

# Supply & Manufacturing Management



## JDA Software: Streamlining Supply and Manufacturing with Innovative Capability to Power Adaptive Supply Chains

Companies are enhancing supply and manufacturing optimization to improve efficiencies while maximizing ERP investments.



# Real Results

## Sample of JDA's Supply & Manufacturing Management Customers

### Why do companies rely on JDA Software to deliver supply and manufacturing management value? *Real Results. Fast.*

JDA Software helps the world's leading suppliers achieve tangible benefits through integrated supply and manufacturing. Here are some of the real results that our customers have achieved with JDA's Supply & Manufacturing Management solution\*:

- Reduced inventory of 15-20 percent across WIP and finished goods
- Increased service levels of 10-20 percent across product categories
- Decreased supply chain costs ranging from 5-15 percent
- Shifted to daily vs. weekly planning for improved flexibility and responsiveness to market uncertainties
- Reduced planning cycle time from days to hours to flexibly respond to rapid product refreshes
- Achieved network-level inventory balancing and visibility for numerous product lines
- Reduced time to market and inventory levels to promote rapid growth in developing markets
- Gained consistency in business process and systems by implementing a single, comprehensive supply chain plan
- Provided a forward view of demand for material requirements

\* Represents actual results realized by JDA customers

Arnott's Biscuits Ltd  
AstraZeneca Pharmaceuticals LP  
Avon Products, Inc.  
Bic Corporation  
BrassCraft Mfg Co  
Ceragon Networks Ltd  
CJ Corp  
Coach, Inc.  
GE Appliances Inc  
Georgia-Pacific Corporation  
Heinz Company Ltd  
Heinz Wattie's Australasia  
Heinz Wattie's Limited  
Indesit Company  
Juniper Networks, Inc.  
Kraft Foods UK Ltd  
K-Swiss Inc  
Labatt Brewing Company  
Oxford Industries Inc  
Partner Communications Company Ltd  
Sanmina-SCI Corporation  
Schreiber Foods Inc.  
Smith & Nephew Orthopaedics  
Springs Global US, Inc.  
Swire Beverage  
The Black & Decker Corporation  
Tyson Foods, Inc.  
Unilever Brasil Ltda  
Vodafone Ltd



# Profitable Growth

## Challenge: Responding to Uncertain Demand in an Environment of Increasing Costs, Supply Chain Complexity and Elongated Lead Times

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As economic uncertainties predominate, costs rise and consumer preferences change, manufacturers must constantly improve production performance to identify and capture opportunities. Against a backdrop of increased pressure from channel masters and supply chain complexity, organizations need to respond more effectively to maximize efficiencies and minimize costs. This includes producing and shipping orders in full and on time, successfully launching new products, having consistently clear planning visibility from supply source to consumer demand, and of course, ensuring measurable returns on investment.

Consistently and successfully mastering and executing these capabilities requires a comprehensive solution specifically designed to manage the complex spectrum of current and future supply chain requirements.

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**“We’ve been able to achieve a reduction in our overall planning cycle time at the distribution level as well as for the demand planners. We’ve been able to reduce our cycle time from one week down to two days, and in some cases, between four and six hours. Additionally, JDA supply planning solutions have allowed us to reduce component inventory from our network significantly.”**

**Scott Strickland**  
*Vice President of Information Systems,  
Black & Decker Hardware and Home Improvement*

## Solution: Driving End-to-End Supply Chain Optimization with Proven Supply and Manufacturing Management

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JDA Software’s Supply & Manufacturing Management solution suite offers comprehensive, demand-driven planning and scheduling capabilities across both process and discrete manufacturing. Blending best practices such as the lean principles and agile manufacturing, the solution enables efficient responses to changes in demand and supply conditions – all at the lowest possible cost. Make-to-stock, make-to-order or a combination thereof, the solution can be deployed across industry sectors – from consumer durables and food and beverage to life sciences and aerospace and defense.

Leveraging existing enterprise resource planning (ERP) investments, JDA Supply & Manufacturing Management optimizes performance to generate significant results and improved responsiveness to market conditions. Instead of traditional rough-cut or standalone capacity tools, JDA’s comprehensive solution boosts performance with fully automated and integrated advanced planning and scheduling functions. Planning processes that formerly took days now take the equivalent in hours – significantly reducing the resources and time required to perform planning routines. Weekly planning cycles can be reduced to daily cycles, and frequent expediting is significantly reduced since demand can be prioritized based on criteria such as delivery dates, customers, revenues and/or demand types.

Fully integrated to ERP systems and manufacturing execution systems (MES), JDA’s advanced solution is scalable to global planning needs and includes comprehensive material and production planning features, as well as an interactive master planning workbench and schedule board. It also integrates to JDA’s Demand and Fulfillment solutions, sharing the common data model and leveraging the best-in-class demand forecasting and replenishment solutions to drive end-to-end supply chain optimization.

# Adaptive Supply Chain

# Manufacturing Flexibility & Responsiveness

## Streamlining Operations with Adaptive and Proactive Capabilities

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JDA Supply & Manufacturing Management has the built-in capacity to not only manage, but also streamline operations to anticipate the changing supply and manufacturing landscape. Visibility is enhanced to the global level while providing simultaneous insight into specific order-level details. Inventory levels are reduced 10 to 25 percent across work-in-process (WIP) and finished goods inventory, and service level improvements are in similar proportions.

For manufacturing companies, JDA's Supply & Manufacturing Management solution increases productivity, decreases operational costs and powers profitable growth. When you deploy the solution in your organization, results are real and benefits are tangible. Augmenting your current ERP systems or utilized independently, our Supply & Manufacturing Management solution scales and customizes to facilitate local, national or global reach with speed and accuracy.

## Mastering Business Challenges with Master Planning Functionality

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Whether you are managing your manufacturing operations domestically or offshore, ensuring that the right inventory is shipped to your distribution centers in full and on-time requires a new and improved supply and manufacturing planning solution. Enhance your operations with a solution that synchronizes the flow of material and resources for multi-stage and multi-site production needs. JDA's Master Planning functionality orchestrates all aspects for enhanced productivity, control and prioritization. From multi-echelon sourcing to optimized changeover plans, pre-build to alternate supply, the solution proactively addresses the numerous factors involved in master planning.

## Flexibly Tailored to Your Business Needs

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Managing your manufacturing planning, scheduling, demand prioritization and exceptions takes more than a series of commands – it requires a fully integrated, responsive solution to address, balance and allocate across the complex operations spectrum. JDA's solution does just that, providing you with the customizable functionality that best supports your particular requirements.

## Scaling to Support Growth

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Enable and achieve your business objectives without functionality or scalability limitations. Designed for flexibility, productivity and scalability, JDA's Supply & Manufacturing Management solution leverages your ERP investment and enhances execution strategies to support ever-evolving supply chain complexity. JDA Supply & Manufacturing Management optimizes all of your resource constraints and provides you with rapid-response detail and forward-looking visibility – from source of supply to the ultimate point of consumer demand.

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**“Most organizations have used brute force and basic SCM technologies to remove the low hanging fruit from supply chain costs. The next level of cost reduction is going to be more difficult and require more organizational sophistication and creativity to identify different ways to streamline processes and remove costs.”**

*Dwight Klappich  
Research Vice President, Gartner<sup>1</sup>*

## JDA Delivers Comprehensive, Responsive Supply & Manufacturing Management for Optimal Performance and Results

Requirements	JDA Capabilities	Benefits
<b>Demand Prioritization</b>	<ul style="list-style-type: none"> <li>• Prioritizes demand based on customers, revenue, margins or demand types</li> <li>• Distinguishes between forecast, orders and safety stock</li> <li>• Allocates demand to daily bucket</li> </ul>	<ul style="list-style-type: none"> <li>• Maximizes revenue</li> <li>• Enhances customer service</li> </ul>
<b>Master Planning</b>	<ul style="list-style-type: none"> <li>• Synchronizes material flow and utilization of resources across multi-stage, multi-site production</li> <li>• Simultaneously constrains materials and capacities</li> <li>• Provides advanced demand/supply prioritization for planning supply</li> <li>• Recognizes multi-echelon supply chain</li> <li>• Dynamically searches for optimal supply based on supply priorities</li> <li>• Respects both sourcing constraints and lead times</li> </ul>	<ul style="list-style-type: none"> <li>• Maximizes total inventory</li> <li>• Improves flexibility</li> <li>• Enhances efficiency</li> </ul>
<b>Optimizing Changeover</b>	<ul style="list-style-type: none"> <li>• Recognizes product family when loading production resources</li> <li>• Groups item production in the same product family</li> <li>• Sequences changeover with production duration, changeover time and customer service</li> </ul>	<ul style="list-style-type: none"> <li>• Maximizes production asset utilization</li> <li>• Minimizes set-up/changeover</li> </ul>
<b>Pre-build Planning</b>	<ul style="list-style-type: none"> <li>• Looks for material and capacity availability earlier or later based on service constraints</li> <li>• Manages raw material, WIP and finished goods</li> <li>• Meets early and late duration</li> </ul>	<ul style="list-style-type: none"> <li>• Maximizes revenue</li> <li>• Enhances customer service</li> </ul>
<b>Alternate Supply Selection</b>	<ul style="list-style-type: none"> <li>• Priority-based searches for alternate supply methods, including alternate plant, co-packer and buy</li> <li>• Exhausts higher priorities' supply methods to meet demand on time</li> <li>• Respects early or late service constraints</li> </ul>	<ul style="list-style-type: none"> <li>• Maximizes revenue</li> <li>• Enhances customer service</li> </ul>
<b>Complex Bill-of-Material</b>	<ul style="list-style-type: none"> <li>• Fast MRP process for planning and coordinating material requirements across sites, particularly in discrete manufacturing</li> <li>• Intuitive workbenches and features</li> <li>• Scenario planning and comparison</li> <li>• Reporting and analysis</li> </ul>	<ul style="list-style-type: none"> <li>• Improves on-time delivery</li> <li>• Reduces inventory levels</li> </ul>
<b>Supply-to-Demand Visibility</b>	<ul style="list-style-type: none"> <li>• Links supply and demand from ultimate source to ultimate demand</li> <li>• Provides order-level visibility to enable quick risk mitigation and contingency decisions</li> <li>• Provides time-phased, end-to-end supply-to-demand visibility to ensure compliance</li> </ul>	<ul style="list-style-type: none"> <li>• Improves end-to-end supply chain visibility</li> <li>• Enhances decision making and efficiencies</li> </ul>
<b>Production Scheduling</b>	<ul style="list-style-type: none"> <li>• Generates detailed line schedule down to the minute</li> <li>• Optimizes materials and resources based on attribute</li> <li>• Minimizes changeover attributes</li> <li>• Calculates performance metrics for executive and operational dashboard purposes</li> <li>• Provides Interactive Schedule Board with graphical drag-and-drop capability to adjust production schedule</li> <li>• Offers robust what-if scenario capabilities to fix or repair schedule during the day</li> <li>• Drives manufacturing execution</li> </ul>	<ul style="list-style-type: none"> <li>• Maximizes plant throughput</li> <li>• Minimizes production operational costs</li> </ul>
<b>Exception Management &amp; Reporting</b>	<ul style="list-style-type: none"> <li>• Manages by exception</li> <li>• Provides intuitive planning workbench with edit capabilities</li> <li>• Integrates with JDA Reporting for advanced reporting and analysis</li> <li>• Provides flexible re-optimization on ad-hoc or daily basis</li> </ul>	<ul style="list-style-type: none"> <li>• Maximizes customer services</li> <li>• Improves performance</li> </ul>

# Supply & Manufacturing Management

“On the supply side, JDA allows us to create a target inventory level that contains what we would normally produce plus any pre-build that’s going to be required to meet a given point in time. We are very optimistic about our company’s future and look forward to depending on JDA to help us meet our goals.”

*Carla Woods  
Vice President of Information Systems,  
Tyson Foods, Inc.*



## About JDA Software Group, Inc.

JDA® Software Group, Inc. (NASDAQ:JDAS) is focused on helping companies realize real supply chain and revenue management results – fast. JDA Software delivers integrated merchandising as well as supply chain and revenue management planning, execution and optimization solutions for the consumer-driven supply chain and services industries. Through its industry leading solutions, leading manufacturers, distributors, retailers and services companies around the world are growing their businesses with greater predictability and more profitably.

Now you can be among the JDA Supply & Manufacturing Management customers reporting outstanding results and an unsurpassed customer experience with the following components:

- Master Planning
- Supply
- Sequencing
- Order Promising

Source:

(1) Supply Chain Digest, “Supply Chain News: Key Trends Impacting Supply Chain Management and Logistics for 2008”, January 23, 2008

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