

VELOCITY

CONNECT + ACCELERATE + INNOVATE

25-27 March 2019 | Orlando, Florida



Make Better Decisions, Faster: Using Supply Chain Analytics to Improve Decision Making

Jennifer Carter | Director, Solutions Consulting

Daniel Bachar | Director, Analytics Pre-Sales and Marketing





About NGC



- ④ Over 35 year supporting fashion brands and retailers
- ④ Public company with supply chain focus
- ④ Offices in North America, Latin America, Europe and Asia
- ④ Industry Association Boards: AAFA, NRF, CFA, AAPN, FDRA
- ④ NGC's Advisory Board includes many industry leaders





Creating the Connected Enterprise



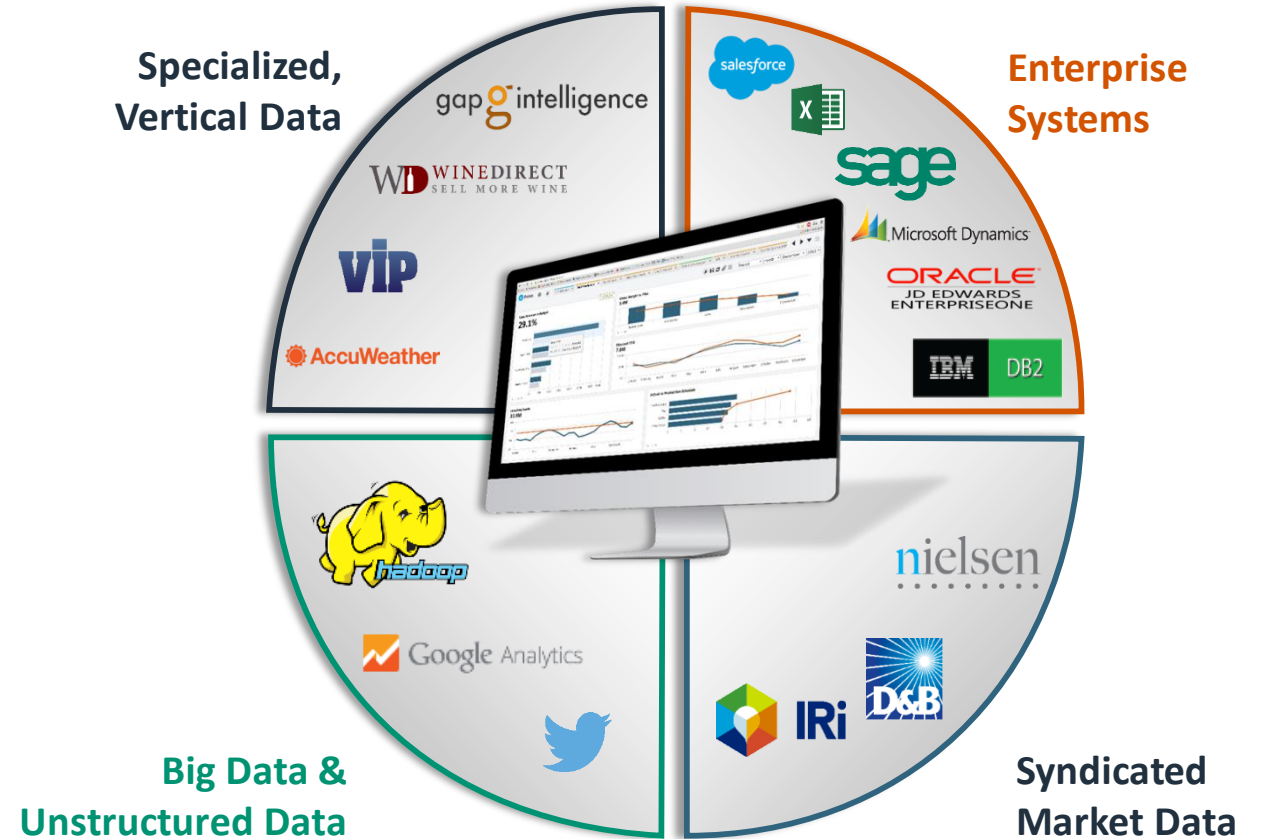
- Connect disparate systems landscape
- Synchronize global operations
- Tackle large data volumes
- Streamline Supply Chain Master Data Management
- Leverage Artificial Intelligence and Machine Learning to boost data quality and integrity
- Accelerate adoption
- Boost available talent pool productivity



Comprehensive Analytics Platform

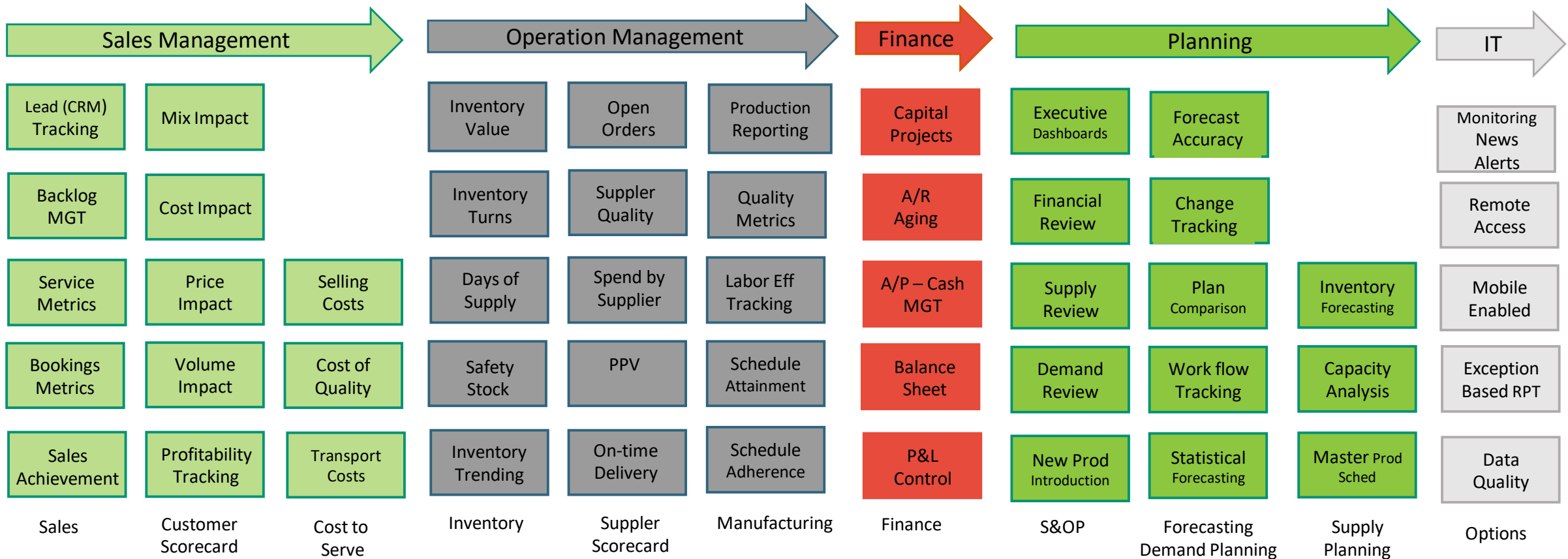
Flexibility and Analytic Power:

- 1. Supply Chain Data Automation:** Connect to, blend, store and manage data from heterogeneous applications and database source
- 2. Advanced Analytics:** Visualization, reporting and analytics for business managers
- 3. Cognitive Planning:** Modeling and Simulation, Machine Learning, Artificial Intelligence, rich data sources





How complete is your vision?





Role Based Requirements

CEO

Sales

Flash RPT
Past sales
Booking info
Backlog info
Cust Profit%
FCST to target
Mobile

Inventory

Comp to plan

S&OP

Sales FCST to plan
COGS to plan
Inventory to plan
MAPE miss costs
FCST error by cust

COO --

Sales

Flash RPT
Past sales
Booking info
Backlog info
Cust Profit%
FCST to target
Mobile

Inventory

Comp to plan
Inventory \$\$

S&OP

Sales FCST to plan
COGS to plan
Inventory to plan
MAPE miss costs
FCST error by cust

EVP Sales

Sales

Flash RPT
Past sales
Booking info
Backlog info
Cust Profit%
FCST to target
Sales Person perform

S&OP

Sales FCST to plan
COGS to plan
Inventory to plan
MAPE miss costs
FCST error by cust

Planning

Sales

Sales
BackLog Info
Service Del
Fcst tp target
Mobile

Inventory

Comp to plan
Inventory \$\$
Inventory to plan
Excess & OBS
Safety stock

S&OP

Sales FCST to plan
COGS to plan
New Product Intro
MAPE miss costs
FCST error by cust

CFO

Sales

Flash RPT
Sales
Booking info
Backlog info
Cust Profit%
FCST to target

Inventory

Comp to plan
Inventory \$\$\$
Excess & Ops

Financials

P&L
Balance Sheet
A/P information
A/R Information
Capital project

S&OP

Sales FCST to plan
COGS to plan
Inventory to plan
MAPE miss costs
FCST error by cust

IT

Technical

Project processing
monitoring
Mobile
Halo Monitoring
Schedule Reporting
Data Governance
Data Cleansing

Procurement

Spend by Supplier
Purchase Price Variance
ON-time Delivery
Supplier quality
Open Purchase order
Schedules
Open liabilities

Manufacturing

Schedule Attainment
Schedule Adherence
Daily production trends
Production Quality
Product Costs
Operational Efficiencies

FP&L

Sales
Cust Profitability
Margin %
Daily production rates
Product Costs
Inventory Value

Accounts Payable

Processed Vouchers
Vendors by payment terms
Vouchers by account code
Spend by supplier
Open Vouchers

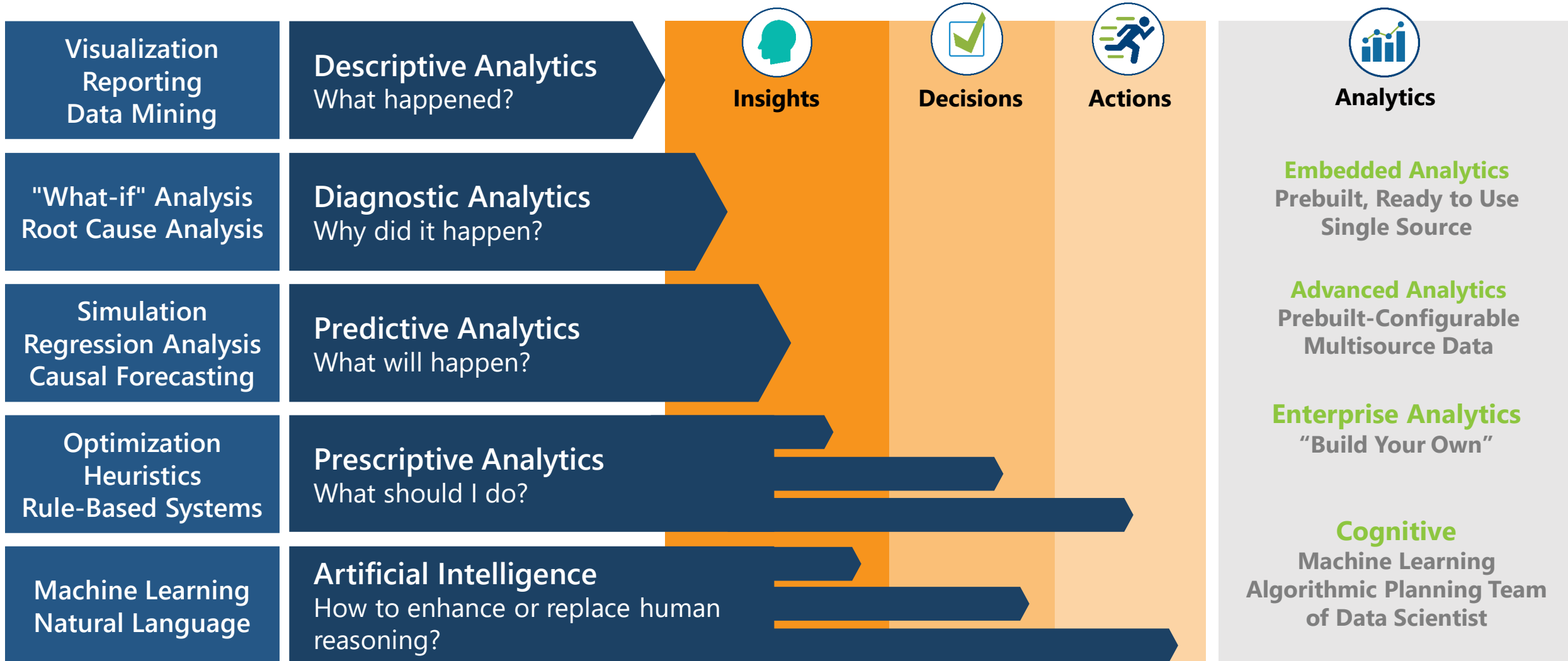
Accts Receivables

Open A/R Aging
Credit limits by customer
Open credits by customer
DSO processing





Analytics Continuum

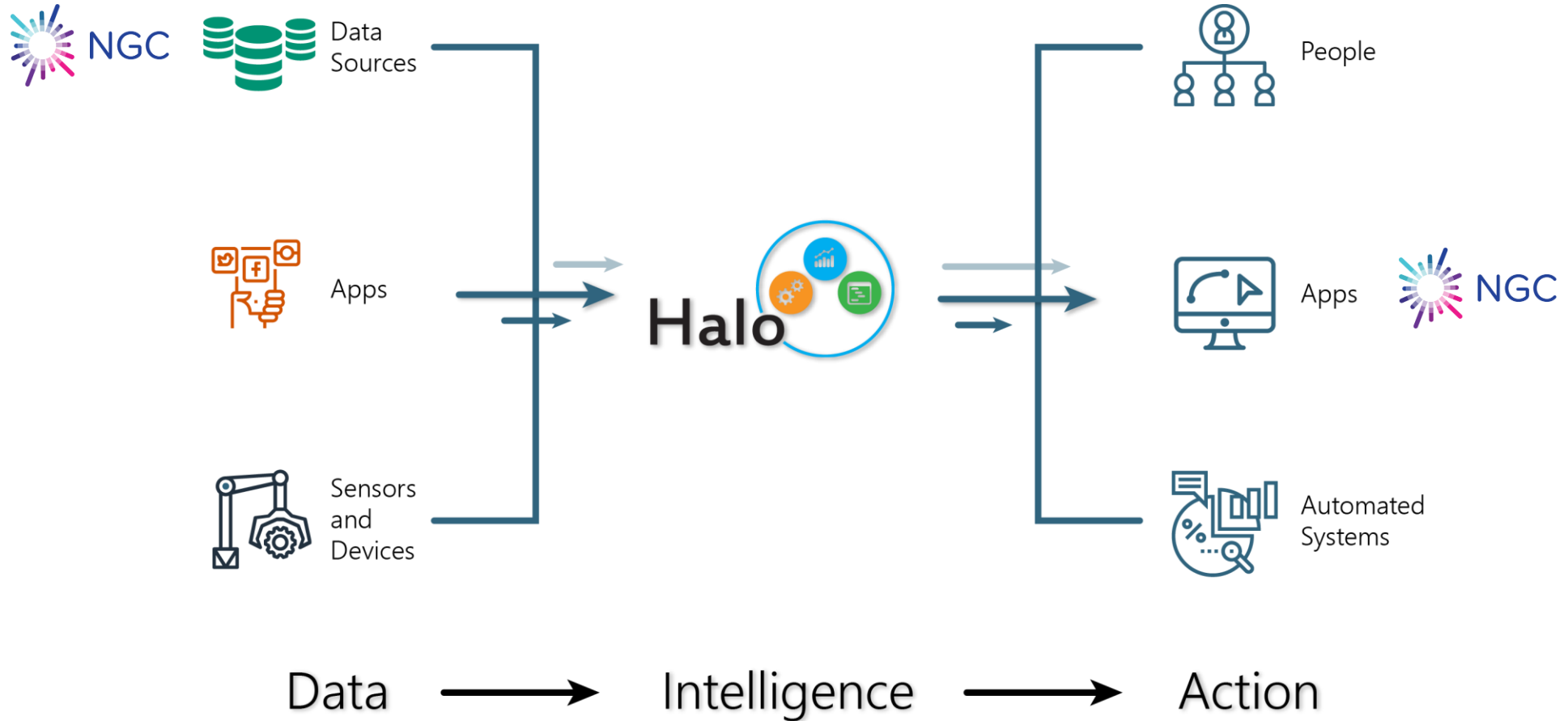


Source: Gartner 2018





How it Works





Scheduled and Alert Based Reports

Administrators can select options such as:

- File format of PDF or Excel
- How often the report should run
- Time of day including time zones for international support
- Customized email messaging including values for recipient name, reporting members and a link to the Halo dashboard

Create Scheduled Report

Report Setting

Name: *

View: North America > Solutions Gallery > Customer Profitability > Customer Scorecard

User: *

Attach As:

Schedule

Recurrence: Daily Weekly Monthly Upon data refresh *

Execute On: (UTC-08:00) Baja California *

End On: No End Date *

Email

Email ?

Hi {Name}

YOUR CUSTOM MESSAGE HERE

{Member}

{TimePeriod}

{ConditionsData}

{ViewUrl}

Embed Report In

Email Body

Recipients: You don't have any recipient list. *

[Create new recipient list](#) | [Pick from existing lists](#)

Enable





Scheduled and Alert Based Reports

Alerting can be setup by adding Conditions:

- The reports will only be generated and distributed when the condition is met
- Multiple conditions can be combined with And or Or
- Useful for generating alerts to users or departments
- Can be viewed on mobile devices
- Encourages pro-active Exception Management

Manage Conditions

Match conditions

Field	Operation	Value		
Total				
Type	<input type="text" value="Actuals"/>			
Measure	<input type="text" value="Discount %"/>	<input type="text" value=">"/>	<input type="text" value="20"/>	<input type="button" value="Save"/> <input type="button" value="Delete"/>
Total				
Type	<input type="text" value="Actuals"/>			
Measure	<input type="text" value="Quantity"/>	<input type="text" value=">"/>	<input type="text" value="10"/>	<input type="button" value="Save"/> <input type="button" value="Delete"/>

Added successfully

Add New Condition

Field	Operation	Value	
Source	<input type="text" value="Load from cube"/>	<input type="text" value="?"/>	
Total	<input type="radio"/> Yes <input type="radio"/> No		
Type	<input type="text" value="-- Select --"/>		
Measure	<input type="text" value="-- Select --"/>	<input type="text" value="- Select -"/>	<input type="button" value="Add"/>





Scheduled and Alert Based Reports

- ✓ Distribute reports on a scheduled basis
- ✓ Get notified when a condition has been triggered
- ✓ Take immediate action

Halo Reporting

Supply Chain Team,

The following data triggered this alert:

Service Cost Over/Under for any member in Parent Com

Parent Company	Service Cost Over/Under
Jones David	30%
Green & French	26%
Kiwi Imports	18%
Electroland	16%
Home Electrical	16%
Independent	15%
Edwards & Co	13%
Whiteware King	12%
Delectronix	11%


[VIEW IN DASHBOARD](#)

AT&T 2:22 PM 72%

[Back](#)

From: Halo Reporting > To: Bob Johnson > Hide HR

Halo Alert
Today at 2:21 PM

Hi Bob,  The following data triggered this alert:
Stock on Hand for any member in Product is < 50

Product	Stock on hand
Superstove B3	42
Foster Woodchipper	41
Easidry 100	29
Superstove Rangehood	28
BBQ Master 3500	23
Igloo 3000 Freezer	19

[View in dashboard](#)

📧 📁 🗑️ ↶ ✎





Easily export to a nicely formatted PDF report or a flexible Excel worksheet



Customer Scorecard | Period: December 2017

Cube Customer Profitability Processed: Wednesday, February 22, 2017 8:11:32 PM (UTC) Coordinated Universal Time

Company Parent Company(1/2)	YoY Units	YTD Sales	YTD Sales Variance	YTD Sales Variance %	Price Change %	Volume Change	Cost to Serve	Service Cost Over/Under	Mix Impact	Margin%
Independent	283	\$3,062,730	\$557,268	22.24%	6.40%	\$84	\$9,344	15%	\$93	42.15
Home Electrical	288	\$2,690,669	\$525,998	24.30%	6.72%	\$83	\$9,495	16%	\$95	37.96
Appliance World	173	\$2,562,394	\$368,308	16.79%	6.47%	\$79	\$5,711	10%	\$57	40.46
BB Adams	30	\$1,109,224	\$98,124	9.70%	6.29%	\$68	\$993	3%	\$10	42.26
Whiteware King	97	\$1,153,205	\$185,010	19.11%	6.13%	\$75	\$3,205	12%	\$32	39.67
Jones David	187	\$1,117,193	\$312,716	38.87%	7.00%	\$90	\$6,168	30%	\$62	44.71
Green & French	154	\$985,762	\$221,155	28.92%	2.31%	\$30	\$5,097	26%	\$51	41.89
Kiwi Imports	109	\$1,363,648	\$270,918	24.79%	5.90%	\$106	\$3,586	18%	\$36	51.58
Better Deals	36	\$634,396	\$59,829	10.41%	4.75%	\$41	\$1,174	5%	\$12	38.36
Cameron's	42	\$858,336	\$96,077	12.60%	5.54%	\$67	\$1,390	7%	\$14	40.64
Delectronix	64	\$832,740	\$130,238	18.54%	6.61%	\$82	\$2,101	11%	\$21	37.35
Edwards & Co	70	\$861,291	\$139,696	19.36%	5.90%	\$77	\$2,307	13%	\$23	44.07
Electroland	58	\$573,145	\$109,519	23.62%	6.56%	\$83	\$1,925	16%	\$19	39.25
Homemakers	33	\$494,343	\$67,678	15.86%	5.45%	\$69	\$1,092	10%	\$11	43.54
Bettabuys	14	\$195,099	\$10,116	5.47%	-0.23%	-\$2	\$447	6%	\$4	38.89
All	1,637	\$18,494,175	\$3,152,651	20.55%	6.43%	\$80	\$54,034	13%	\$540	41.58

Customer Scorecard 19219 - Excel

File Home Insert Page Layout Formulas Data Review View ACROBAT Tell me what you want to do

Clipboard Font Alignment Number Styles

Normal Bad Good Neutral Check Cell Explanatory... Input Linked Cell

I41

Period: December 2017

Cube Customer Profitability Processed: Wednesday, February 22, 2017 8:11:32 PM (UTC) Coordinated Universal Time

Company Parent Company(1/2)	YoY Units	YTD Sales	YTD Sales Variance	YTD Sales Variance %	Price Change %	Volume Change	Cost to Serve	Service Cost Over/Under	Mix Impact	Margin%
Independent	283	\$3,062,730	\$557,268	22.24%	6.40%	\$84	\$9,344	15%	\$93	42.15
Home Electrical	288	\$2,690,669	\$525,998	24.30%	6.72%	\$83	\$9,495	16%	\$95	37.96
Appliance World	173	\$2,562,394	\$368,308	16.79%	6.47%	\$79	\$5,711	10%	\$57	40.46
BB Adams	30	\$1,109,224	\$98,124	9.70%	6.29%	\$68	\$993	3%	\$10	42.26
Whiteware King	97	\$1,153,205	\$185,010	19.11%	6.13%	\$75	\$3,205	12%	\$32	39.67
Jones David	187	\$1,117,193	\$312,716	38.87%	7.00%	\$90	\$6,168	30%	\$62	44.71
Green & French	154	\$985,762	\$221,155	28.92%	2.31%	\$30	\$5,097	26%	\$51	41.89
Kiwi Imports	109	\$1,363,648	\$270,918	24.79%	5.90%	\$106	\$3,586	18%	\$36	51.58
Better Deals	36	\$634,396	\$59,829	10.41%	4.75%	\$41	\$1,174	5%	\$12	38.36
Cameron's	42	\$858,336	\$96,077	12.60%	5.54%	\$67	\$1,390	7%	\$14	40.64
Delectronix	64	\$832,740	\$130,238	18.54%	6.61%	\$82	\$2,101	11%	\$21	37.35
Edwards & Co	70	\$861,291	\$139,696	19.36%	5.90%	\$77	\$2,307	13%	\$23	44.07
Electroland	58	\$573,145	\$109,519	23.62%	6.56%	\$83	\$1,925	16%	\$19	39.25
Homemakers	33	\$494,343	\$67,678	15.86%	5.45%	\$69	\$1,092	10%	\$11	43.54
Bettabuys	14	\$195,099	\$10,116	5.47%	-0.23%	-\$2	\$447	6%	\$4	38.89
All	1,637	\$18,494,175	\$3,152,651	20.55%	6.43%	\$80	\$54,034	13%	\$540	41.58





See it in Action!



Product Testing Status

Hello DANIEL, Welcome to SALES

Logout

- Home
- PLM
- My Work
- Compliance
- Sourcing
- Production
- Logistics
- Admin
- On-Line Help
- Dashboards
- KPI's

Home » KPI's

Help »

- Test Request. General
- Test Request. Value Comparison
- Calendar
- Samples by Status
- Styles
- Quality-Detail
- Vendors

Period: March 2018

Test Group

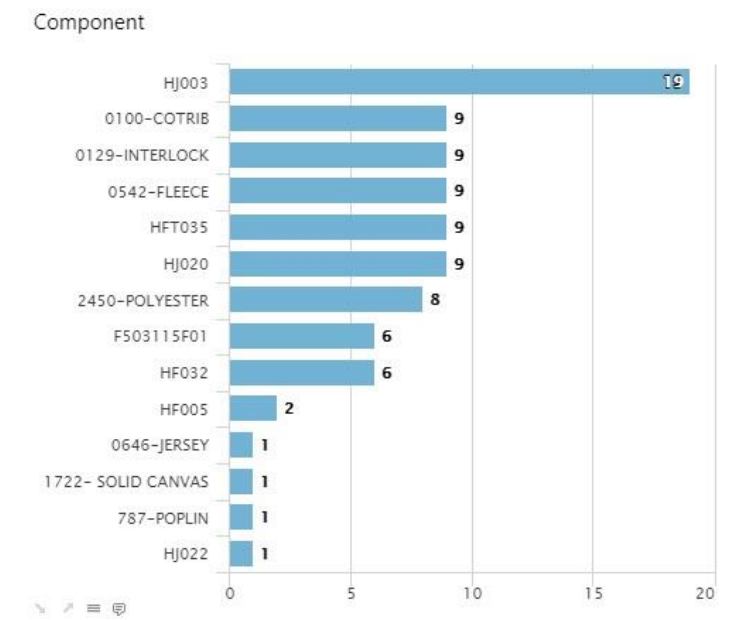
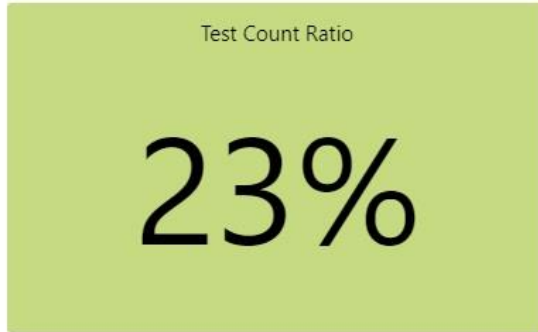
- BIOLOGICAL
- CHEMICAL
- CHILDRENS SAFETY
- COLORFASTNESS
- PHYSICAL_RECOVERY
- PHYSICAL_STABILITY
- PHYSICAL_STRENGTH
- All

1 - 8 of 8

Factory

- EUROLINK
- YOUNGER
- SONDRIO
- NALPAC
- KAHATEX
- All

1 - 5 of 5



Test Code	February	March	TestCount Var. March	February	March	Test Fail Var. March	February	March	Test Passed Var. March
	TestCount	TestCount		TestFailed	TestFailed		TestPassed	TestPassed	
TRACKING LABEL (ADULT)	1	4	3	0	0	0	1	4	3
PILLING - BRUSH	1		-1	0		0	1		-1
WOVEN STRETCH RECOVERY	4	1	-3	0	1	1	4	0	-4
KNIT STRETCH RECOVERY	3	7	4	1	0	-1	2	7	5
TEAR STRENGTH	6	3	-3	0	0	0	6	3	-3
TENSILE STRENGTH	6	3	-3	0	1	1	6	2	-4
PH OF FABRIC	7	8	1	0	0	0	7	8	1
DRY CROCKING	3	6	3	1	2	1	2	4	2
COLORFASTNESS TO LAUNDERING	3	6	3	0	2	2	3	4	1
ANTI FUNGAL ACTIVITY	4	2	-2	0	0	0	4	2	-2
FIBER ANALYSIS QUALITATIVE	1		-1	0		0	1		-1
COLORFASTNESS TO LIGHT	3	6	3	0	0	0	3	6	3
PERSPIRATION - STAINING	4	7	3	0	0	0	4	7	3
PERSPIRATION - SHADE	4	7	3	0	0	0	3	7	4
DIMENSIONAL STABILITY	4	7	3	0	0	0	4	7	3
All	67	90	23	6	10	4	60	80	20

1 - 20 of 22



Product Testing Performance

Hello DANIEL, Welcome to SALES

Logout

- Home
- PLM
- My Work
- Compliance
- Sourcing
- Production
- Logistics
- Admin
- On-Line Help
- Dashboards
- KPI's

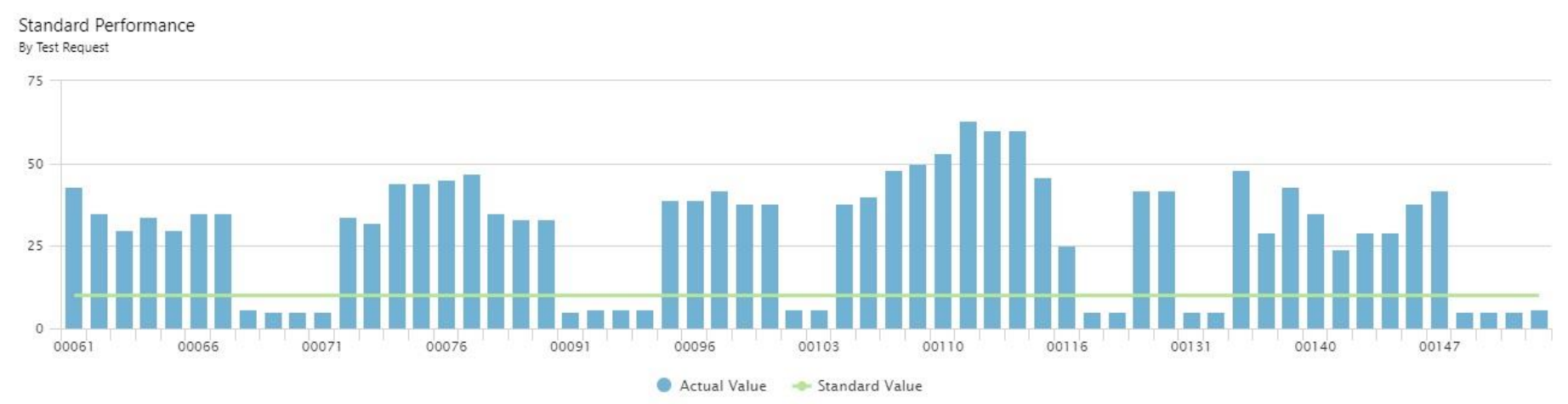
Home » KPI's

Help »

- Test Request. General
- Test Request. Value Comparison
- Calendar
- Samples by Status
- Styles
- Quality-Detail
- Vendors

January 2017 - June 2018

- Component
- 0542-FLEECE
 - 1450-DNM
 - 0100-COTRIB
 - 433-CHW
 - All
- Lab
- BV-SHG
 - BV-HK
 - IN-HK
 - All
- Test
- TRACKING LABEL (ADULT)
 - PILLING - BRUSH
 - WOVEN STRETCH RECOVERY
 - KNIT STRETCH RECOVERY
 - TEAR STRENGTH
 - TENSILE STRENGTH
 - PH OF FABRIC
 - DRY CROCKING
 - COLORFASTNESS TO LAUNDERING
 - All



Test Count Overview

By Supplier

	2018 January	2018 February	2018 March	2018 April	2018 May	2018 June	Total YTD
China	51	58	63	209	112	227	720
• EUROLINK		11	4	75	37	102	229
• KAHATEX	14	9	6	42	32	24	127
• NALPAC	27		37	1	4	15	84
• SONDRIO	10	38	16	91	39	86	280
Vietnam		9	27	83	108	28	255
• YOUNGER		9	27	83	108	28	255
All	51	67	90	292	220	255	975



Calendar Status

Hello DANIEL, Welcome to SALES

Logout

- Home
- PLM
- My Work
- Compliance
- Sourcing
- Production
- Logistics
- Admin
- On-Line Help
- Dashboards
- KPI's



Home » KPI's

Help »

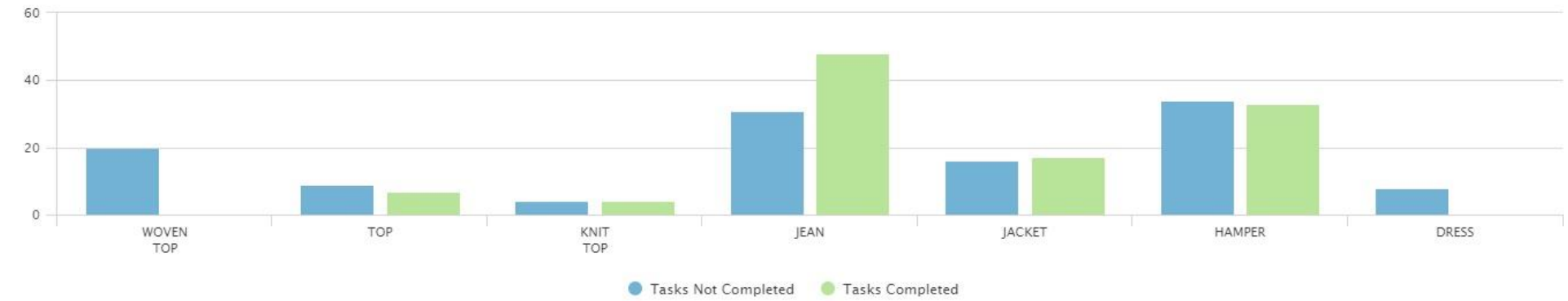
- Test Request. General
- Test Request. Value Comparison
- Calendar
- Samples by Status
- Styles
- Quality-Detail
- Vendors

July 2016 - June 2018

- Responsible
- DESIGNER
 - VENDOR
 - STEFANIE
 - SOURCING
 - TECH DESIGNER
 - IMAN
 - MADV
 - All
- 1 - 7 of 7

- Division
- LAUNDRY
 - WOMENS
 - JUSTFAB
 - MENS
 - 4-SBU4

Tasks by Product Category
 109.00 Completed ▲



Tasks	Task Completed	Task Not Completed
By Code		
CONCEPT	26	3
APPRV BOM	19	10
APPRV COSTSHEET	14	14
SUBMIT FABRIC	14	5
APPRV FABRIC	13	6
PROTO APPROVAL	8	2
SUBMIT FIT SAMPLE	6	13
APPRV FIT	4	11
APPRV FOR PROD	2	12
PP SAMPLES IN HOUSE	2	8
All	109	122

All 1 - 5 of 5

All 1 - 18 of 18



Sample Status

Hello DANIEL, Welcome to SALES

[Logout](#)

- [Home](#)
- [PLM](#)
- [My Work](#)
- [Compliance](#)
- [Sourcing](#)
- [Production](#)
- [Logistics](#)
- [Admin](#)
- [On-Line Help](#)
- [Dashboards](#)
- [KPI's](#)



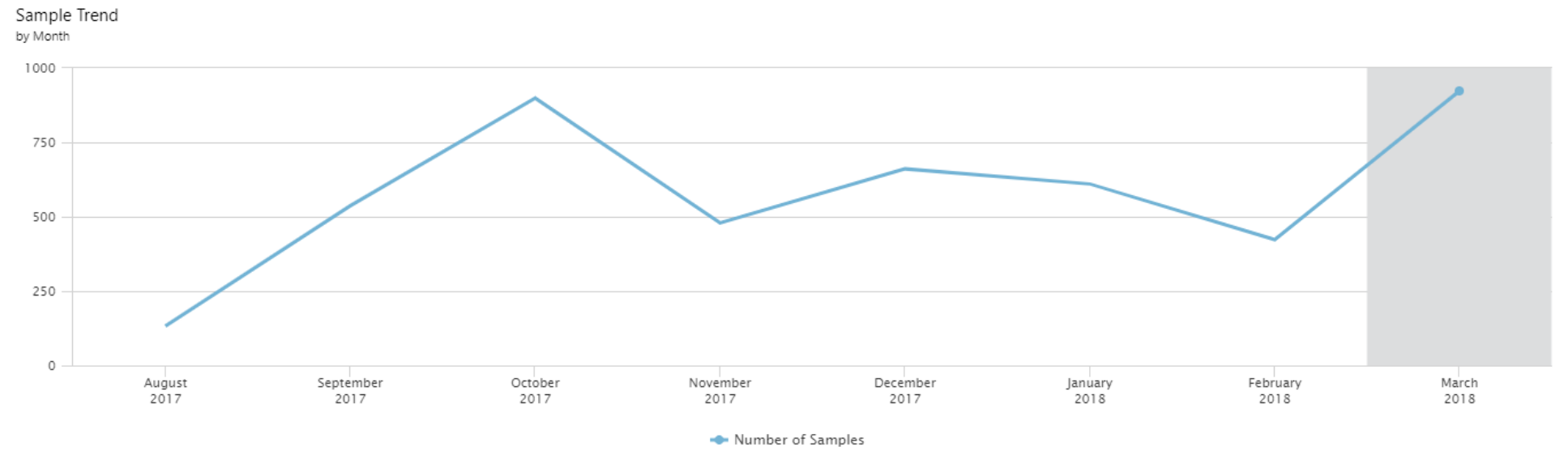
Home » KPI's

[Help](#) »

- [Test Request. General](#)
- [Test Request. Value Comparison](#)
- [Calendar](#)
- [Samples by Status](#)
- [Styles](#)
- [Quality-Detail](#)
- [Vendors](#)

Period: March 2018 >

- Gender**
- MENS
 - WOMENS
- All**
- 1 - 2 of 2
- Silhouette**
- CROPPED TEE
 - BIKINI
 - BODYSUIT
 - BOXER
 - BOXER BRIEF
 - BRA
 - BRALETTE
 - BRIEF
 - CAMI CROP
 - CAMISOLE
 - CROP TOP
 - FRENCH CUT
 - GIRL SHORT
 - HI CUT
 - HIGH WAISTED BRIEF
 - HIP BRIEF
 - UNBUNDLED
- All**
- 1 - 20 of 3



Season Status

	FALL 2018	FALL 2019	SPRING 2019
Approved	88		
Approved with Corrections	29		1
Cancelled			45
Received	21		
Rejected with Resubmit	3	4	21
Requested	184	2	525
All	325	6	592

1 - 6 of 6

Country Status

	Vietnam	Thailand	Sri Lanka	India	Hong Kong	China	Cambodia	Bangladesh
Approved	8	2	5	10		34	7	22
Approved with Corrections	2	1		5	1	4	2	15
Cancelled						45		
Received				1		19		1
Rejected with Resubmit		1		1		4		22
Requested		64		35	10	432	27	143
All	10	68	5	52	11	538	36	203

1 - 6 of 6



Style Status

Hello DANIEL, Welcome to SALES

Logout

- Home
- PLM
- My Work
- Compliance
- Sourcing
- Production
- Logistics
- Admin
- On-Line Help
- Dashboards
- KPI's



Home » KPI's

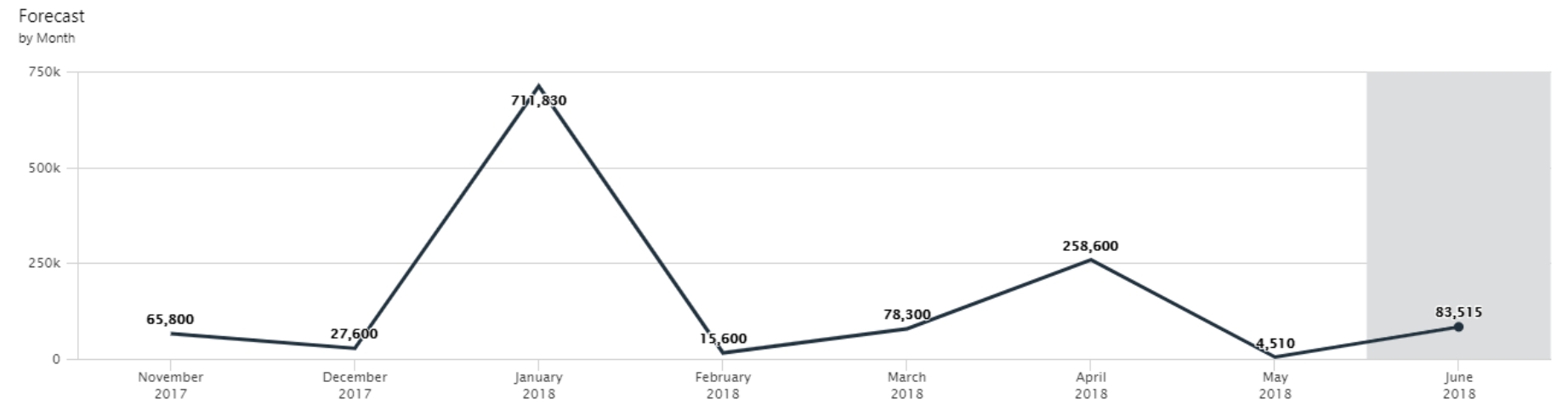
Help »

- Test Request. General
- Test Request. Value Comparison
- Calendar
- Samples by Status
- Styles**
- Quality-Detail
- Vendors

November 2017 - June 2018

- Designer
- CANDICE MOORE
 - HELENE GLADSTONE
 - DANI FRANK
 - JENNY LAM
 - CAROLINE
 - LARA SIMPSON
 - OLGA NAPOHAKU
 - CAROLINE JONES
 - All
- 1 - 10 of 10

- Sourcing Manager
- MORGAN EPPERSON
 - LOGAN SCOTT
 - STEFANIE SMITH
 - CHRISTINA BRAN
 - JENNIFER
 - MADISON KNIGHT
 - TODD LAMENCY
 - HARRY CHIEA
 - SUSAN ADKINS
 - HEATHER WRIGHT
 - YOLANDA FRIEDMAN
 - KEVIN LERNNER
 - SAMANTHA MILLER
 - All
- 1 - 14 of 14



Season	Forecast Units	Total Cost	Total Price	Total MSRP
SP18	525,400	\$1,974,975	\$3,792,725	\$7,970,946
FALL	371,815	\$5,066,894	\$9,681,805	\$19,524,606
SPRING	137,800	\$1,169,700	\$2,393,120	\$5,319,300
SP17	96,400	\$0	\$1,799,075	\$3,945,836
FEB20	41,500	\$185,225	\$696,725	\$0
SP19	33,500	\$442,800	\$958,800	\$0
PERF WIN 17 CAT	15,000	\$134,250	\$282,750	\$599,250
SUMMER	10,800	\$224,100	\$459,216	\$971,892
HOLIDAY	9,030	\$195,300	\$378,600	\$798,000
SP22	4,510	\$6,338	\$22,238	\$0
All	1,245,755	\$9,399,581	\$20,465,053	\$39,129,830

1 - 10 of 10

Style	Forecast Units	Total Cost	Total Price	Total MSRP
JT8313WM	34,800	\$149,640	\$269,700	\$556,452
JT8313WMJDY7070	34,800	\$149,640	\$269,700	\$556,452
JT8313WMJRS458	34,800	\$149,640	\$269,700	\$556,452
JT8313WMJRSI250	34,800	\$149,640	\$269,700	\$556,452
JT8313WMJRSU785	34,800	\$149,640	\$269,700	\$556,452
8245	26,400	\$165,000	\$316,800	\$659,736
4J00303	21,600	\$48,600	\$86,400	\$172,584
4Y01589	21,600	\$48,600	\$86,400	\$172,584
5A05301	21,600	\$48,600	\$86,400	\$172,584
5D01893	21,600	\$48,600	\$86,400	\$172,584
All	1,245,755	\$9,399,581	\$20,465,053	\$39,129,830

1 - 20 of 134



Quality Defect Analysis

Hello DANIEL, Welcome to SALES

Logout

- Home
- PLM
- My Work
- Compliance
- Sourcing
- Production
- Logistics
- Admin
- On-Line Help
- Dashboards
- KPI's

Home » KPI's

Help »

- Test Request. General
- Test Request. Value Comparison
- Calendar
- Samples by Status
- Styles
- Quality-Detail**
- Vendors

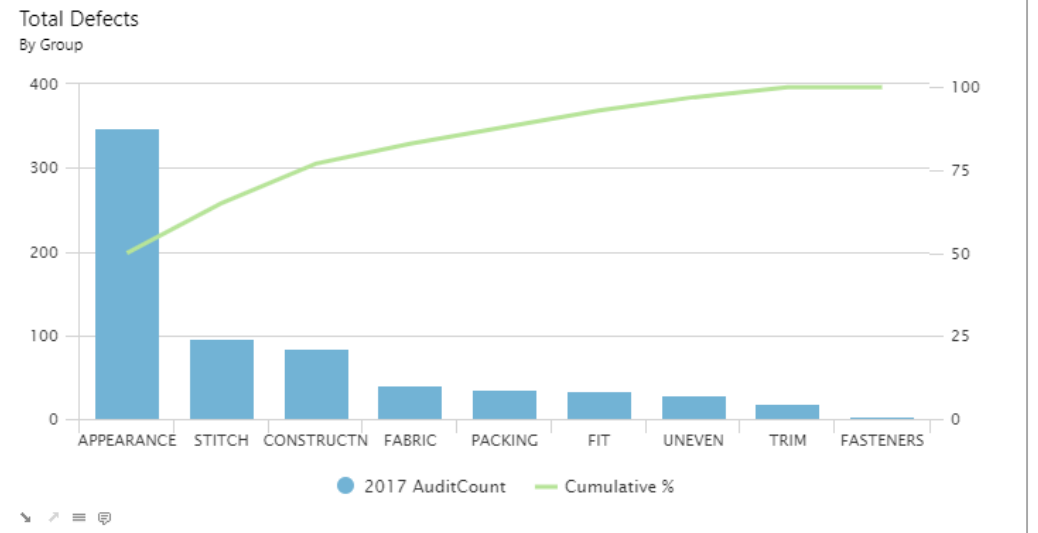
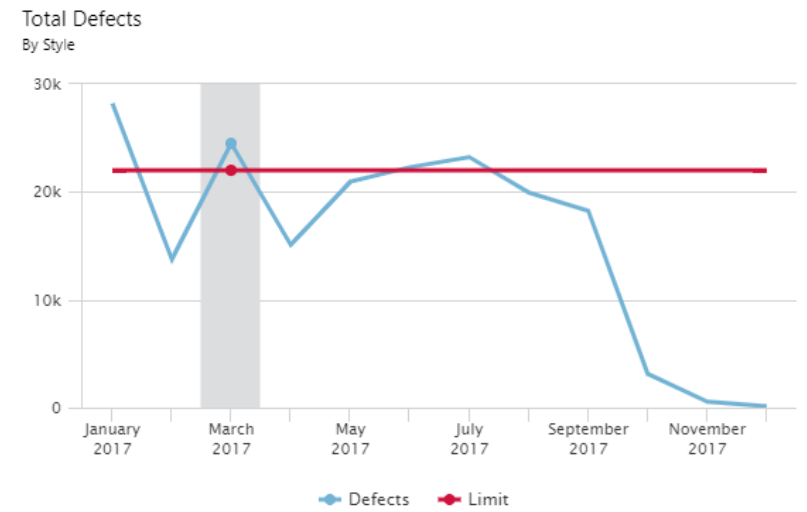
Period: March 2017

- Defect Group
- APPEARANCE
 - STITCH
 - CONSTRUCTN
 - FABRIC
 - PACKING
 - FIT
 - UNEVEN
 - TRIM
 - FASTENERS

All 1 - 9 of 9

- Auditor
- CAROLINA
 - GLAFA
 - ANALOURDES
 - KAREN
 - MARI
 - ROSA
 - YOLANDA
 - GLORIA
 - SAM MEDRANO

All 1 - 10 of 13



Quality Overview

By Country	AuditCount	CriticalQuantity	Defects	MajorQuantity	MinorQuantity
China	274	0	9,664	3,085	6,579
United States	141	0	7,342	624	6,718
Vietnam	131	0	2,094	291	1,803
N/A	98	0	3,264	1,232	2,032
Hong Kong	35	0	1,986	446	1,540
India	9	0	143	140	3
All	688	0	24,493	5,818	18,675



Vendor Analysis

Hello DANIEL, Welcome to SALES

[Logout](#)

- [Home](#)
- [PLM](#)
- [My Work](#)
- [Compliance](#)
- [Sourcing](#)
- [Production](#)
- [Logistics](#)
- [Admin](#)
- [On-Line Help](#)
- [Dashboards](#)
- [KPI's](#)



Home » KPI's

[Help](#) »

- [Test Request. General](#)
- [Test Request. Value Comparison](#)
- [Calendar](#)
- [Samples by Status](#)
- [Styles](#)
- [Quality-Detail](#)
- [Vendors](#)

October 2016 - September 2018

Country

- ▶ CN
- ▶ MX
- ▶ GT
- ▶ HK
- ▶ VN

All

1 - 5 of 5

Category

- ▶ FABRIC SUPPLIER
 - KAHATEX
 - HUFANG
 - WEQUOI
 - TM
 - LU THAI
 - 50 PLUS
 - CRYSTLWVN
- ▶ SEWING FACTORY
- ▶ YARN SUPPLIER

Shipping Overview

Country	by Factory	YTD Shipped Units	LY Shipped Units	Var.% YoY	Open Orders Units	YTD Shipped Yards	LY Shipped Yards	Var.% YoY	Open Orders Yards	YTD Shipped	LY Shipped	Var.% YoY	Open Orders
CN	CORTEZ	312,667.00	245,558.00	27%	89,000.00	0.00	0.00	0%	0.00	\$1,200,446	\$890,093	35%	\$400,200
MX	TAL	193,228.00	132,448.00	46%	64,200.00	0.00	0.00	0%	0.00	\$804,338	\$532,339	51%	\$299,433
GT	EUROLINK	122,439.00	100,423.00	22%	57,800.00	0.00	0.00	0%	0.00	\$678,900	\$524,388	29%	\$345,000
HK	COUNSA	100,903.00	68,932.00	46%	22,890.00	0.00	0.00	0%	0.00	\$423,440	\$290,883	46%	\$90,400
VN	GLDFLWR	67,800.00	44,305.00	53%	12,388.00	0.00	0.00	0%	0.00	\$244,589	\$154,899	58%	\$42,200
	DERUN	35,407.00	22,355.00	58%	18,000.00	0.00	0.00	0%	0.00	\$245,633	\$178,322	38%	\$142,300
	CRYSTLWVN	0.00	0.00	0%	0.00	166,899.00	110,233.00	51%	12,000.00	\$425,143	\$348,369	22%	\$42,500
	FABIND	0.00	0.00	0%	0.00	277,455.00	194,500.00	43%	64,900.00	\$1,323,520	\$886,923	49%	\$324,580
	FENG SHERN	0.00	0.00	0%	0.00	20,880.00	12,528.00	67%	10,500.00	\$400,835	\$254,318	58%	\$190,500
	HANGGANG	0.00	0.00	0%	0.00	132,119.00	100,907.00	31%	47,800.00	\$525,472	\$467,254	12%	\$265,900
	JIANGYIN	0.00	0.00	0%	0.00	154,375.00	100,835.00	53%	29,500.00	\$975,567	\$629,920	55%	\$243,228
	NALPAC	0.00	0.00	0%	0.00	25,755.00	18,905.00	36%	10,225.00	\$275,880	\$212,567	30%	\$112,425
	SONDRIO	0.00	0.00	0%	0.00	325,740.00	297,655.00	9%	80,900.00	\$1,498,247	\$1,288,130	16%	\$380,900
	TM	0.00	0.00	0%	0.00	68,904.00	72,446.00	-5%	21,000.00	\$234,258	\$284,105	-18%	\$110,800
	YOUNGER	0.00	0.00	0%	0.00	75,442.00	64,339.00	17%	37,000.00	\$480,148	\$299,859	60%	\$210,000

All

1 - 10 of 1

All		832,444.00	614,021.00	36%	264,278.00	1,247,569.00	972,348.00	28%	313,825.00	\$9,736,416	\$7,242,369	34%	\$3,200,366
------------	--	------------	------------	-----	------------	--------------	------------	-----	------------	-------------	-------------	-----	-------------

1 - 10 of 1

1 - 15 of 15



Alerts

Exceptions System Notifications

System Notifications Selected - 6

<input type="checkbox"/>	Notification Category	Exception	Item	Notification On
<input type="checkbox"/>		System Information	File successfully uploaded	08/06/2018 01:54:02 PM
<input type="checkbox"/>		System Information	File successfully uploaded	08/06/2018 11:34:23 AM
<input type="checkbox"/>		System Error	Unable to delete file(s)	08/06/2018 11:02:36 AM
<input type="checkbox"/>		System Error	Unable to delete file(s)	08/06/2018 11:02:36 AM
<input type="checkbox"/>		System Information	Compliance Form: FACTORY EVAL is assigned to Factory: DERUN	07/17/2018 11:18:15 AM
<input type="checkbox"/>		System Warning	Bulk Update - There were errors but at least 1 was successful	07/12/2018 05:06:16 PM

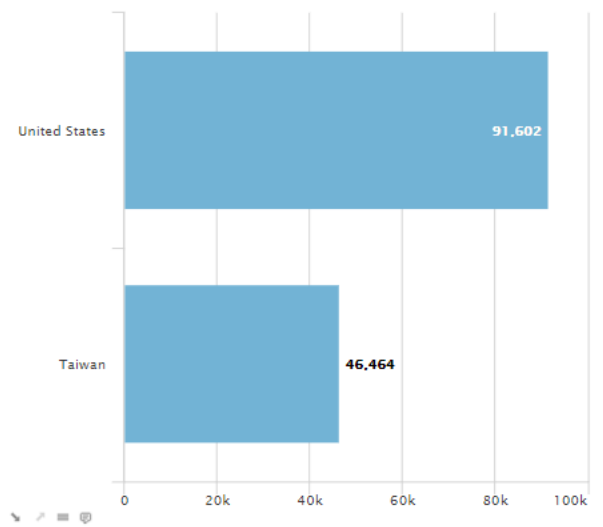
Communication Selected - 5

<input type="checkbox"/>	Link	Notification Category	Exception	Item	Notification On	Condition Still Valid
<input type="checkbox"/>			Comments to a Collaboration	HINGMAN added a comment to NEW ROUTING GUIDE	07/17/2018 06:23:57 PM	Yes
<input type="checkbox"/>			Comments to a Collaboration	DERUN added a comment to NEW ROUTING GUIDE	07/17/2018 06:23:56 PM	Yes
<input type="checkbox"/>			Comments to a Collaboration	FULLCHARM added a comment to NEW ROUTING GUIDE	07/17/2018 06:23:56 PM	Yes
<input type="checkbox"/>			Comments to a Collaboration	CLOVER added a comment to NEW ROUTING GUIDE	07/17/2018 06:23:56 PM	Yes
<input type="checkbox"/>			Comments to a Collaboration	CLOVER added a comment to NEW ROUTING GUIDE	07/11/2018 06:23:54 PM	Yes



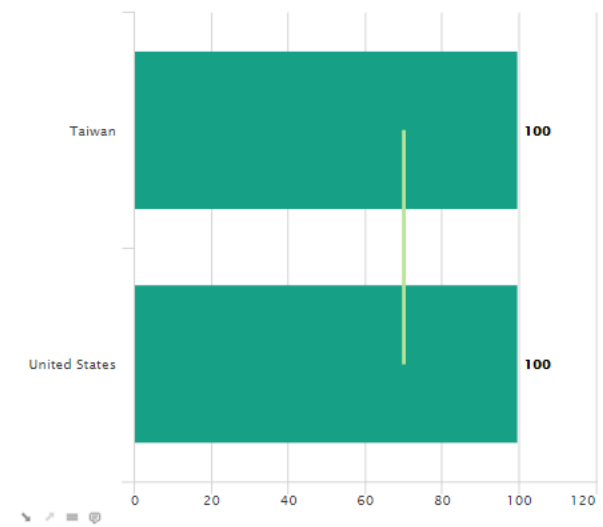
Suppliers by Location

Spend \$138k



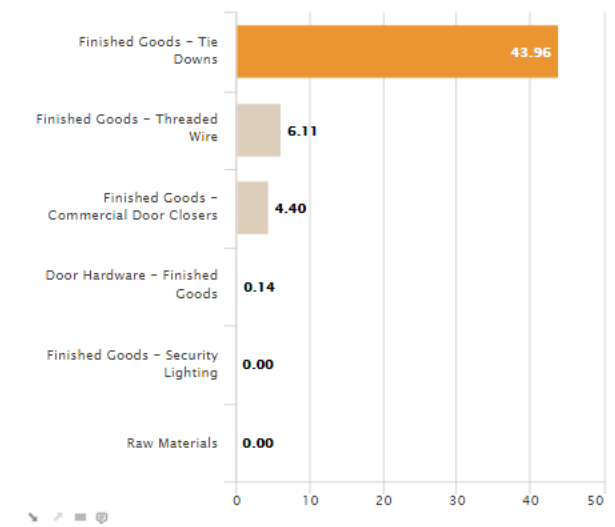
Avg. On-Time Delivery

OTD 100%



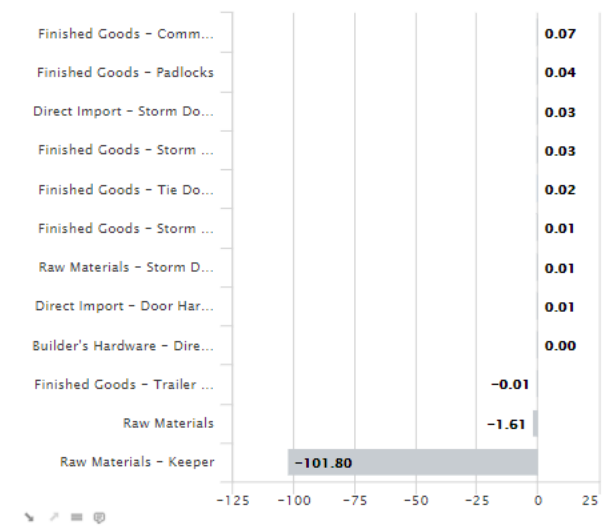
Quality Score (Goal is <10%)

Defects 4k



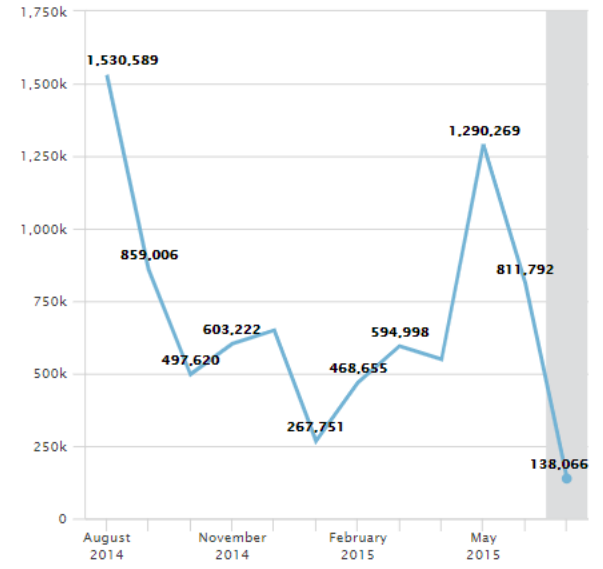
Cost - Purchase Price Variance

PPV 0.02%



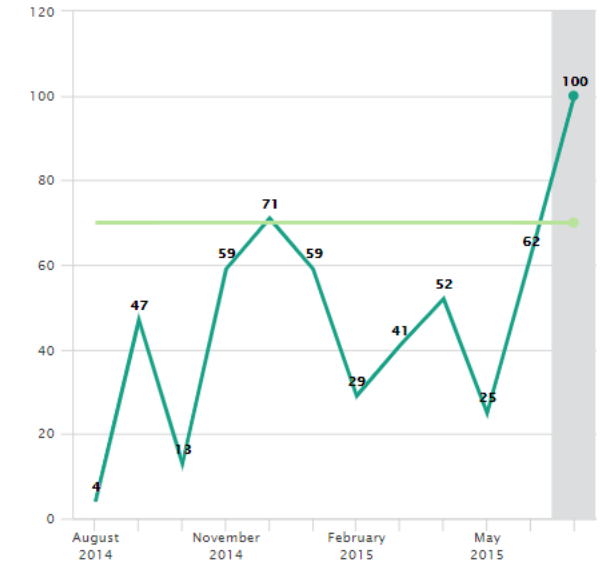
\$ Spend over time

Month(3/4)



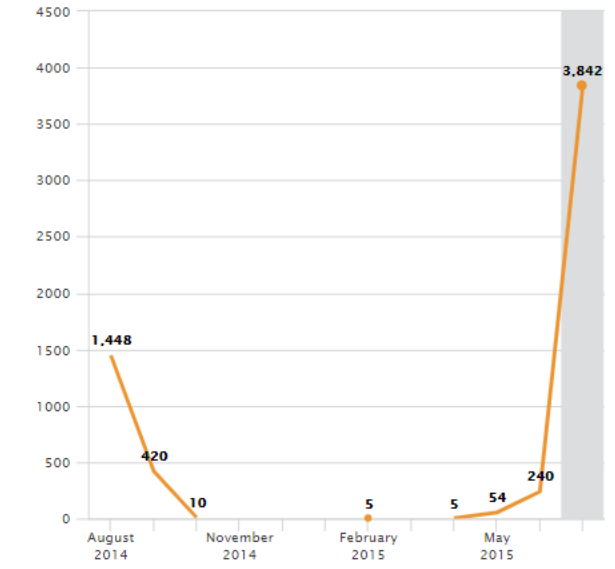
OTD Delivery %

Goal is 70%



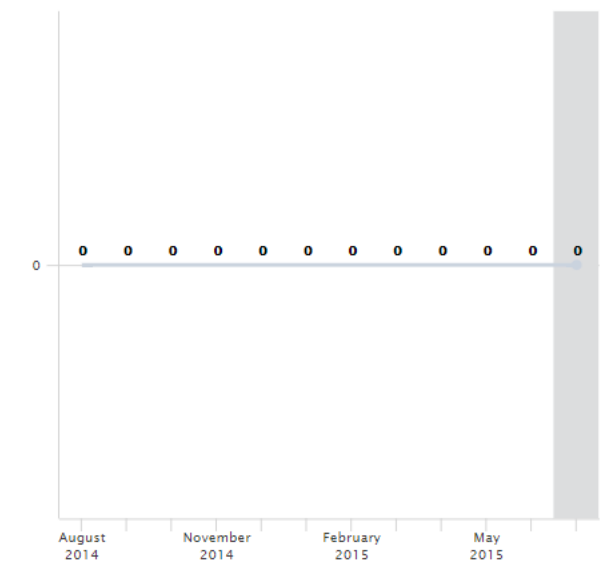
Quality Trend

Month(3/4)



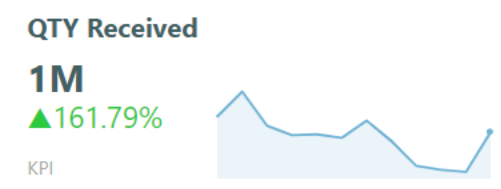
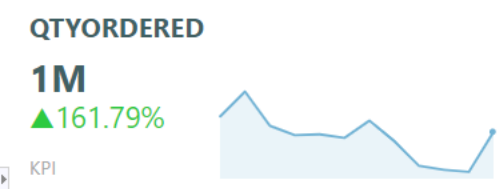
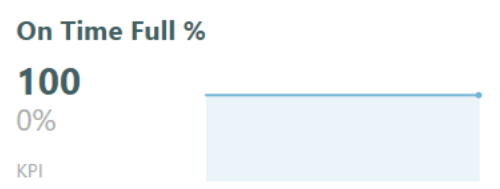
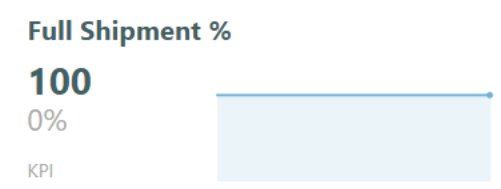
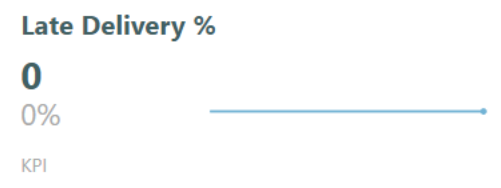
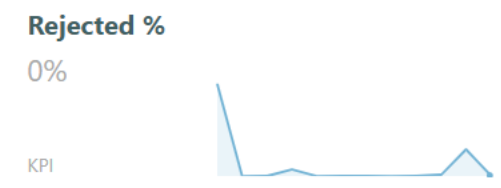
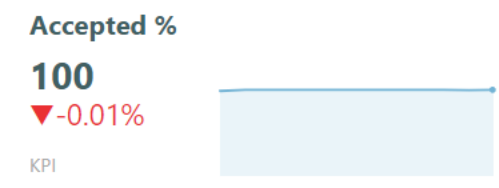
Purchase Price Variance %

Month(3/4)



Supplier Scorecard		Total Score	On-Time Delivery	Quality Defective PPM	Purchase Price Variance %	Lead Time Days	Payment Terms
Supplier(1/1)	Rank						
Accessories & Screws	21	7.83	100	0	0.2	54	30
Armor Manufacturing	1	8.86	100	0	0.0	6	40
BoltPaper	8	8.70	100	0	0.0	30	30
Brix Industries	20	7.91	100	522	0.0	50	30
Cooperative Container Co.	2	8.86	100	0	0.0	7	30
Corporate Solutions	3	8.86	100	0	0.0	5	30
Del Mar Corporation	17	8.51	100	0	0.0	50	0
Diamond Plastics	15	8.53	100	0	0.0	66	30
Easy way Corp.	12	8.61	100	0	0.0	49	30
Frontier Solutions	4	8.78	100	0	0.0	10	30
Golden Architectural Company	9	8.70	100	0	0.0	28	30
Heritage Corp. Ltd.	23	7.61	100	7,130	0.0	63	60
Jason Packaging	7	8.76	100	0	0.0	5	0
MASS Infrastructure	13	8.61	100	0	0.0	43	30
Navy Cargo Control System	10	8.70	100	0	0.0	21	30
Navy Hardware Ltd	11	8.70	100	0	0.0	20	30
Neal Products	5	8.78	100	0	0.0	11	30
Nelson Locks Inc	25	7.40	100	1,000,000	0.0	1	0
Philip & Jane Ltd	18	8.51	100	0	0.0	50	0
San Diego Locks Inc	22	7.73	100	0	0.1	59	0
Shark Accessories	14	8.61	100	0	0.0	44	45
Terrence Industry Co. Lts	27	6.65	100	44,037	0.1	46	60
Thermax Paper	6	8.78	100	0	-3.6	10	30
Top Floor Lightings	16	8.53	100	0	0.0	106	30
Sophia Trades Co.	26	7.08	98	0	0.0	59	45
Ocean Blades	19	7.96	98	0	0.0	42	60
Mercury Fusion Systems	24	7.41	95	0	0.0	48	90
Oper River Industry	107	5.84	86	12,918	0.0	21	30
H & C Packaging	28	6.53	78	0	0.0	10	30
Zing Offshore Company	33	6.28	77	0	0.0	113	30
Avatar Mfg	32	6.28	74	0	0.0	58	30
Betty LLC	129	5.66	74	0	0.0	36	30
Shamezcom Industries	30	6.38	73	0	0.0	51	60
Maron Mfg	31	6.36	71	0	0.0	35	30
Intergloabe Inc	130	5.53	49	184	0.0	93	30
Tupper Print Technologies	29	6.48	45	0	-68.9	9	30
Universal Limited	133	5.53	42	0	0.0	81	30
East-West Metal Industry	134	5.19	13	1,324	0.0	87	30
Southflourish	132	5.53	12	0	0.0	61	30
All	1	4.99	64	1,119	-1.4	65	

KPI's



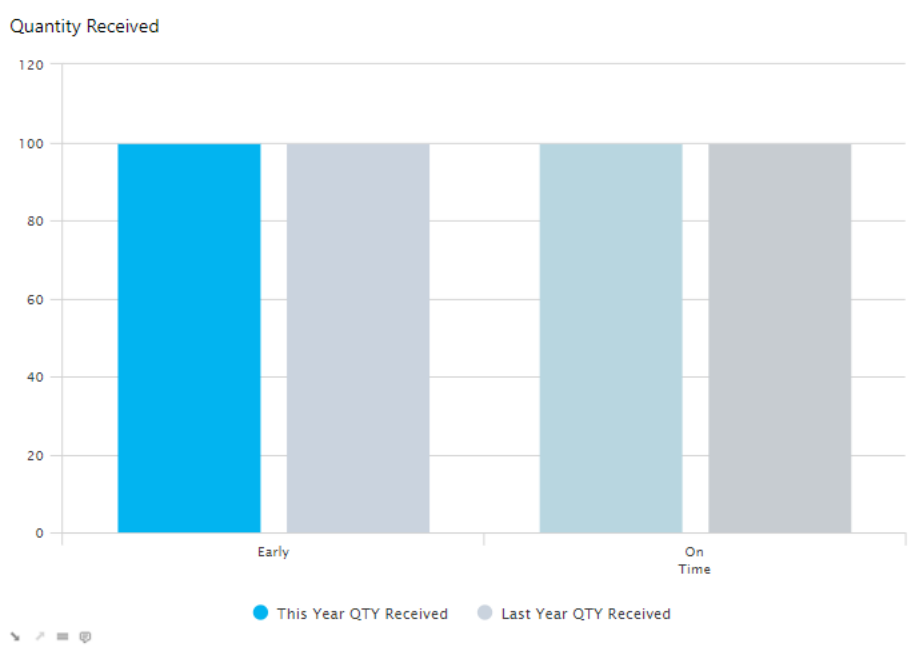
- Business Unit
- Employee(2/2)
 - Desiry Molinich
 - Erin Good
 - Wendy Olson
 - Wendy Landloff
 - Walter Tribiani
 - * Unassigned
 - Larry Hedden

Supplier by Location

Supplier	\$ Spend	On Time Full	QTY	Rejects	Lead Time
United States	489,709	100	100		58
Taiwan	134,388	100	13		58
China	83,705	100			34
Hong Kong	43,143	100			67

Summary

Business Unit	\$ Spend	On Time Full	QTY	Rejects	Lead Time
All	750,945	100	113		52



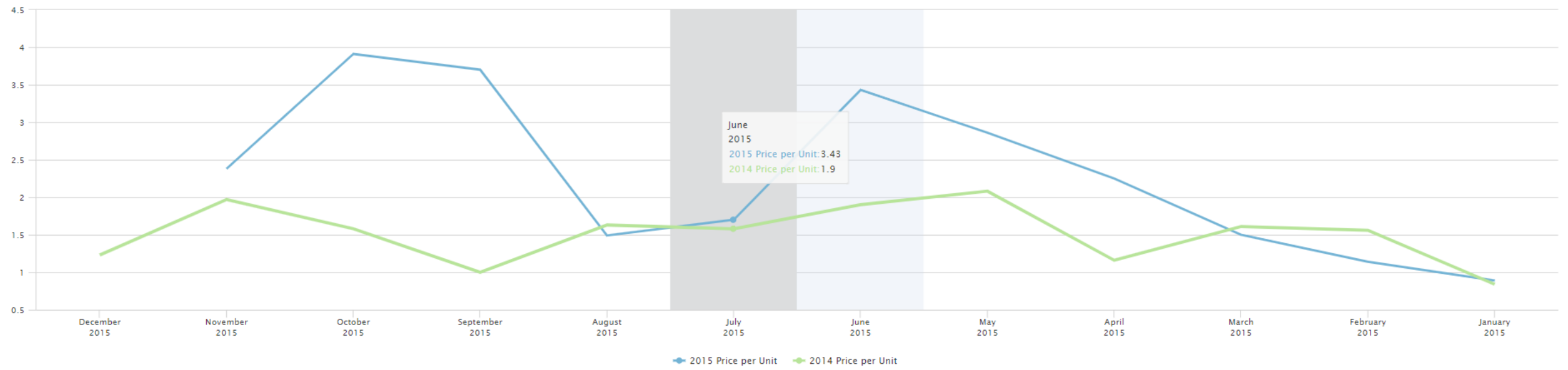
Commodity

Product Group(1/2)	\$ Spend	On Time Full %	QTY Rejected	Lead Time
Finished Goods - Security Lighting	343,817	100		83
Bulk - Padlocks	108,823	100		48
Finished Goods - Tarps/Organizational	108,591	100		50
Door Hardware - Finished Goods	46,904	100	13	81
Finished Goods - Padlocks	43,966	100		56
Raw Materials	22,811	100		29
Finished Goods - Storm Door - Retail	19,200	100		30
Raw Materials - Storm Door Mfg	15,949	100		0
Direct Import - Door Hardware	15,355	100		35
Finished Goods - Threaded Wire	10,093	100	100	37
Decorative Lighting - Finished Goods	9,475	100		51
Finished Goods - Bungee Cord	5,865	100		43
Raw Materials - Keeper	97	100		11

Summary

Business Unit	\$ Spend	On Time Full	QTY	Rejects	Lead Time
All	750,945	100	113		52

Pricing Trend

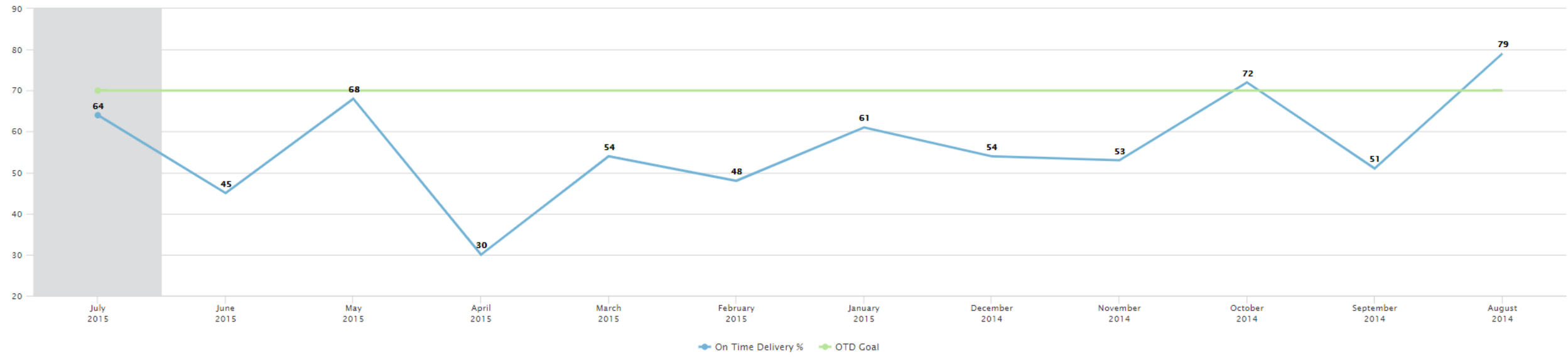


Supplier	LINEAMOUNT	QTYORDERED	Price per Unit	LINEAMOUNT	QTYORDERED	Price per Unit	Purchase Price Variance %
Universal Limited	1,398,621	1,822,365	0.77	879,855.82	891,272.00	0.99	-22.26
Zing Offshore Company	1,372,533	130,345	10.53	1,515,776.40	154,741.00	9.80	7.50
Betty LLC	664,474	71,637	9.28	233,614.56	36,146.00	6.46	43.52
East-West Metal Industry	567,666	48,150	11.79	646,409.14	49,525.00	13.05	-9.67
Interglobe Inc	425,503	27,700	15.36	131,163.32	8,351.00	15.71	-2.20
Sophia Trades Co.	299,228	352,627	0.85	881,953.96	234,565.00	3.76	-77.43
Nerolac PowderCoats	284,120	12,096	23.49				
Shamezcom Industries	263,517	18,671	14.11	257,359.16	20,970.00	12.27	15.00
Terrence Industry Co. Lts	172,652	5,450	31.68	42,186.10	1,220.00	34.58	-8.39
Avatar Mfg	166,873	53,776	3.10				
San Diego Locks Inc	150,498	50,346	2.99	92,862.80	13,348.00	6.96	-57.03
Southflourish	119,938	17,134	7.00	600,034.73	81,003.00	7.41	-5.50
Top Floor Lightings	114,768	14,400	7.97	114,768.00	14,400.00	7.97	0.00
Mercury Fusion Systems	109,738	5,468	20.00	50,269.80	2,639.00	19.05	4.97
Del Mar Corporation	108,591	5,880	18.47	55,965.00	2,940.00	19.04	-2.98
Oper River Industry	86,563	17,030	5.08	140,111.03	6,926.00	20.23	-74.87
Philip & Jane Ltd	75,501	10,774	7.01	47,662.57	20,279.00	2.35	198.16
All	6,727,819	3,946,343	1.70	7,244,840.85	4,575,090.00	1.58	7.66

Product	LINEAMOUNT	QTYORDERED	Price per Unit	LINEAMOUNT	QTYORDERED	Price per Unit	Purchase Price Variance %
Finished Goods - Tarps/Organizational	116,841	30,880	3.78	87,105.72	3,957.00	22.01	-82.81
WIP - Storm Door Mfg	286	7,156	0.04	4,260.74	25,400.00	0.17	-76.15
Finished Goods - Storm Door - OEM Kits	58,730	14,250	4.12	16,560.00	1,000.00	16.56	-75.11
Raw Materials - Storm Door Mfg	31,294	916,065	0.03	195,165.37	1,895,113.00	0.10	-66.83
Finished Goods - Towing Security	10,100	1,500	6.73	44,586.28	2,505.00	17.80	-62.17
Direct Import - Padlocks	8,770	6,048	1.45	54,164.16	14,544.00	3.72	-61.07
Finished Goods - Towing	14,880	1,390	10.70	106,661.74	4,588.00	23.25	-53.95
Finished Goods - Tie Downs	138,066	8,740	15.80	834,067.10	33,990.00	24.54	-35.62
Raw Materials - Keeper	5,412	17,295	0.31	2,762.50	5,800.00	0.48	-34.30
Door Hardware - Finished Goods	582,672	47,118	12.37	1,196,021.42	84,834.00	14.10	-12.29
Finished Goods - Commercial Door Clost	172,652	5,450	31.68	42,186.10	1,220.00	34.58	-8.39
Finished Goods - Threaded Wire	93,683	3,600	26.02	139,773.03	4,926.00	28.37	-8.29
Direct Import - Door Hardware	261,341	50,012	5.23	318,121.68	56,856.00	5.60	-6.61
Bulk - Padlocks	663,601	370,244	1.79	164,605.28	86,620.00	1.90	-5.68
Finished Goods - Electronics	119,938	17,134	7.00	630,864.38	86,621.00	7.28	-3.89
Decorative Lighting - Finished Goods	560,957	71,626	7.83	484,522.99	59,878.00	8.09	-3.21
Direct Import - Storm Door	44,323	16,820	2.64	124,075.04	48,712.00	2.55	3.46
All	6,727,819	3,946,343	1.70	7,244,840.85	4,575,090.00	1.58	7.66

Time

Month(3/4)



Supplier Location	On-time Delivery %	Number of Days Late
Supplier(4/4)		
Nerolac PowderCoats	0	104
Southflourish	12	5
East-West Metal Industry	13	37
Universal Limited	42	9
Tupper Print Technologies	45	4
Interglobe Inc	49	110
Maron Mfg	71	8
Shamezcom Industries	73	10
Betty LLC	74	6
Avatar Mfg	74	115
Zing Offshore Company	77	114
H & C Packaging	78	12
Oper River Industry	86	18
Mercury Fusion Systems	95	21
Ocean Blades	98	82
Sophia Trades Co.	98	13
Top Floor Lightings	100	219
All	64	25

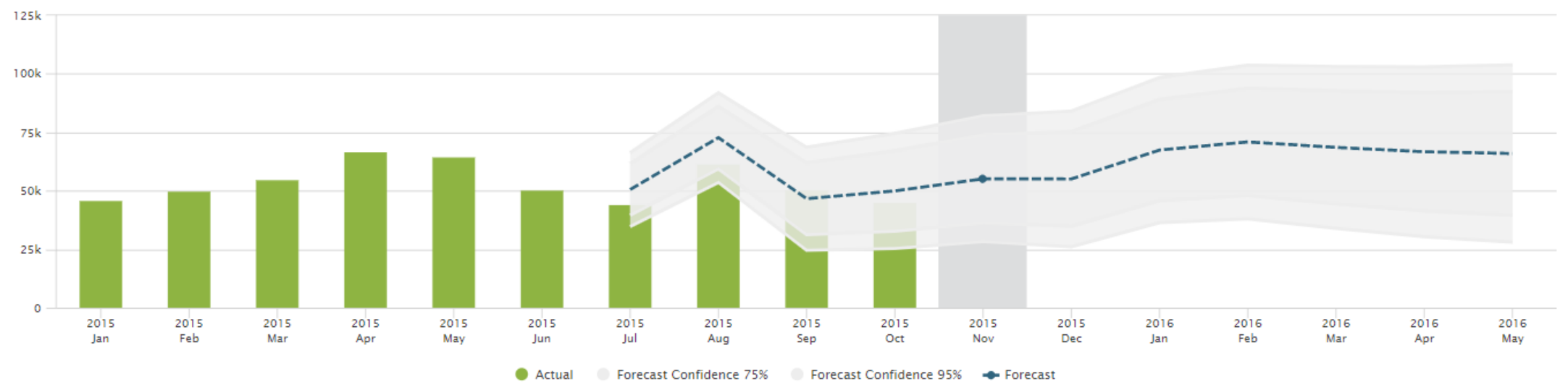
Purchase Order	Days Late
00040507	219
00040641	160
00040504	115
00040517	114
00040500	113
00040516	108
00040496	104
00040503	94
00040528	82
00040472	81
00040569	76
00040529	45
00040538	25
00040570	24
00040567	24
00040531	23
00040545	21
All	25

Part	Days Late
Product(2/2)	
Hinge Cabinet 2" Brass Pit	280
Hinge Narrow 2-1/2" SS	280
Hinge Res 1/4R 4" Stnles Steel	280
Hinge Res Sq crnr 4" SS	280
Shutter hinge kit Brass Pit	280
POST 2-PIECE X-ARM PHOTO EYE & OUTLET WHT	253
DR KNOB Twin SS Tulip	252
DR LK PASSAGE LEVER WAVE PB	252
3 Light Vanity - LED ORB	231
BTH 3LT CAMILLE BZ	221
LTN OD JELLY JAR BK	220
Bulb 70W Halogen Outdr 1310 Lumens 2PK	219
TWIN FLOOD 180 DEG MOTION	219
FMT 7.25" LIGHTFALL PB	217
LGT 100W 180D MOTION CORDED	212
LGT TWIN FLD 110 MOT BRZ PLS	212
FMT 11 WHIPPED SN	210
All	25

ServiceLevel

- 98
- 95
- 85
- 80
- 70
- SKU specific

Actuals vs. Forecast by Month



All 1 - 6 of 6

Products	Actuals	Forecast	Stock	Safety	Lead Time Days	Lead Time Days	Lead Time	Reorder	Reorder	Rec. Unit
	LM	Quantity	On Hand	Stock	AVG	StdDev	Demand	Point	Indicator	Order Qty
V150WH 6CS HD PNEUMATIC CLSR, WHT	2,767	3,972	55,086	11,496	226.9	64.4	31,122	42,618	0	0
V11 5CS SPRING CHAIN DR RETNR	2,295	3,294	55,200	14,537	287.7	98.3	32,724	47,261	0	0
V150BL 6CS HD PNEUMATIC CLSR, BLK	2,027	2,733	37,632	7,829	225.9	63.7	21,318	29,147	0	0
V333WH 6CS TIE DOWN HANDLE WH	2,046	2,616	46,830	7,885	238.2	67.0	21,516	29,401	0	0
V1020WH 6CS PNEUMATIC CLSR WH	2,284	2,463	28,926	7,493	242.2	67.7	20,598	28,091	1	200
V333BL 6CS TIE DWN HANDLE BL	1,994	2,276	54,816	6,976	240.5	68.2	18,900	25,876	0	0
VC333BL 6CS COL TIE DWN HANDLE	1,933	2,151	36,390	6,509	239.7	67.3	17,802	24,311	0	0
V920WH 6CS PNEUMATIC CLSR WH	1,008	2,105	25,836	6,783	238.6	71.7	17,346	24,129	1	48
VMT115SN ACNTS 2CS MORTISE LK	1,891	2,072	31,602	6,132	212.3	65.9	15,186	21,318	0	0
V1020BL 6CS PNEUMATIC CLSR BL	1,439	1,742	24,186	5,500	240.2	70.2	14,448	19,948	0	0
VBA213WH 2CS BAYFIELD SURFACE LATCH, WHT	905	1,512	27,156	2,512	215.1	36.6	11,232	13,744	0	0
V920BL 6CS PNEUMATIC CLSR BL	926	1,319	13,968	4,298	244.1	72.5	11,118	15,416	3	750
Finished Goods - Storm Door - Retail	45,160	55,135	1,271,904	158,424	91,137.0	11,469.7	458,400	611,329	162	4,027

Line Type

- Accessories
- Coffee
- Confectionary
- Tea

All

1 - 4 of

Plant

- West, USA
- South, USA
- Northeast, USA
- Midwest, USA

All

1 - 4 of

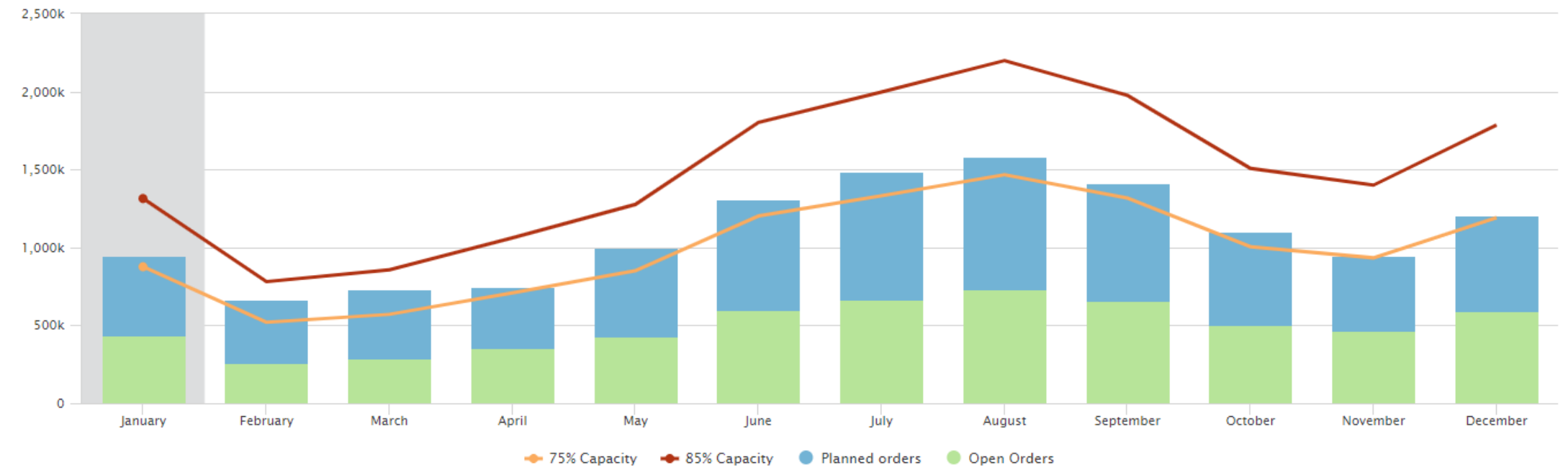
Customer Type

- Supermarkets
- Wholesalers
- Cafes
- Distributors
- Commercial

All

1 - 5 of

Orders vs. Capacity



Product Group

Product Group	Planned orders Qty	Open Orders Qty	Total Orders Qty	75% Capacity	85% Capacity	KPI	% Over Capacity
Accessories	7,315	5,956	13,271	11,789	17,684	●	12.6%
Accessories	5,525	4,482	10,007	8,841	13,262	●	13.2%
Appliance	1,791	1,597	3,388	3,071	4,607	●	10.3%
Coffee	210,198	186,685	396,883	373,247	559,871	●	6.3%
Caffeinated	200,912	174,723	375,635	349,323	523,985	●	7.5%
Decaffeinated	9,286	12,085	21,371	24,047	36,071	●	-11.1%
Confectionary	154,035	127,435	281,470	254,747	382,121	●	10.5%
All	506,949	437,947	944,896	875,771	1,313,657	●	7.9%

A blurred city street at night with light trails and a yellow underline.

QUESTIONS?

THANK YOU