KINAXIS®
KNOW SOONER. ACT FASTER.

Sales and Operations Planning

Why wait weeks or even months to complete a single S&OP cycle? With Kinaxis® RapidResponse®, you don't have to. Our S&OP application eliminates data silos for fast, easy collaboration across functions. Synchronize demand and supply planning, inventory management, capacity planning, finance, sales and marketing to get quick, clear insights into each team's changes and their impacts. No more wasting time reconciling spreadsheets or aligning email chains. Instead, teams work in parallel to set financial targets, measure progress and optimize outcomes. The final product is better results for the entire business.

Powerful capabilities drive impressive results

- Drive sustainable cost reduction and profitable growth by bringing key financial data and metrics into S&OP, aligning financial, strategic and supply chain goals and making them visible through P&L and cash flow statements

- Easily scale and align your S&OP processes as your company and team objectives change without sacrificing efficiency or precision.

- Improve accuracy and business outcomes while shortening the S&OP cycle with fast, collaborative plan development.

- Increase consensus and reduce surprises with contributions from, and vetting by cross-functional stakeholders.

- Expose and reduce risks and maximize business opportunities with superior ability to set financial targets and acceptable levels of variability.

S&OP done differently

So here's the thing. The way we do S&OP within RapidResponse is different – really different. But don't be scared. Since it's way less complicated and time-consuming, and actually based in reality thanks to the power of concurrent planning and continuous reconciliation, after just one cycle you'll be wondering how you ever ran S&OP the old-fashioned way.

1 Do a reality check

Check annual and current integrated sales and operations plans to see if life's thrown any curveballs your company's way.

6 Sit back, relax and wait for life's next curveball

Rest easy knowing no matter how fast or frequent things change across your supply chain, you've got the agility to respond quickly and confidently.

5 Get the head honchos' approval

Secure signoff, push the chosen scenario live with a single click and head down the path to execution glory with short- and long-term plans that are completely aligned.

S&OP CYCLE
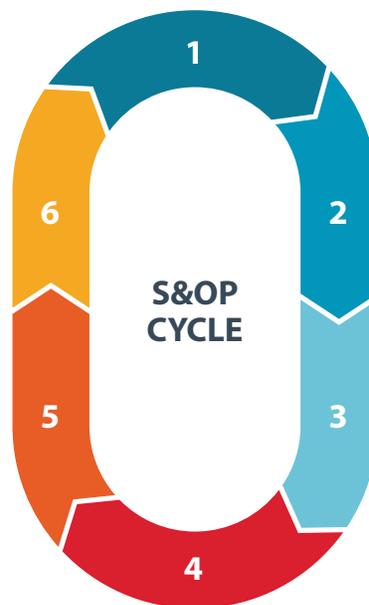
2 Adjust plans to reflect real life

Close the gap by making any needed changes to your plans – demand, supply, inventory, capacity.

3 Watch the magic of concurrent planning happen

Blink and you'll miss it! Your entire supply chain automatically rebalances in seconds, alerting you to any exceptions that need your attention.

4 Weigh your options with unlimited scenarios

Spin up any number of scenarios in real-time to evaluate trade-offs and options, comparing them all to each other, the current plan and critical KPIs.

With RapidResponse, your entire S&OP cycle can be completed in just a couple of hours. But hey, if you love sitting in extra long S&OP meetings and spending six frustrating weeks just to get the wrong answer that's your call. You do you.

Gauge performance. No detective work required.

Customization is great, but some options should just come standard. Our S&OP application's out-of-the-box dashboards give you performance insights on day one. Standard measures include:

- **Ending Inventory Value:** Summary of the value of the projected inventory at the end of each period.

- **Margin %:** Summary of the difference between revenue and cost of goods sold, by period.

- **Revenue Value:** Summary of the revenue for actual orders and forecast, by period.

- **On-Time Delivery to Request:** Historical and projected percentage, by period, of order lines available on or before their request date.

- **Key Constraint Utilization %:** Summary of actual load, by period, expressed as a percentage of the available load for key constraints.

Cross-functional collaboration

Responsibility-based, context-driven and completely mobile, smart collaboration in RapidResponse automatically shows you who to work with, and delivers the details you need to make decisions right at your fingertips. While our Live Lens capabilities let anyone see a real-time view of supply chain health and key business and supply chain metrics.

S&OP process owner
Monitors the overall process. Ensures decisions are on time and the process meets expectations

Finance
Maintains financial targets. Monitors and reports on performance against targets

Demand planner
Enters adjustments and overrides to the demand plan to create a realistic forecast and still represent all the various parties (finance, sales, marketing, operations)

Sales/Marketing
Provides input and sales/marketing forecasts during the executive S&OP review meeting

Supply planner
Delivers a high-level supply plan in response to the demand plan. Collaborates with the operations team to ensure available capacity in support of the supply plan

Inventory planner
Evaluates and maintains inventory target levels and updates inventory policies

Operations
Assesses the demand plan and provides the constrained supply plan as input to balancing the demand and supply plans

Executive
Selects and approves the final S&OP plan

Not your grandfather's planning platform

Take your integrated business planning and digital supply chain into the future with the only platform capable of powering true concurrent planning. Eliminate silos, banish disconnected processes, and say goodbye to outdated, static data with Kinaxis RapidResponse. With decades of in-depth supply chain expertise, our cloud-based platform and purpose-built planning apps use patented database, visualization and analytics technology you won't get anywhere else

Use RapidResponse to run one or more of our easily configured supply chain planning applications. Or build your own custom apps and algorithms right in the platform. Get the flexibility you want to create the digital supply chain you need.

What's next on your supply chain journey?

Choose the path that's right for your organization. S&OP/IBP, demand, supply, inventory – start from anywhere and grow the way you want with optional industry-specific packages or enhanced planning add-ons. RapidResponse is easily scalable and delivers the capabilities you need to grow and succeed. We'll help you mature your planning processes wherever you happen to be in your supply chain journey.
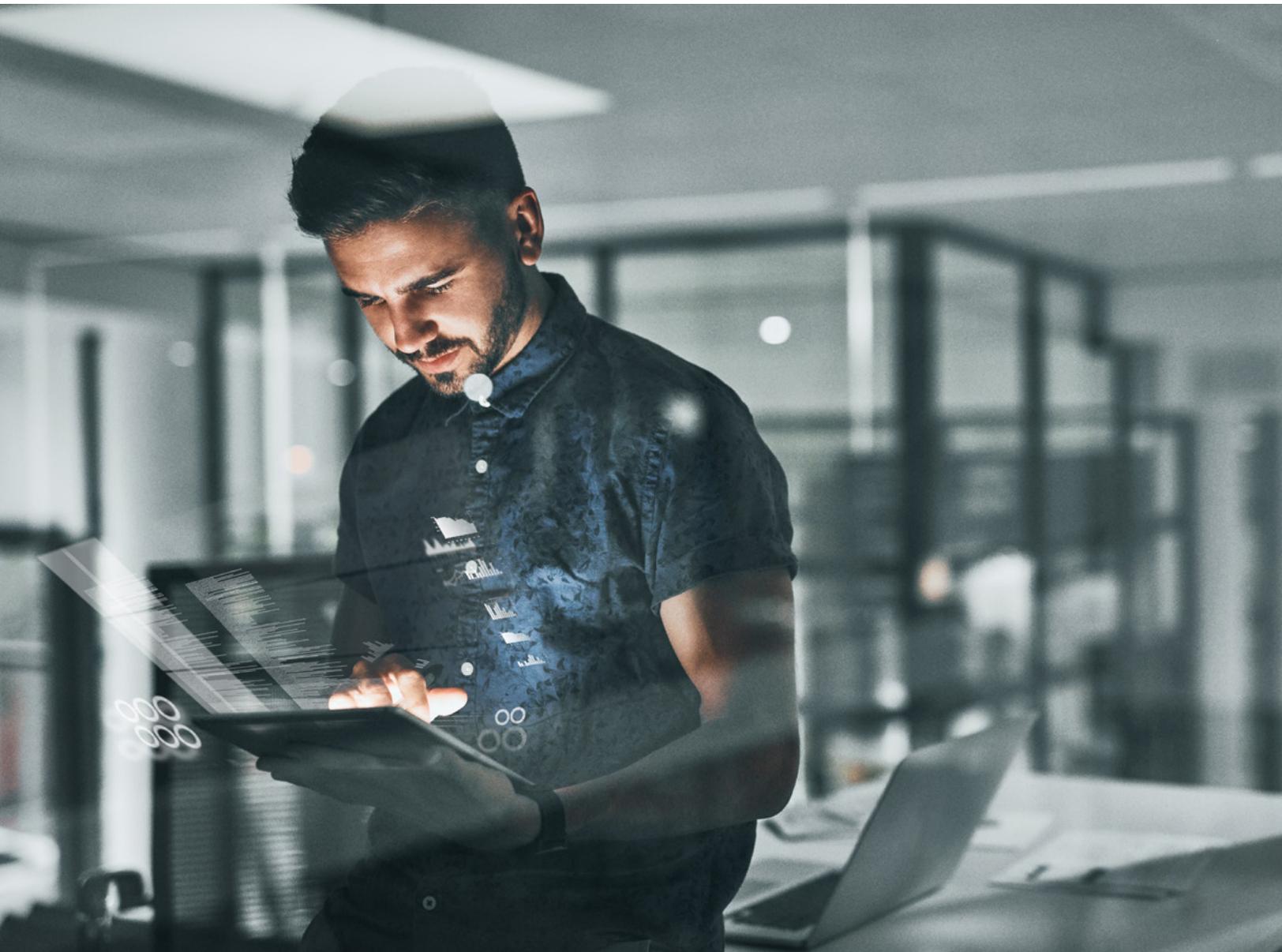
RapidResponse: One platform, endless possibilities

Concurrent planning foundations	Optional add-ons	
	Foundation options	**Industry packages**
S&OP	*All S&OP/IBP functionality included in S&OP foundation*	• Aerospace & defense • Automotive • Consumer products • High-tech and electronics • Industrial • Life sciences
Demand	• Advanced statistical forecasting • Order fulfillment	
Supply	• Added algorithms • Production planning • Capacity planning (CRP)	
Inventory	• Inventory optimization • Distribution requirements planning (DRP)	
Control tower	• Supplier collaboration • The Self-Healing Supply Chain™ • Real-time integration layer	

Revolutionize your planning with Kinaxis RapidResponse

Everyday volatility and uncertainty demand quick action. Kinaxis® delivers the agility to make fast, confident decisions across integrated business planning and the digital supply chain. People can plan better, live better and change the world. Trusted by innovative brands, we combine human intelligence with AI and concurrent planning to help companies plan for any future, monitor risks and opportunities and respond at the pace of change. Powered by an extensible, cloud-based platform, Kinaxis delivers industry-proven applications so everyone can know sooner, act faster and remove waste. Don't believe us? Ask us to prove it. Learn more at Kinaxis.com.

www.kinaxis.com