarget lets you see the noise in your data and dial it down if appropriate. Whether it's excluding the volatile NPI phase of a new SKU by setting a stabilisation date or being able to link a new replacement SKU with the history of the incumbent SKU, OnTarget simplifies the nitty-gritty data cleansing process that can significantly impact required inventory buffers.

These are the challenges that we've been grappling with for over 20 years. After two decades of manually manipulating data in Excel, we knew from painful experience what was needed to simplify the process.

In skilled hands, we believe OnTarget is a powerful tool to build our clients' inventory management capabilities. That's why training forms a key part of the




- Delivers improved service and reduced stock
- Empowers your Supply Chain team to make better informed decisions
- Statistically optimises your inventory targets for every SKU and location
- Works with Finished Goods and Raw Materials inventory in complex businesses

implementation process with 3 days of face to face training followed up with phone and email support.

Our vision is to build the capability of our clients by giving them the tools and skills to embed expertise within their business.

We built OnTarget to realise that vision: it is a tool built by supply chain people for supply chain people.

## The Drivers of Inventory

Your inventory requirements are specific to each SKU in each warehouse location and are determined by:

How reliable are your suppliers?

How well do Production hit plans?

How good are you at forecasting?

What Service Level have you agreed with your customer?

How long does it take you to:

Get more materials?

Plan Production?

Make stuff?

Get it to your warehouse?

How long will your customer wait for an order?

