



Corporate Planning

IDENTIFY Your Objectives

ADEXA GIVES YOU NEW INSIGHT AND CONTROL:

With Adexa, you'll have new insight into and control of key financial performance indicators:

- Cost of goods sold
- Days in inventory
- Fixed asset utilization
- Revenue growth
- Days Purchases Outstanding
- Days Sales Outstanding
- Selling, General, and Administrative

THE CHALLENGES YOU FACE

If you're a manufacturing organization with multiple plants and warehouses distributed in numerous locations, you know how challenging it can be to synchronize corporate and manufacturing plans. Or if your company is enjoying high growth in products and customers, you understand the difficulties that arise from dynamic planning environments. Expanding your business with new products and new markets, outsourcing to new suppliers, responding to competitive threats...the challenges continue to grow, the decisions are more difficult, and the timeframes are shorter.

To move forward with confidence, your company needs careful competitive and market assessment and long-term scenario-based planning to optimize the operational and financial performance of your entire enterprise. Adexa has the answer.

THE ADEXA SOLUTION FOR CORPORATE PLANNING

Our comprehensive solution for Corporate Planning provides you with the high-level, long-horizon plan that identifies financial opportunities and links them directly and tactically to key value-driving business strategies. It starts with a careful assessment of your industry and competitors. We help you identify the key ratios that directly affect return on invested capital (ROIC) -- such as days in inventory, DSOs, COGS, fulfillment accuracy, and other important metrics -- and compare them with those of your competitors and with industry averages.

Then, Adexa helps you tie those opportunities to plan and optimize at a high level over the long term. You can set overall objectives for capital utilization for capital-intensive equipment, inventory and materials (direct and indirect), and labor. With Adexa, you can:

- Drive tactical and operational plans based on corporate vision and direction
- Optimize asset utilization including capacity and materials
- Support growth by identifying and proactively removing constraints
- Reduce risk by evaluating alternatives and outcomes before deciding
- Simplify "make/buy" decisions

THE ADEXA VALUE PROPOSITION

While competitive solutions focus only on optimizing the supply chain, only Adexa integrates the necessary competitive analyses, peer comparisons, and industry averages that give Corporate Planning the proper context. We help you see the entire set of business opportunities and tie the financial analytics to the business issues, activities, and processes that drive them. The result: a well aligned organization that's positioned for long-term success.

- React faster to market changes
- Measure and compare your supply chain performance against competition
- Adjust your strategic plan frequently
- Analyze the ramifications of M&A opportunities
- Avoid excess warehouse capacity and unused equipment
- Perform long-range planning and "what-if?" analysis to determine the impact of simultaneous business decision combinations
- Confidently optimize your supply chain network

Adexa, Inc.
5933 West Century Blvd.
Los Angeles, CA 90045 USA

Tel: 310.338.8444
Fax: 310.338.9878

www.adexa.com

Adexa's Worldwide Locations

North America

Atlanta, GA
 Los Angeles, CA
 Norwalk, CT
 Toronto, ON

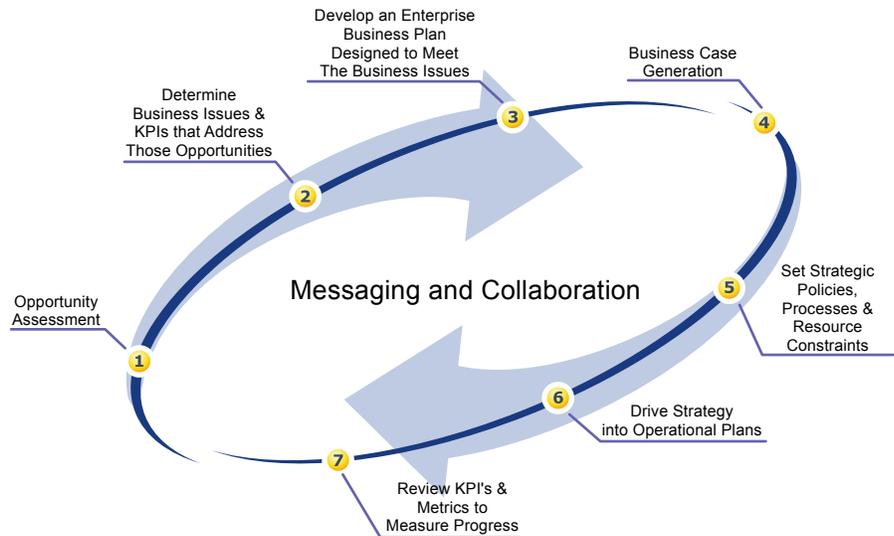
Europe

Germany
 United Kingdom

Asia

Japan
 South Korea
 Singapore
 Taiwan

Figure 1. Corporate Planning



Adexa delivers solutions that synchronize corporate planning with operations planning and execution on a local and enterprise level, to ensure all assets are utilized to achieve strategic objectives. This enables manufacturers to reduce the cost of goods sold, shorten lead-times for orders and reduce inventory costs with improved supply chain collaboration and management. Real Solutions...Measurable Results.

