

A yellow robotic arm is positioned on the left side of the image, reaching towards the center. In the background, there are several circular icons with various symbols inside, connected by lines, suggesting a network or process flow. The overall background is a mix of green and blue hues with a futuristic, industrial feel.

MANUFACTURING SUPPLY CHAIN

Transformation Guide

5 Steps to
OPTIMIZE RESILIENCY
*and Provide Better Service Levels
with Less Inventory*



Does your Supply Chain have the **Agility** required to **Thrive**?



Today most manufacturers face more supply chain disruptions – including raw material and labor shortages – than ever before. And after several years of extreme volatility, history is no longer the best predictor of future demand.

Manufacturing's supply chain challenges include :

- ◆ **Soaring demand volatility and channel complexity**
- ◆ **Costly misaligned inventory**
- ◆ **Risky spreadsheet-driven manual planning processes**
- ◆ **Increasing product complexity and customization**
- ◆ **Difficulty synchronizing production schedules**
- ◆ **Rising logistics and operating costs**

A Resilient Supply Chain...

Is within your reach.

How do you start
increasing
service and
boosting
profits?





Digitize and Automate

Cloud computing, artificial intelligence, and machine learning are all trends that are enabling digital business transformation. And the speed at which customers, suppliers, and markets are changing continues to accelerate.

What's the first step in transforming your supply chain? You digitize and automate processes, replacing spreadsheets and legacy systems with a highly scalable cloud-based solution that can:

- ◆ Optimize and simulate complex planning scenarios
- ◆ Plan tens of millions of parts by location at record speed
- ◆ Achieve rapid time to value in weeks



**“ Our GAINS nightly run completes in less than 60 minutes in the cloud!
And, that's with a large product portfolio of 5 million SKUs.**

**We are synchronizing demand for 40,000 customers in 140 countries
and sourcing from 500+ suppliers in 50 countries.**

We moved to the GAINS cloud in just 8 weeks. ”

Are You Ready?



“ Through 2024, 50% of supply chain organizations will invest in applications that support **artificial intelligence** and **advanced analytics** capabilities. ”

Gartner Predicts the Future of Supply Chain Technology

Gartner

SOURCE: https://www.gartner.com/smarterwithgartner/gartner-predicts-the-future-of-supply-chain-technology/?utm_content=152812992&utm_medium=social&utm_source=facebook&hss_channel=fbp-65442469905



Innovate with AI and Machine Learning

Today supply chains require agility well beyond yesterday's planning processes. Artificial Intelligence (AI) accelerates planning cycles to enable continuous planning with near real-time updates. Imagine using new demand or market signals as well as IoT data for demand and supply sensing, forecasting and replenishment - gaining more accurate visibility, and greater customer service.

With AI and machine learning you can:

- ◆ Maximize profit by optimizing inventory investments while raising service levels
- ◆ Dynamically determine profit-optimal tradeoffs for every production scenario and package-to-order option
- ◆ Reduce overtime and synchronize capacity planning

MANN+
HUMMEL

“ We accelerated factory setups by 38% and dropped over \$2.5 million to our bottom line in the first year. I was amazed at how quickly GAINS was up and running with our ERP solutions, delivering financial benefits in 8 weeks.”



Optimize Inventory



It's a never-ending challenge to determine the profit-optimal stocking strategy for each SKU by location at every level of the Bill of Materials – from raw materials and components to finished items. And seasonality, variability and new product introductions increase the complexity.

Risky spreadsheets and legacy systems simply fall short. With multi-echelon inventory optimization (MEIO) you can:

- ◆ Raise service levels and while reducing stock outs and avoiding surplus inventory
- ◆ Leverage proven ERP integrations for quick onboarding and greater visibility
- ◆ Free up time for planners and accelerate decision-making

HILLMAN™

“ With GAINS we reduced inventories and eliminated a warehouse while simultaneously increasing our turns and customer service levels. GAINS enabled us to achieve higher service levels with significantly less inventory than our ERP tool did. ”



Maximize Profits with S&OP

Is it a struggle to link business strategy with daily operations? It's time to improve visibility, accelerate collaboration and increase resiliency. GAINS provides a platform that streamlines S&OP from the executive review through scenario analysis, plan execution, and outcome measurement.

Gain control and become more strategic with a solution that can:

- ◆ Synchronize demand and supply with a comprehensive approach that considers demand plans, multi-echelon inventory optimization, replenishment, production, and distribution
- ◆ Accelerate executive decision making by calibrating risk and reward outcomes
- ◆ Boost business confidence and improve customer service



**“With GAINS enterprise-wide S&OP support,
we reduced inventories and operating costs.
We finally have capabilities for profit optimal analysis
of both short-term and long-term scenarios.”**



Increase Resilience with Continuous Planning

Success in today's fast paced world requires constant refinement of supply chain plans based on the latest market conditions. Now you can overcome volatility and uncertainty with continuous planning that adapts product flows given shifts in demand, supply, capacity, allocation or even transportation costs. You can increase agility and transform your supply chain by:

- ◆ Automating demand and supply sensing to accelerate planning
- ◆ Quickly increasing the supplier base to minimize supply shortages
- ◆ Reviewing potential disruptions and assessing risk and recovery timelines



“ The GAINS project provided one of the greatest ROI of any IT project in the history of our company. ”

Tap into **GAINS Manufacturing** Supply Chain Expertise

How can you reduce inventory and increase resiliency despite disruptions?

A leading manufacturer and distributor of medical equipment used in non-acute care settings in over 100 countries.



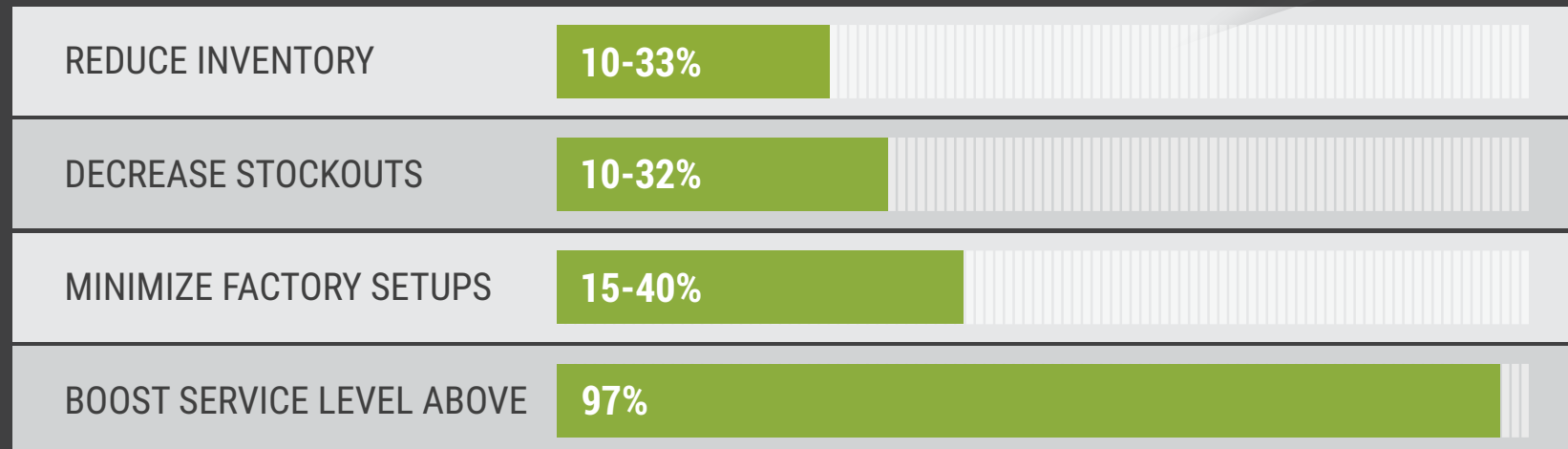
- ◆ Reduced inventory investment by **over 55%**
- ◆ Raised customer service levels **37%**
- ◆ Cut expediting costs to **near zero**
- ◆ Increased overall profit margin **8%**

See more manufacturing success stories at www.GAINSystems.com

Results of Improved Resilience

Manufacturers can boost service while overcoming poor visibility, disconnected systems, and incomplete data. GAINS helps you continuously sense demand and supply changes and optimize and execute accordingly to improve performance every day.

Proven results include:



Learn more:
www.GAINSystems.com

Ready to Boost **Resiliency** and Improve **Performance**?

From advanced analytics, AI and machine learning to inventory and production optimization, GAINS delivers greater agility, resilience, and confidence. Transform your supply chain with GAINS to benefit from:

- ◆ Rapid results, quick deployment and successful user adoption
- ◆ Continuous innovation, proven solution platform and deep manufacturing expertise
- ◆ Digital transformation that optimizes resiliency
- ◆ Service levels that delivers high customer satisfaction and impressive retention rates



LAWSON Products



Move Forward Faster

See how at www.GAINSystems.com