

**PLAN  
SIMULATE  
COLLABORATE**

**SUPPLY CHAIN OPTIMIZATION  
INSIDE OF SAP**

## GIB SUITE:

### AFFORDABLE SUPPLY CHAIN OPTIMIZATION

**What if you could improve your customer fulfillment rate and reduce stock-outs by 25%?**


**What if you could improve forecast accuracy and reduce inventory by 20%?**

**DISCOVER GIB** — a solution for supply chain optimization — that runs in SAP. Using the GIB solution for supply chain management, our customers have gained efficiencies and time savings in their daily work of up to 40%.

According to supply chain industry research, a pervasive challenge for manufacturing and distribution companies is linking supply chain planning with execution. This issue is not surprising since most companies conduct planning activities outside of their ERP platform. If the master data exists in ERP, if transactional data exists in ERP, if the supply chain practitioners conduct business inside ERP, then it stands to reason that planning activities should also exist inside ERP.

This common sense principle has enabled GIB clients to achieve substantial supply chain improvements at a fraction of the cost for comparable, external supply chain solutions.

We are unique in our approach, and unique in the value we deliver. *Experience GIB!*



GIB is the only advanced supply chain suite that runs inside of SAP ECC and S/4 HANA

## WHAT MAKES GIB UNIQUE

- GIB takes an “optimization in” approach
- Instead of moving data and people out of ERP, we put advanced supply chain tools inside of ERP
- Every other supply chain vendor takes you out of your core system
- GIB provides planning, simulation, and decision-making tools where your people and data reside
- We provide practical, easy to implement solutions to address your supply chain needs

## WHY IT MATTERS

- No expensive integration work
- No expensive cloud fees that never end
- No new hardware
- No new software to learn
- Rapid deployment in days and weeks, not months and years
- Rapid ROI

# SUPPLY CHAIN OPTIMIZATION

GIB's supply chain management software automates all processes from order to delivery and includes forecasts, reporting and analysis. The platform integrates within an SAP system so data exchange between other systems is not necessary.



## Plan

10 Simple Steps to a Sales, Inventory, and Operations Plan (SI&OP) inside of SAP

Real time planning and simulation inside your system of record

Forecast demand, optimize inventory strategies and plan production

Combine simulated and live data to visualize an accurate constraint based plan

No data export, no cloud integration, no spreadsheets!



## Execute

Turn consensus plans into actionable tasks inside SAP

Proactive alert monitoring to drive action and prevent stock outs

Buyers and Planners operating from a single cockpit within SAP for a comprehensive, personalized view of supply and demand

Analyze, simulate, procure, and plan production from one central cockpit

Visualize production capacities, level load and optimize sequencing to reduce downtime and costly changeovers



## Optimize

Automatically analyze the demand patterns of every material to re-optimize forecasts and minimize plan deviation

Re-plan inventory targets to maximize fill rate and minimize inventory investment

Track performance across the supply chain and easily identify and disposition performance outliers



## Collaborate

Share critical supply chain information with suppliers, customers and partners via secure portal access

Collaborate on forecasts, purchasing, shipments, and unique material information to drive supply chain visibility

# THE GIB SUITE

GIB is a supply chain suite consisting of six modules. The GIB modules implement quickly, require no additional hardware or data integration, and run seamlessly within SAP software.

The GIB Suite improves supply chain performance by forecasting demand, optimizing inventory, scheduling production and executing material planning and procurement.

Depending on your needs, modules may be purchased individually.



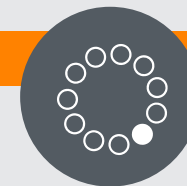
## Forecast

- More accurately predict demand
- Automate and improve the forecasting process



## Buying

- Improve buying efficiency
- Lower costs
- Optimize PO and STO creation



## Controlling

- Maximize inventory turns and fill rate
- Automate and improve inventory planning



## Planning

- Increase capacity utilization
- Increase throughput
- Lower production costs



## Operations

- Streamline the MRP process
- Proactive monitoring of supply and demand issues



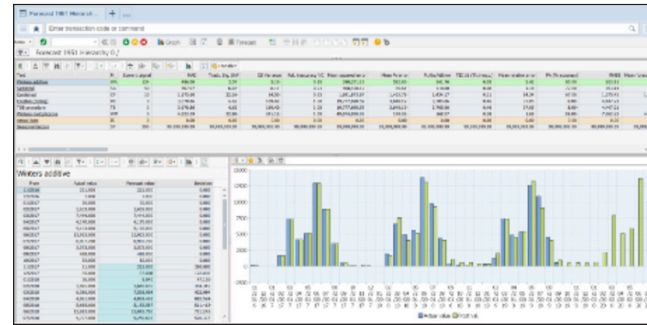
## Collaboration

- Extend the supply chain
- Share critical information across the chain using secure web-based tools

# SALES & OPERATIONS

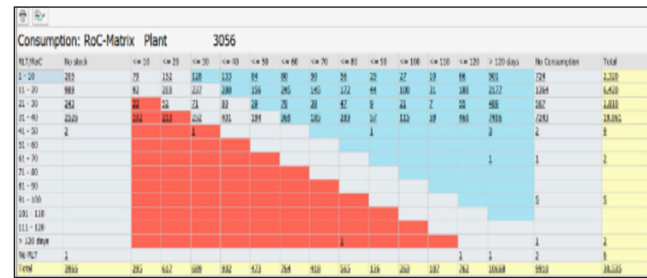
**PLANNING** Sales and operations planning is the cornerstone of supply chain. Unfortunately, standard SAP lacks the tools and flexibility required. GIB's planning tools enable this process inside ERP in real-time.

## Consensus Demand



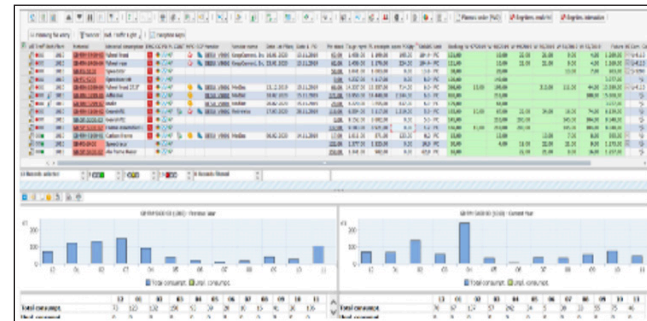
1. Statistical baseline
2. Variance/outlier review
3. Demand influencers
4. Consensus demand

## Inventory Range of Coverage based on latest demand plan



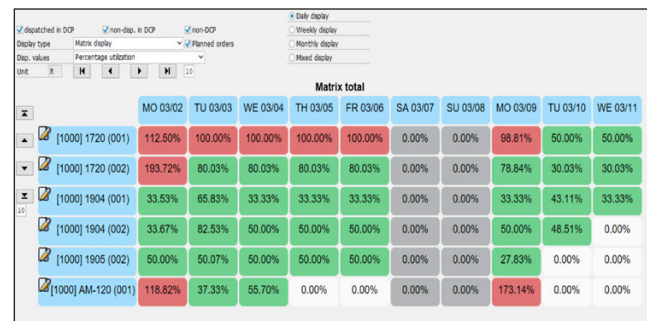
5. Re-plan replenishment targets
6. Review range of coverage
7. Simulate parameter changes
8. Finalize new plan

## Simulated MRP Run



9. Execute simulative MRP

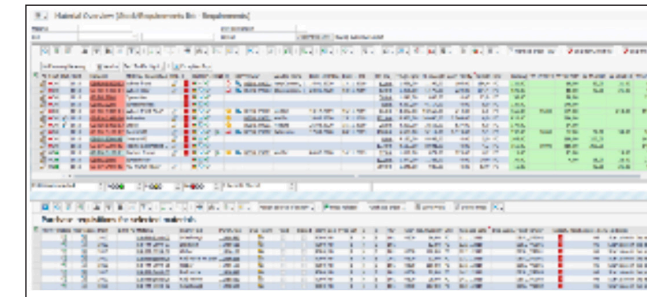
## Constrained Capacity Plan



10. Finite capacity review

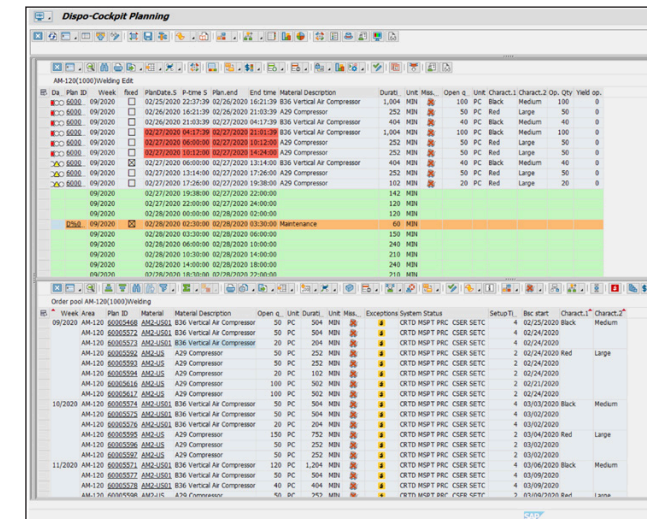
**EXECUTION** The dynamic nature of business challenges the plan daily. GIB provides flexible proactive tools that identify potential bottlenecks and automatically adjusts schedules in real-time.

## MRP & Procurement



- Understand supply & demand in one dashboard
- Identify most critical supply chain issues
- Simulate alternate supply plans
- Build optimized PO based vendor restrictions

## Detailed Scheduling



- Visualize capacity constraints like missing parts
- Prioritize and sequence production orders
- Group based on characteristics
- Adjust schedule based on real time information

**“The No.1 challenge among manufacturing companies is connecting S&OP planning to operational execution.”**

Source: Gartner, Set Up Sales and Operations Execution Process to Support the S&OP Cycle, January 2019

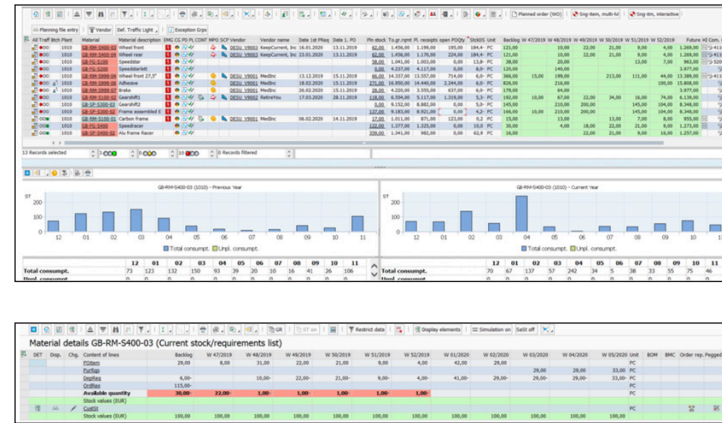




# ENHANCED MRP & ALERT MONITORING MODULE

## FEATURES

- 25+ SAP transactions consolidated into one central cockpit
- Better understand supply and demand
- Eliminate off-line spreadsheets
- Proactive alerting to direct focus and attention before stock outs and overstock occur
- Faster, more data driven supply decisions
- Flexible data views to impact multiple supply chain users



Many GIB clients refer to this module as "MD04 on steroids"

## BUSINESS VALUE

- Reduced time and effort to make more informed supply chain decisions
- Lower material costs through better visibility
- Naturally integrated within SAP for rapid delivery and ease of use
- More efficient materials management enables top line growth without new headcount

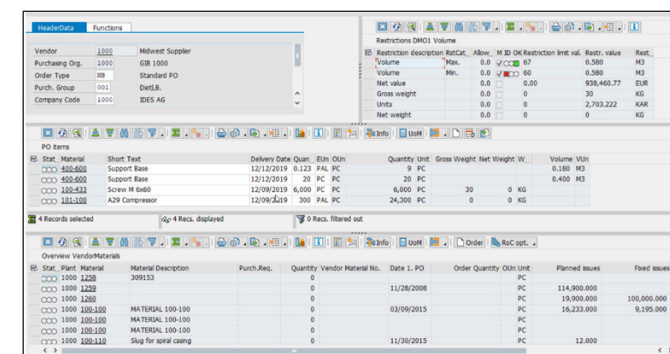
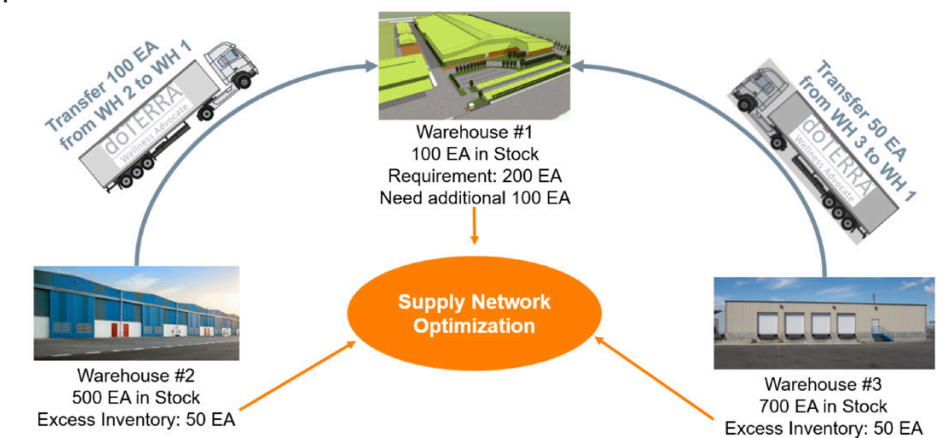


# SUPPLY NETWORK OPTIMIZATION MODULE

## FEATURES

- Manage the economic and response time trade-offs between vendor sourcing and internal stock transfers
- Optimize purchase orders based on vendor restriction profiles
- Gain one touch visibility into excess inventory across multiple plants
- Trigger PO's and transfer from one central cockpit

Automatic transfers within a supply network based on requirements, proximity, lead times and excess inventory



Improve sourcing decisions, balancing supplier restrictions with available, excess inventory in nearby plants

## BUSINESS VALUE

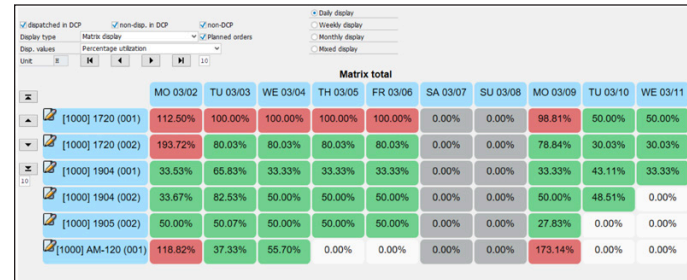
- Lower procurement costs
- Less excess, unproductive inventory
- Naturally integrated within SAP for rapid delivery and ease of use
- More efficient materials management enables top line growth without new headcount



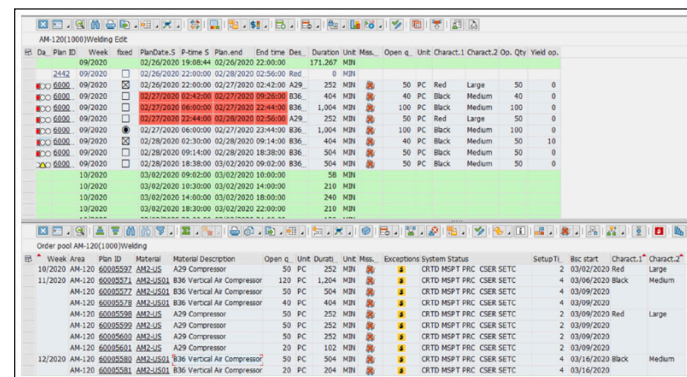
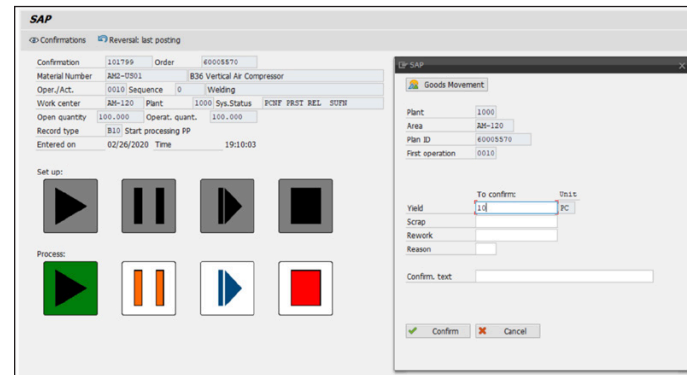
# PRODUCTION SCHEDULING MODULE

## FEATURES

- Visibility into real time capacity constraints
- Characteristic based sequencing and order grouping
- Drag and drop scheduling
- Level loading across production lines and resources
- Simplified, real-time confirmations with a touch screen enabled confirmation cockpit



Confirm orders real time with a touch screen enabled solution designed for use on the shop floor



Capacity dashboard provides visibility to constraints across plants, machines/lines, and labor

## BUSINESS VALUE

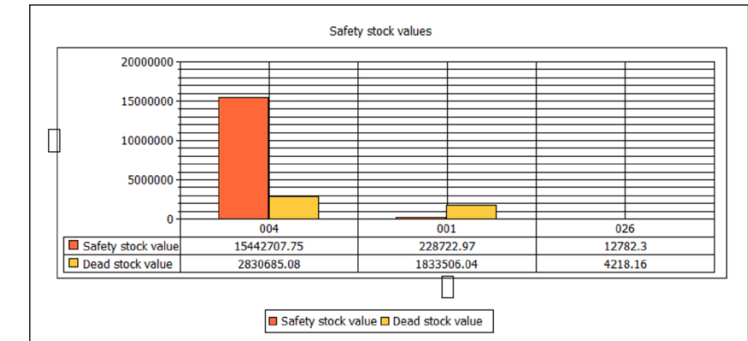
- Increased throughput
- Reduced downtimes, setup times and teardown times
- Quicker reaction times to potential constraints
- Naturally integrated within SAP for rapid delivery and ease of use
- Improved employee efficiency through reduction of manual effort



# KEY OPERATIONAL INDICATORS MODULE

## FEATURES

- Performance metrics integrated within the GIB Suite
- Operational insight with drill down to identify root cause and take corrective action
- Real time updates
- Natural integration with planning, execution and simulation functions



## BUSINESS VALUE

- Included within each GIB module
- Actionable insight
- No data extractions or additional IT work
- Naturally integrated within SAP for rapid delivery and ease of use
- No additional software to purchase



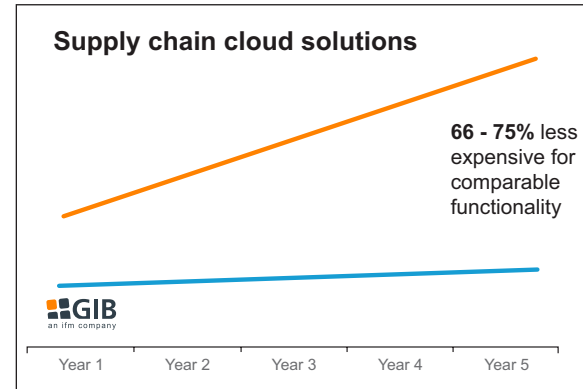
# BEST VALUE IN THE INDUSTRY

## EASY – AFFORDABLE – LOW RISK

### TOTAL COST OF OWNERSHIP

Compared to functionally comparable cloud supply chain solutions that run external to SAP ERP, GIB delivers substantial savings.

Taken over a five year horizon, the total cost of ownership can differ by a factor of THREE TO FOUR times more expensive than GIB.



### RISK

The two biggest variables in an IT project are master data and user adoption. GIB removes these variables from the project. Your data is already in SAP; both master data and transactional data. You spent a lot of time and treasure getting the data right. DO NOT MOVE IT!

Buyers, planners and schedulers live in SAP, aside from the occasional spreadsheet that we can help eliminate. They are used to the look and feel, and navigation within SAP. We do not ask our users to learn new software. Instead we give them better, more intuitive tools to use within the framework of SAP. Our users love GIB because it makes their job easier and enables more productivity and results.

With GIB, we bring the enhanced functionality to where the data and people operate. Our cleverly devised programs make use of the SAP data where it resides, and we deposit the outcomes from our advanced algorithms into the standard data tables so the subsequent SAP processes do not need to be modified... seamless integration by design. This means implementation projects that are **on time, on budget** and **on value** for our clients.

### FUTURE PROOF







GIB is certified by SAP on all SAP ECC 6.0 and S/4 platforms. Being a certified partner of SAP means we ensure our solutions seamlessly integrate within the latest SAP releases.



SAP® Certified  
Powered by SAP NetWeaver\*

SAP® Certified  
Integration with SAP S/4HANA\*

# CUSTOMER VALUE AND TESTIMONIALS

	Stock level reduction of approximately <b>30%</b> within 7 months
	Stock level reduction of approximately <b>40%</b> within 11 months
	Reduced stock out rate from <b>8% to 2%</b> creating a 98% service level
	Reduced inventory by <b>\$2.7M</b> within 7 months while maintaining service levels
	Reduction of back orders by <b>47%</b> in 9 months Stock level reduction of <b>20%</b> in 9 months
	Stock level reduction of <b>\$150M</b> in one year

*"Our Controlling module implementation opened the door to many welcome changes to our strategic inventory approach. We quickly shifted from reactionary activities to far more proactive, strategic activities."*

- Jean Trembl, Materials Director, Nature's Way

*"With GIB Forecasting we have been able to improve our forecast accuracy, which has directly led to carrying less inventory, improving our inventory performance by 20% while maintaining our high service level."*

- Damion Davy, Demand Planner, Grace Kennedy

*"Stock evolution from January 2009 to June 2011 from 62M€ to 54M€...the main contributor to 12M€ stock reduction is the GIB Inventory Controlling Solution."*

- Gunnar Clavey, Head of Tactical & Commercial Planning, SATAIR Group, Airbus

*"All requirements of MRP controllers are covered from a central cockpit. Users can access relevant information from the tool without the need to call various other applications. This creates about 40% time saving in daily work and employees can work more efficiently. The pay-off time is short, not only with regard to time-savings but also thanks to transparency and accompanying reduction in warehouse stock."*

- Norman Seibold, E-T-A, GmbH

*"It has really been astonishing how fast and smoothly GIB Dispo-Cockpit was implemented into our Krone SAP System and into our supply chain processes. It took less than 6 weeks from the installation on the test system to the actual use in the production systems - user training included!"*

- Dr. Goy Hinrich Korn, General Manager, IT Krone Group



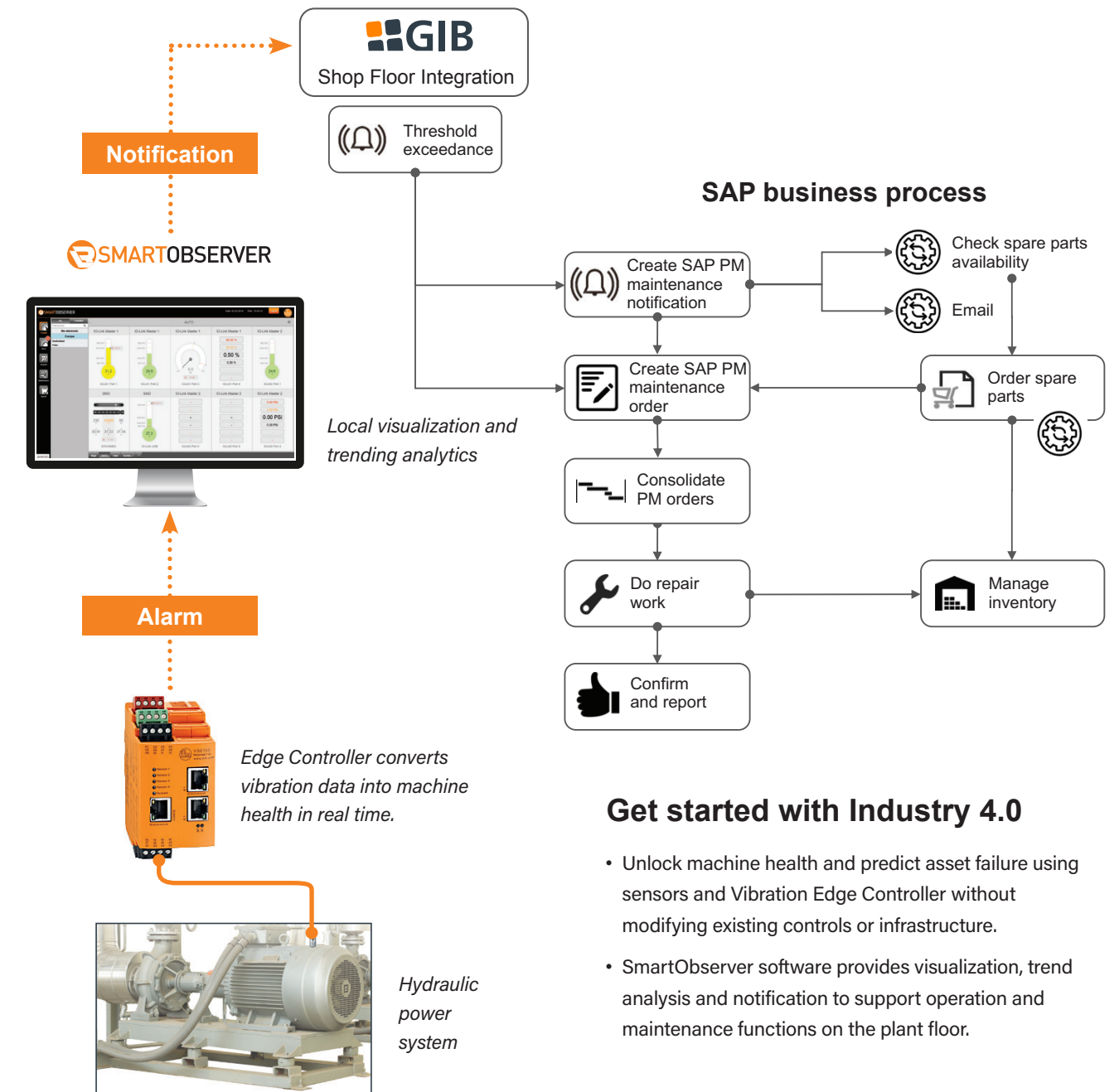


## GIB DELIVERS VALUE IN MANY MARKETS

Aerospace  
 Automotive  
 Chemical  
 Discrete Manufacturing  
 Food/Beverage  
 Hi-Tech/Semi-conductor  
 Pharmaceutical  
 Process Manufacturing  
 Sensors/Automation  
 Wholesale/Retail

## THE NEXT GENERATION OF GIB SOLUTIONS

**Predictive Maintenance** – The GIB Shop Floor Integration module automates work order creation and the maintenance process in SAP Plant Maintenance (SAP PM).



### Get started with Industry 4.0

- Unlock machine health and predict asset failure using sensors and Vibration Edge Controller without modifying existing controls or infrastructure.
- SmartObserver software provides visualization, trend analysis and notification to support operation and maintenance functions on the plant floor.

# WE ARE HERE FOR YOU. WORLDWIDE



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Paris

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# OUR VISION

GIB believes every SAP customer should achieve supply chain optimization. That's an ambitious goal, and we have the solutions to fulfill that mission. We are the only certified SAP partner that delivers out-of-the-box supply chain solutions that run inside of SAP ECC and S/4 HANA.

Our solutions scale up to meet the complex requirements of the largest companies in the world, and scale down to meet the budgetary constraints of all SAP customers. With more than 600 customers in 20+ countries, you can trust that GIB will extend and enhance your SAP ERP system to deliver the supply chain performance your customers and stakeholders demand.



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