

The efficiency and effectiveness of S&OP and Supply Chain planning completely predicated on the accuracy of the execution level forecast. Our **unique** value proposition regarding the bottom line improvement for a client is predicated on an improved forecast and has three interrelated tenets:

1. Overt Benefit: Foresight delivers a 25% reduction in demand planning error vs. any existing competition which generates a potential 20x return on investment based on reductions in inventory and working capital and increases in production efficiencies and customer satisfaction
2. Real Reason to Believe: Proof of concept through a diverse group of reputable clients from whom we have built our sales momentum
3. Dramatic Difference: We are the first major technological advancement in demand planning in the last 15-20 years. Our advancements (and pending patents) with Interactive Neural Computing, along with our guarantees of satisfaction, rapid (14 weeks or less) installations, and all inclusive pricing, fundamentally changes the market place.

Once the improved forecast is delivered, then the question becomes, what do you do with it in order to actually realize the benefits?

Here is a description of the supply chain tools we offer in addition to forecasting and planning.

Time-Phased Distribution Requirements Planning (DRP)

While the sales forecast tells how much to expect in sales, DRP highlights what, when, where and how much of each product is needed at each location in order to meet that forecast. These requirements are time-phased and prioritized. They can be extrapolated far into the future to plan human and material resources requirements effectively.

What makes us better?

Foresight's edge in this area is the visibility it offers. Planners can quickly display in graphic detail the specific data and assumptions behind any requirement. In the real world, things don't always go as planned. Products sell more than predicted, or less. Deliveries from suppliers are late. Production equipment breaks down. **Foresight gives people the tools to investigate and understand what is driving requirements to help them make mid-course corrections a computer might miss, and make better decisions to keep costs on target.**

Constrained Planning

Constrained planning is the process of taking requirements from the DRP process and smoothing them out to more efficiently utilize resources. For example, some companies do most of their business during the summer. They may need to build up inventories during the winter in order to have sufficient product on hand to meet their summer demand. In cases like this, constrained planning is used to generate a more feasible production or purchasing plan. Foresight provides great flexibility in handling even the most complex mix of constraining factors.

What makes us better?

While our competitors make planners enter massive amounts of control data in order to facilitate constrained planning, **Foresight derives the needed data from information already available via DRP and production scheduling.** Planners spend their time planning, not keying in endless data.

Capacity to Promise (CTP)

Foresight offers a CTP module that allows you to manage the promising of orders given capacity constraints. The constraints can be based on manufacturing, purchasing, shipping or all three.

What makes us better?

This promising capability can be executed in automatic or interactive mode. In interactive mode, a graphic interface shows you all of your orders, capacity and forecasts as well as any potential bottlenecks. You can drill-down from graphs to order details. In times of tight capacity, you can assign customer scores to determine which orders should be given priority. At the end of the promising run, the results are uploaded to your order management system.

Material Requirements Planning (MRP)

For companies that produce products with component parts, MRP breaks out requirements for those components. For example, for every bicycle planned for sale, MRP specifies one seat, two pedals, two tires, and so forth. The full integration of modules in the Foresight suite makes this information available instantly at other steps in the supply-chain process.

What makes us better?

MRP is a very simple process. The computer should not make it more complex than it is, but surprisingly, many programs do. Foresight makes MRP maintenance intuitive and fast.

Master Production Scheduling (MPS)

MPS takes the requirements for each product from DRP and assembles them into production schedules and purchasing plans for each location. As with all the Foresight modules, MPS is fully scalable and quickly adaptable to dynamic business requirements.

What makes us better?

Foresight keeps planners and schedulers focused on exceptions, where the real cost-saving opportunities exist. Rather than presenting a rigid listing of requirements with decisions already locked in, Foresight allows planners to select the time horizon, work with top priorities, or review what's changed since the last run. With a click, they can drill down to see sales history, item or customer profiles or trends, and manufacturing information.

Finite Scheduling:

Finite scheduling is the more detailed process of sequencing products on machines for production.

What makes us better?

Effective finite scheduling maximizes output given production capabilities and constraints. Because manufacturing personnel have their own priorities, any decision to interrupt an efficiently sequenced block of production to meet a customer-service priority must be supported with facts. **Foresight makes all relevant information quickly available, to ensure the best possible tradeoffs between service and cost.**

Deployment Planning

There are two sides to the replenishment process – production or purchasing, and deployment. Most companies store and ship products from multiple locations. Deployment planning provides planners with the tools necessary to effectively move products from production facilities to shipping facilities.

What makes us better?

Foresight offers unique visibility in deployment planning. Suppose DRP says you need to ship 500 units each to two different locations, but manufacturing can only deliver 700 today. Foresight lets you answer the key questions: Can I wait a day or two before making either shipment? Which location is selling closer to forecast and will need their shipment soonest? Can I supply either location from an alternate source? Do I have inventory at a different warehouse that is not selling as much as expected? Foresight can answer these questions immediately and help you make the most profitable decisions.

Freight Reporting

For many companies, freight is one of the largest controllable expenses in the order fulfillment process. Foresight offers an interactive reporting and inquiry tool that makes it easy for freight planners to identify issues and opportunities relative to freight expenditures.

What makes us better?

Freight budgets depend on a great number of variables, and systems that rely solely on historical averages can often miss the mark. **With Foresight, you can see immediately what factors affect unexpected variances in shipping cost**—rate changes, different mixes of weight or size, changes in quantities going to different locations—so you can understand the variables involved and make cost-saving decisions accordingly.

Inventory Management

Foresight's inventory management process is uniquely effective at minimizing the negative impacts of forecast error. Take the example of a company introducing two new products. Since

there is no history available for new items, sales forecasting is especially difficult. The sales force thinks they will sell 100 units of product A and 500 units of product B. The rest of the downstream processes, including DRP, MRP and MPS all plan accordingly. But suppose you then realize that sales are tracking in just the reverse of the forecast. You suddenly need to increase production of product A, decrease production of B, and adjust the plan downstream accordingly. This may sound simple enough, but many current systems make it extremely difficult. The detail required to identify this situation is buried so deep in the system that it is almost impossible to find in time to meet the actual demand.

What makes us better?

With Foresight these kinds of opportunities, and the detail required to take advantage of them, float right to the top. **Planners can respond more quickly and effectively to real market demand. Our competitors don't offer this capability at all, while with Foresight, it is one of the most frequently used screens in the suite.** One screen gives you access to every conceivable bit of information on each item—inventories, sales forecasts, shipment history, trends by customer, open orders, point-of-sale data, item specs, customer specs, production schedules, deployment plans, sourcing, lead times and DRP detail—all just a mouse-click away. This exceptional visibility ensures informed decisions and lower costs.

IPAM

IPAM is a pricing interface. You can create a pricing program and assign them to a set of one to many customers. With IPAM you can add one to many items for special pricing, there can be up to 5 levels of pricing dependent on quantity discounts. You also can adjust the back end costs based on two different item classifications. There is an approval process where one to many approvers will have to sign off before the pricing program is active. This approval process can be set by item attribute as well as company department. Each IPAM can have one to many approvers. Once the IPAM is approved the pricing is passed via nightly batch to the customer ERP system. IPAM also has the ability to renew previous IPAMs and generate pricing letters for the customer showing their pricing. This takes into account ALL active IPAMs to generate the correct price by customer as a customer may be on several IPAMs.

MPT (Market Plan Tracker)

MPT provides the ability to set goals for the fiscal year by distribution/team/sales point. You set the volume goals by item and month combination. The MPT system shows you actual numbers from current and previous year as well as points of distribution and sales days in month. You can also set the POD (Points of Distribution) goals as well showing current and previous year Actual POD.

Management and/or team can set execution goals that you can delineate by Feature, Display and Ad's. For POD and Execution you can set by any combination of Item and Item attributes.

Intelligent Agents:

Foresight supports a custom language (FES) that incorporates fundamentals of a generic structured language such as C or C++ and combines built in fuzzy-logic definitions and constructs. The result is an extremely powerful scripting language that leverages all of the data available to the Foresight system (internal and external i.e. internet subscriptions). The main purpose of FES is to write intelligent agents for Foresight clients. Foresight usually writes the agents using FES but the language is available to end-users as well. Building an intelligent agent is a three step process. First we write queries to get the information we need. Then, we write a simple FES program to execute the query and load the query results into a dialog. Finally, we wrap this whole process into an agent so that users have single click access to this new functionality.

For example, assume that you want to be able to easily check, at any time for all cases where shipments plus open orders for some product are greater than the forecast for the current month. This would indicate overselling and may require you to take action. Let's also assume that you are most interested in cases where supply is low. In other words, if you are over-selling but have plenty of supply, that is probably less of an immediate problem than if you are over-selling and supply is low.

The real power of Foresight's intelligent agents is in the way it displays the results. Fuzzy logic allows the creation of a relevance score that ensures results are ranked correctly. The first result will always be the one that is in strongest violation of the rules as defined by the agent. In the example above, we would expect to find items that are strongly over-selling with low supply at the top of the list. We can easily fine tune the fuzzy rules in our agent to adjust the relative weighting/relevance of the over-selling condition vs. the low supply condition. It is this capability that allows for truly intuitive and meaningful results. Since Foresight has detailed information about sales history, open orders, inventories, purchases, production, customers and items, POS and external information, the possibilities for intelligent agents are virtually endless.