

*Pour vos appels d'offre*

**OPTIMISATION  
DES STOCKS  
2<sup>e</sup> ÉDITION**

**TERRA  
TECHNOLOGY**

**QUESTIONNAIRE FOR STOCK OPTIMISATION SOFTWARE PUBLISHERS**

1. <b>Publisher's NAME</b>	Terra Technology
2. <b>Member of a group?</b>	APICS, CSCMP, IBF, GMA
3. Company's country of origin	USA
4. Date on which the company was founded	March 9, 2001
5. Global sales 2008	Just under 10 M\$
6. Sales France 2008	500,000 \$
7. Global workforce 2008	40
8. Workforce France 2008	0.5
9. <b>NAME of the Stock Optimization solution</b>	Inventory Optimization
10. Number of sites equipped with the stock optimization solution in France	1 (Blois)
11. Number of sites equipped with stock optimization solutions abroad	50
12. Last <b>three</b> references using the stock optimization solution (client name, business sector, modules installed)	Campbell Soup, U.S. Procter & Gamble, Western Europe & North America Integrated Devices Technology, Global
13. Main business sectors served by the installed base	Consumer products, High tech
14. Maximum number of SKU (Stock Keeping Units) managed to date by your clients	120,000
15. Latest version	3.8
16. Languages available for this version	English
17. Is it integrated into a larger suite? If yes, what type (ERP, APS, SCE, WMS, Replenishment optimization, other)? If yes, what are the other main modules (name and function)?	IO is integrated into Terra's Demand Sensing and Multi-Enterprise Demand Sensing solutions and APS.
18. Is the stock optimization solution originally designed to: - Adjust the stock levels of a large number of references according to demand on a site? - Optimize the stock levels of each site in a network according to its own specific demand? - Optimize the stock levels of a distribution network of several levels, based on a single demand (the one closest to the final client)? - Other? Please give details.	IO optimizes the stock levels of a distribution network of several levels, based on a single demand (the one closest to the final client).  IO minimizes the total inventory investment required across a network given a desired customer service level. Investment includes both finished goods and materials.
19. What are the main modules/functions in this solution: - History-based sales forecasts? (Y/N) - Collaborative sales forecasts? (Y/N) - Replenishment plan? (Y/N) - Shared supplies management? (Y/N) - Mutualized supplies management? (Y/N) - Collaborative portal? (Y/N) - Other? Please give details.	History-based sales forecasts Collaborative sales forecasts Safety and maximum inventory setting Other – Demand sensing based on POS and other downstream data.
20. Does the demand forecasting module contain the following statistical models as standard:	Other. The demand forecasting model uses a proprietary pattern recognition algorithm with

<ul style="list-style-type: none"> <li>- trends? (Y/N)</li> <li>- seasonal? (Y/N)</li> <li>- mobile average? (Y/N)</li> <li>- linear regression? (Y/N)</li> <li>- erratic? (Y/N)</li> <li>- other?</li> </ul>	customer and POS data.
21. Does the forecasting module manage predictive models as standard (e.g. consumption of wear-and-tear parts according to the life-cycle of a product)?	N.A.
22. Is the choice of statistical model: <ul style="list-style-type: none"> <li>- automatically made by the user? (Y/N)</li> <li>- offered by the system and modifiable by the user? (Y/N)</li> <li>- imposed by the system? (Y/N)</li> <li>- Other? Please give details.</li> </ul>	The choice of statistical model is optimized by the system but can be overridden by the user on an exception basis.
23. In the event of a major change in the statistical series, can the system: <ul style="list-style-type: none"> <li>- alert the user so that he can change models himself? (Y/N)</li> <li>- automatically adopt the new, more appropriate model? (Y/N)</li> </ul>	The system optimizes itself but can be overridden by the user on an exception basis.
24. What is available as standard: <ul style="list-style-type: none"> <li>- the forecast calculation meshes (day, week, month, year...)?</li> <li>- the forecast calculation horizon (x weeks...)?</li> <li>- the forecast expression units (CU, Package, euros, tones, bottles...)?</li> <li>- The planned axes (product, client, geographical hierarchy, distribution network...)?</li> <li>- Please give details.</li> </ul>	Forecast granularity can be set for both analysis - and reporting in days, weeks, months, or a telescoping combination of each. All data can be analyzed and calculated at the item / location / customer level. All data can be reported against a full product hierarchy, locations, and customers in multiple units of measure.
25. How does the forecasting module collect data from an outside population (sales force, subsidiaries, stores, etc.): <ul style="list-style-type: none"> <li>- via file integration? (Y/N)</li> <li>- via direct entry into the forecasting module? (Y/N)</li> <li>- via a web portal? (Y/N)</li> <li>- other?</li> </ul>	File integration (Y) Direct entry into forecasting module (Y) Via a web portal (Y)
26. Can the software calculate a sales forecast by product, store and day? (Y/N)	Yes, the default level is daily.
27. Does the solution optimize stock levels at each node in the network and for each SKU (Reference stocked by site)? (Y/N) What parameters does it take into account (target service levels, sales forecasts, min/max forecast stock, delivery times, lot size, etc.)? – Please give details.	The solution optimizes stock levels at each node in the network and for each SKU. (Y)  The following elements are utilized by the system: Customer and Internal Replenishment Service Levels, forecast error and bias, Min/Max Stock Targets, Lot Size, and Delivery Times,

	shelf-life, quality hold times, transit times, production schedule compliance, delivery reliability.
28. Are safety stocks: <ul style="list-style-type: none"> <li>- entered manually by users? (Y/N)</li> <li>- imported en masse from another tool? (Y/N)</li> <li>- calculated automatically by the software according to various parameters (if yes, please give details the main ones)?</li> </ul>	Safety stocks are calculated automatically by the software according to various parameters? (Yes, please see calculation parameters above)
29. Is it possible to define differentiated stocking policies by category? (Y/N) If yes, according to what criteria (by product family, product/client pairing, product/supplier pairing, by geographical area...)? Please give details.	Yes, it is possible to define differentiated stocking policies by product family, item and location.
30. Depending on a target level of service for all products (e.g. 95%), is it possible to calculate an optimum mix of levels of service in the tool, by product category, and work out optimum stock levels from this? (Y/N)	Yes
31. Is it possible to optimize, in a global Supply Chain: <ul style="list-style-type: none"> <li>- Only the stock levels of finished products for a complex, multi-level network? (Y/N)</li> <li>- The stock levels of both finished products and components (nomenclature management)? (Y/N)</li> </ul>	It is possible to optimize only the stock levels of finished products for a complex, multi-level network. It is possible to optimize the stock levels of both finished products and components (nomenclature management).
32. What are the possible consolidation criteria for replenishment orders? <ul style="list-style-type: none"> <li>- by supplier</li> <li>- by product family</li> <li>- by carrier</li> <li>- by amount</li> <li>- by weight</li> <li>- by volume</li> <li>- other</li> </ul>	The system optimizes inventory settings; it does not generate replenishment orders.
33. Does the user carry out this consolidation manually? (Y/N) Can it be offered automatically on the basis of pre-established rules? (Y/N)	N/A
34. Does the software integrate supplier delivery constraints such as: <ul style="list-style-type: none"> <li>- timing?</li> <li>- full truck imposed?</li> <li>- minimum order?</li> <li>- quantity schedule to be optimized?</li> <li>- delivery schedule?</li> <li>- other?</li> </ul>	The software integrates supplier delivery constraints: Timing (inherent in Transportation Variability) Full truck imposed Minimum order Delivery schedule
35. What supply policies are managed as standard? (financial order quantity, one-for-one	One-for-one, fixed frequency, minimum/fixed quantity are managed as standard.

replenishment, fixed frequency...)	
36. In the event of a shortage (no stock, deferred supply, etc.), can the software automatically manage the theoretical deployment of the quantities available on the sites? If yes, according to what standard criteria? (retail outlet sales, initial forecast by store ...)	The system optimizes inventory settings; it does not generate replenishment orders.
37. Platforms and BDD supported?	Windows, UNIX, HP-UX, AIX, LINUX, Sun
38. Method of implementation (on own account, via partners)? Please state the main ones.	Generally own account, sometimes with partners
39. Cost of license from?	Depends on scope
40. Proposed ASP mode? Cost of hire from?	Not yet
41. Average cost of a project?	Depends on scope
42. Average R.O.I.?	Less than three months.
43. Summary of the main strengths of the solution	Measures error over re-supply lead-time, the relevant error. Minimal data maintenance, ease of use, very flexible reporting and ROI of 3 months or less.
44. Development strategy for 2009 / 2010	Shelf-life optimization functionality will be added to the software in 2009. Shelf-live optimization allows food manufacturers to set a desired percentage overage and determines the maximum inventory for that product based on demand variability.