



GIB SUITE

Sales, Inventory and Operations
Planning

*Your answer for supply chain
optimization inside of SAP*



GIB Suite:

AFFORDABLE SUPPLY CHAIN OPTIMIZATION

What if you could improve your customer fulfillment rate and reduce stock-outs by 25%?

What if you could improve forecast accuracy and reduce inventory by 20%?

DISCOVER GIB — a solution for supply chain optimization that runs in SAP. Using the GIB solution for supply chain management, our customers have gained efficiencies and time savings in their daily work of up to 40%.

According to supply chain industry research, a pervasive challenge for manufacturing and distribution companies is linking supply chain planning with execution. This issue is not surprising since most companies conduct planning activities outside of their ERP platform. If the master data exists in ERP, if transactional data exists in ERP, if the supply chain practitioners conduct business inside ERP, then it stands to reason that planning activities should also exist inside ERP.

This common sense principle has enabled GIB clients to achieve substantial supply chain improvements at a fraction of the cost for comparable, external supply chain solutions.

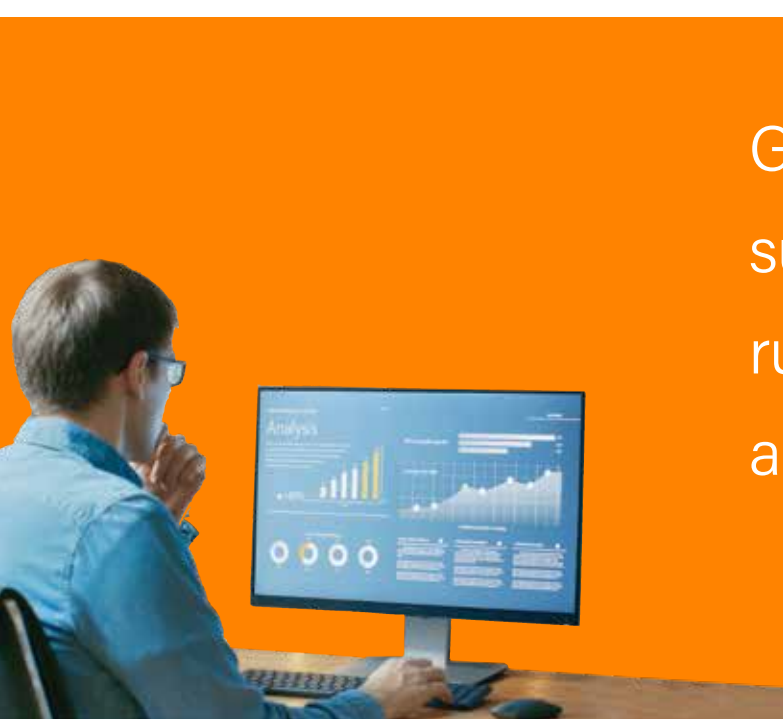
We are unique in our approach, and unique in the value we deliver. *Experience GIB!*

What Makes GIB Unique

- GIB takes an “optimization in” approach
- Instead of moving data and people out of ERP, we put advanced supply chain tools inside of ERP
- Every other supply chain vendor takes you out of your core system
- GIB provides planning, simulation, and decision-making tools where your people and data reside
- We provide practical, easy to implement solutions to address your supply chain needs

Why It Matters

- No expensive integration work
- No expensive cloud fees that never end
- No new hardware
- No new software to learn
- Rapid deployment in days and weeks, not months and years
- Rapid ROI



GIB is the only advanced supply chain suite that runs inside of SAP ECC and S/4 HANA

Supply Chain Optimization

GIB's supply chain management software automates all processes from order to delivery and includes forecasts, reporting and analysis. The platform integrates within an SAP system so data exchange between other systems is not necessary.



Plan

10 Simple Steps to a Sales, Inventory, and Operations Plan (SI&OP) inside of SAP

Real time planning and simulation inside your system of record

Forecast demand, optimize inventory strategies and plan production

Combine simulated and live data to visualize an accurate constraint based plan

No data export, no cloud integration, no spreadsheets!



Execute

Turn consensus plans into actionable tasks inside SAP

Proactive alert monitoring to drive action and prevent stock outs

Buyers and Planners operating from a single cockpit within SAP for a comprehensive, personalized view of supply and demand

Analyze, simulate, procure, and plan production from one central cockpit

Visualize production capacities, level load and optimize sequencing to reduce downtime and costly changeovers



Optimize

Automatically analyze the demand patterns of every material to re-optimize forecasts and minimize plan deviation

Re-plan inventory targets to maximize fill rate and minimize inventory investment

Track performance across the supply chain and easily identify and disposition performance outliers



Collaborate

Share critical supply chain information with suppliers, customers and partners via secure portal access

Collaborate on forecasts, purchasing, shipments, and unique material information to drive supply chain visibility

The GIB Suite

GIB is a supply chain suite consisting of six modules. The GIB modules implement quickly, require no additional hardware or data integration, and run seamlessly within SAP software.

The GIB Suite improves supply chain performance by forecasting demand, optimizing inventory, scheduling production and executing material planning and procurement.

Depending on your needs, modules may be purchased individually.



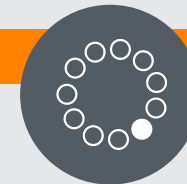
Demand

- More accurately predict demand
- Automate and improve the forecasting process
- Enable the consensus demand planning process
- Proactively analyze and compare demand scenarios



Buying

- Improve buying efficiency
- Lower costs
- Optimize PO and STO creation



Inventory

- Maximize inventory turns and fill rate
- Automate and improve inventory planning
- Automate safety stock adjustments
- Simulate parameter changes in real time



Production

- Increase capacity utilization
- Semi-automatic characteristic based scheduling
- Increase throughput
- Lower production costs



Operations

- Streamline the MRP process
- Proactive monitoring of supply and demand issues
- Simulate potential MRP changes
- Manage & customize alerts



Collaboration

- Extend the supply chain
- Share critical information across the chain using secure web-based tools
- Enable a vendor self-service portal

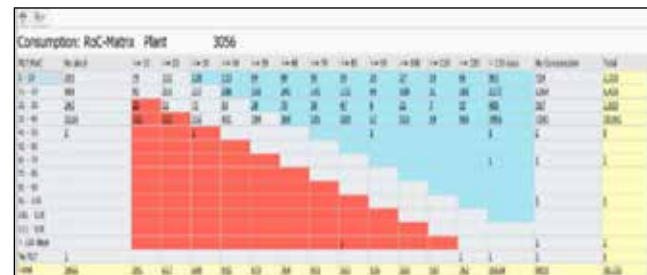
Sales Inventory and Operations Planning

Enabling a Sales, Inventory and Operations Planning (SI&OP) process that addresses the challenge of linking planning to execution inside of SAP. According to Gartner research, this is the top supply chain challenge for manufacturers.

Consensus Demand



Inventory Range of Coverage based on latest demand plan



Simulated MRP Run



Constrained Capacity Plan

	MO 03/02	TU 03/03	WE 03/04	TH 03/05	FR 03/06	SA 03/07	SU 03/08	MO 03/09	TU 03/10	WE 03/11
[1000] 1720 (001)	112.83%	100.00%	100.00%	100.00%	100.00%	0.00%	0.00%	88.81%	90.00%	86.00%
[1000] 1720 (002)	189.72%	80.00%	80.00%	80.00%	80.00%	0.00%	0.00%	78.94%	30.00%	82.00%
[1000] 1904 (001)	33.53%	65.87%	33.33%	33.33%	33.33%	0.00%	0.00%	33.33%	43.11%	33.33%
[1000] 1904 (002)	33.87%	82.82%	90.00%	90.00%	90.00%	0.00%	0.00%	90.00%	88.81%	0.00%
[1000] 1908 (002)	90.00%	90.00%	90.00%	90.00%	90.00%	0.00%	0.00%	27.83%	0.00%	0.00%
[1000] 1908 (001)	118.82%	87.50%	88.70%	0.00%	0.00%	0.00%	0.00%	173.14%	0.00%	0.00%

TEN STEPS

- 1 Statistical baseline
- 2 Variance/outlier review
- 3 Demand influencers
- 4 Consensus demand
- 5 Re-plan replenishment targets
- 6 Review range of coverage
- 7 Simulate parameter changes
- 8 Finalize new plan
- 9 Execute simulative MRP

- 10 Finite capacity review

Execute the Plan

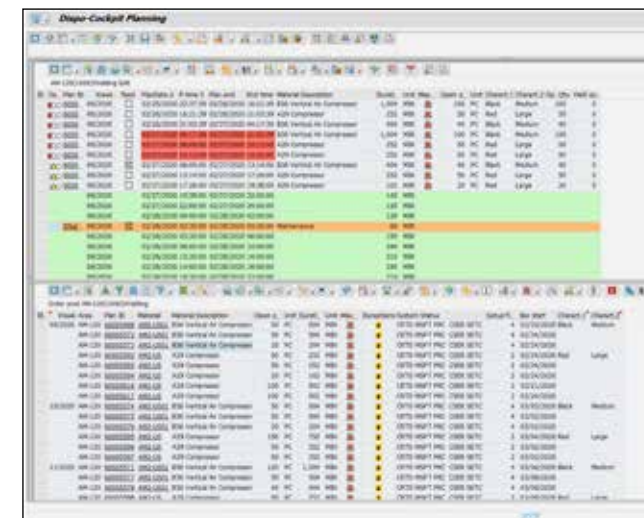
The dynamic nature of business challenges the plan daily. GIB provides flexible, proactive tools that identify potential bottlenecks and automatically adjusts schedules in real-time.

MRP and Procurement



- Understand supply and demand in one dashboard
- Identify most critical supply chain issues
- Simulate alternate supply plans
- Build optimized PO based vendor restrictions

Detailed Scheduling



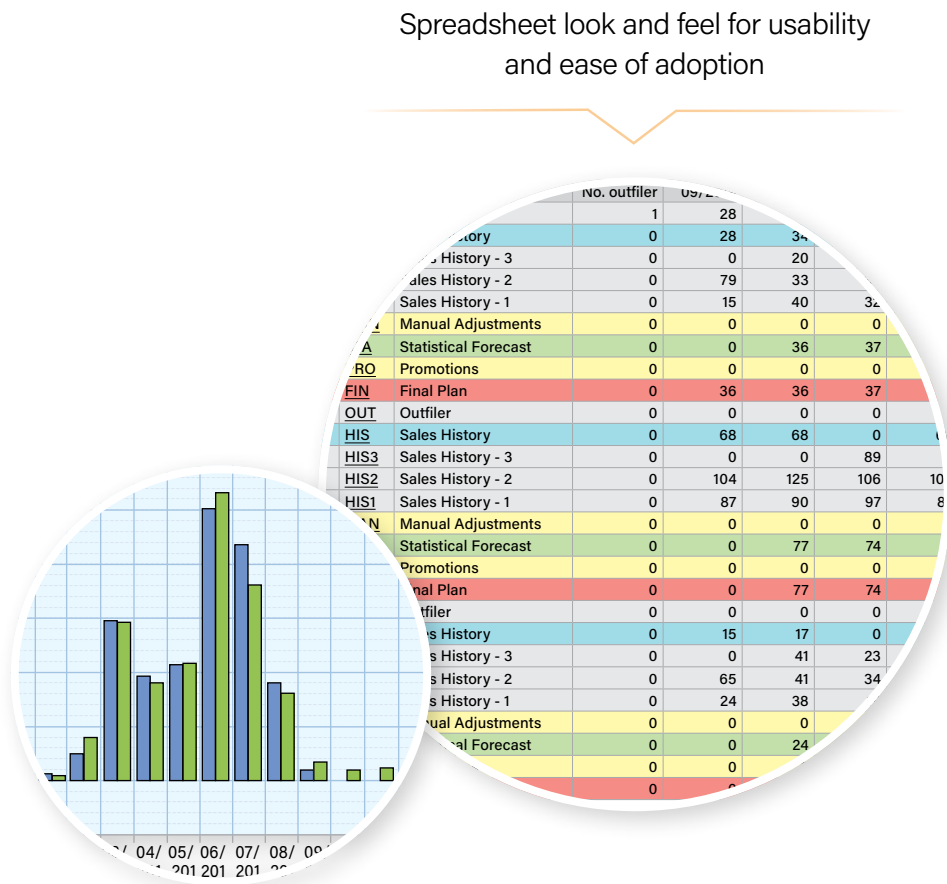
- Visualize capacity constraints like missing parts
- Prioritize and sequence production orders
- Group based on characteristics
- Adjust schedule based on real time information

“The No.1 challenge among manufacturing companies is connecting S&OP planning to operational execution.”

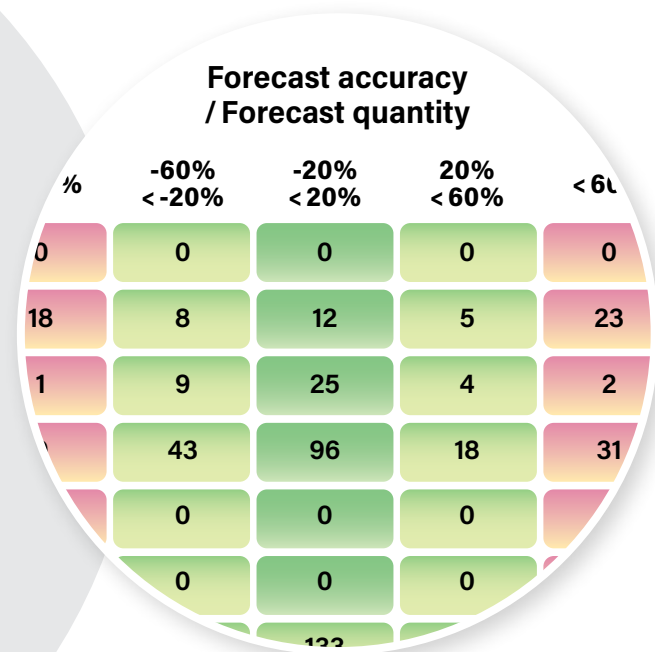
Source: Gartner, Set Up Sales and Operations Execution Process to Support the S&OP Cycle, January 2019

Demand Planning Module

- ✓ 16 proven statistical models
- ✓ 12 error and tracking signals to support automatic model selection
- ✓ Flexible planning strategies supporting top down, middle out and bottom up
- ✓ Real-time simulations and versions
- ✓ Aggregation and disaggregation
- ✓ Consensus planning with demand influencing factors



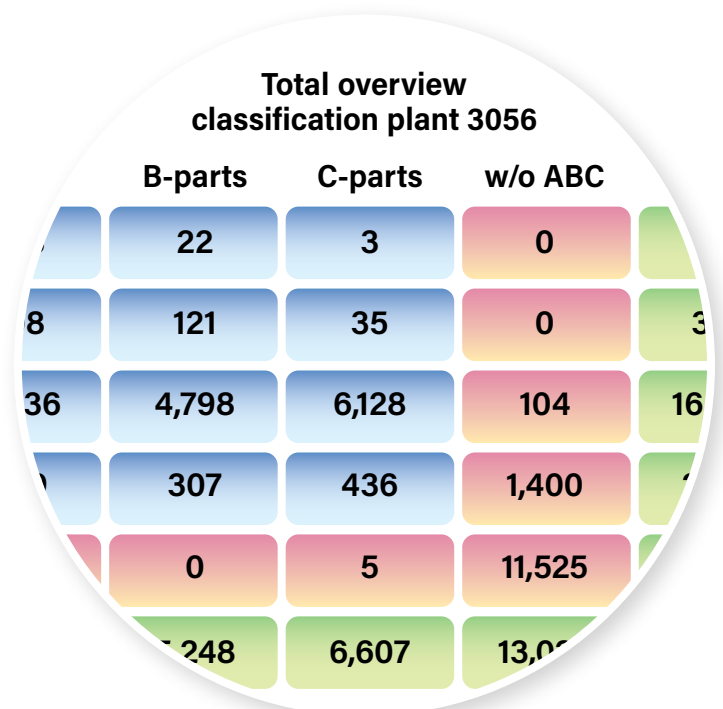
Forecast accuracy dispersion matrix presents actionable intelligence and directs the user where to focus time and attention



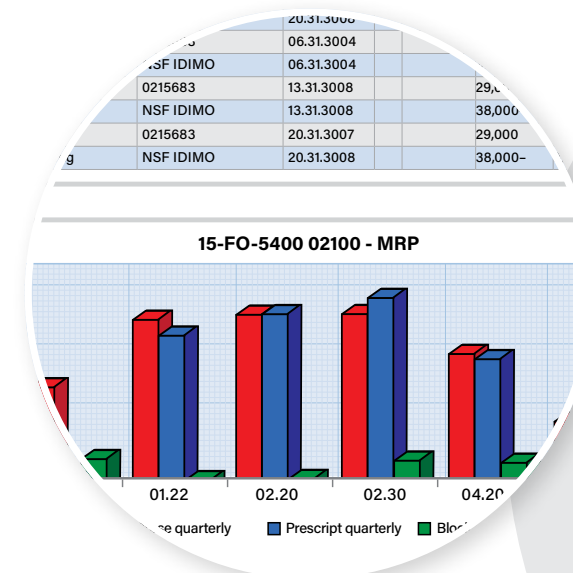
Inventory Optimization Module

- ✓ Multi-dimensional segmentation to group materials by volume and variability
- ✓ Establish multiple service classes to optimize variable safety stock across a diverse material set
- ✓ Simulate changes to inventory levels before adopting new service level targets
- ✓ Visual range of coverage based on lead times

Two dimensional segmentation of materials creates logical groupings based on volume and variability. Each segment will be managed with a configurable strategy and unique service targets.



Real time simulation of MRP variable changes at the plant, group, or material level



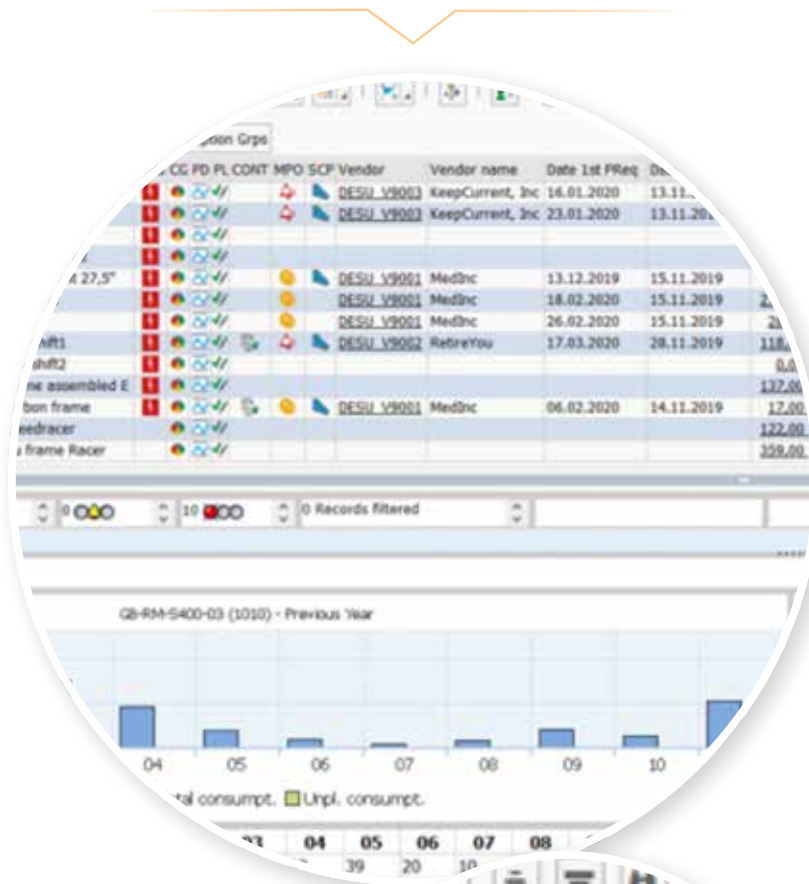
BUSINESS VALUE

By using GIB for inventory optimization, our clients have reduced stock outs by 27% - 45%, while reduce inventory investment by 18% - 42%. Since the functionality and data is within SAP, daily operational reports can be run to identify performance outliers, thus allowing corrective action to be taken in real-time.

Enhanced MRP & Alert Monitoring Module

Many GIB clients refer to this module as "MD04 on steroids"

- ✓ 25+ SAP transactions consolidated into one central dashboard
- ✓ Better understand supply and demand
- ✓ Eliminate off-line spreadsheets
- ✓ Proactive alerting to direct focus and attention before stock outs and overstock occur
- ✓ Faster, more data driven supply decisions
- ✓ Flexible data views to impact multiple supply chain users



Details GB-RM-S400-

Chg.	Content of lines
	POItem
	PurRqs
	DegReg
	OrdRes
	Available quantity
	Stock values (EUR)
	CustSt
	Stock values (EUR)

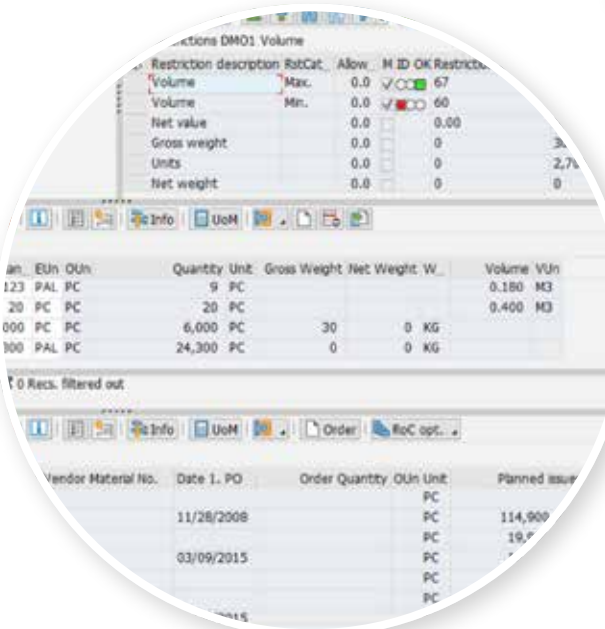
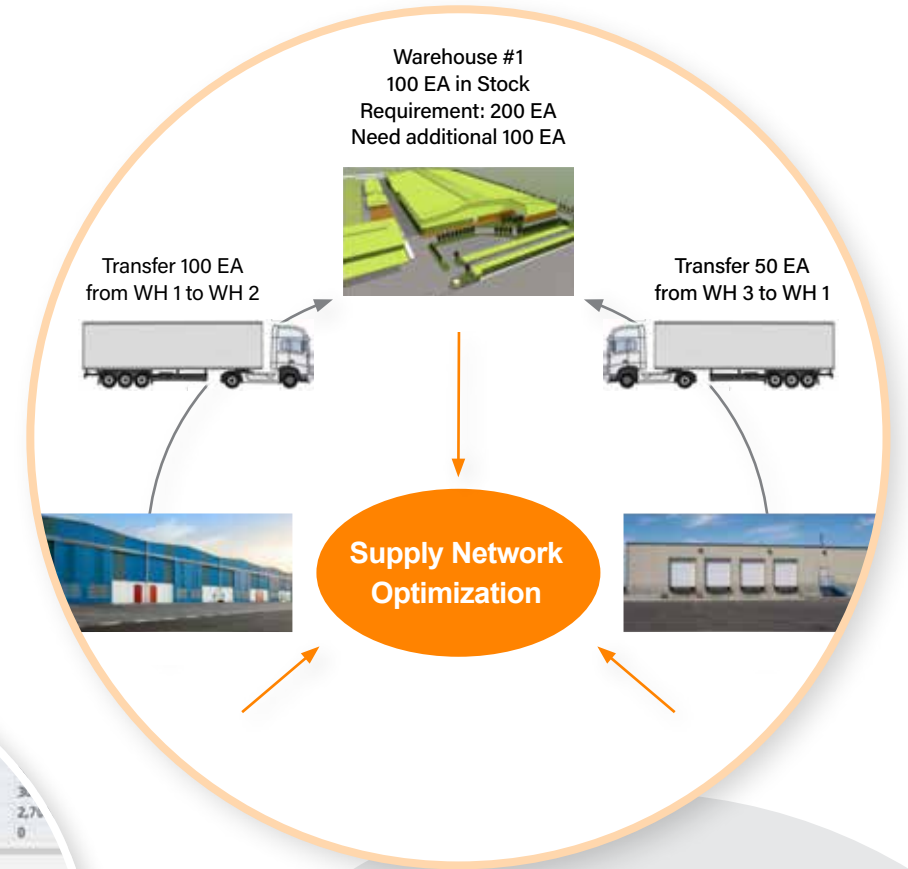
BUSINESS VALUE

The GIB enhanced MRP Operations Cockpit, seamlessly rendered inside SAP, allows you to make more informed and timely supply chain decisions. The information is presented in a clear, customized way that empowers the users to be more efficient and effective in their buying, planning and scheduling tasks. GIB clients enjoy a time savings of 40%; allowing them to scale the business without adding head count.

Supply Network Optimization Module

Automatic transfers within a supply network based on requirements, proximity, lead times and excess inventory

- ✓ Manage the economic and response time trade-offs between vendor sourcing and internal stock transfers
- ✓ Optimize purchase orders based on vendor restriction profiles
- ✓ Gain one touch visibility into excess inventory across multiple plants
- ✓ Trigger PO's and transfer from one central cockpit



Improve sourcing decisions, balancing supplier restrictions with available, excess inventory in nearby plants

BUSINESS VALUE

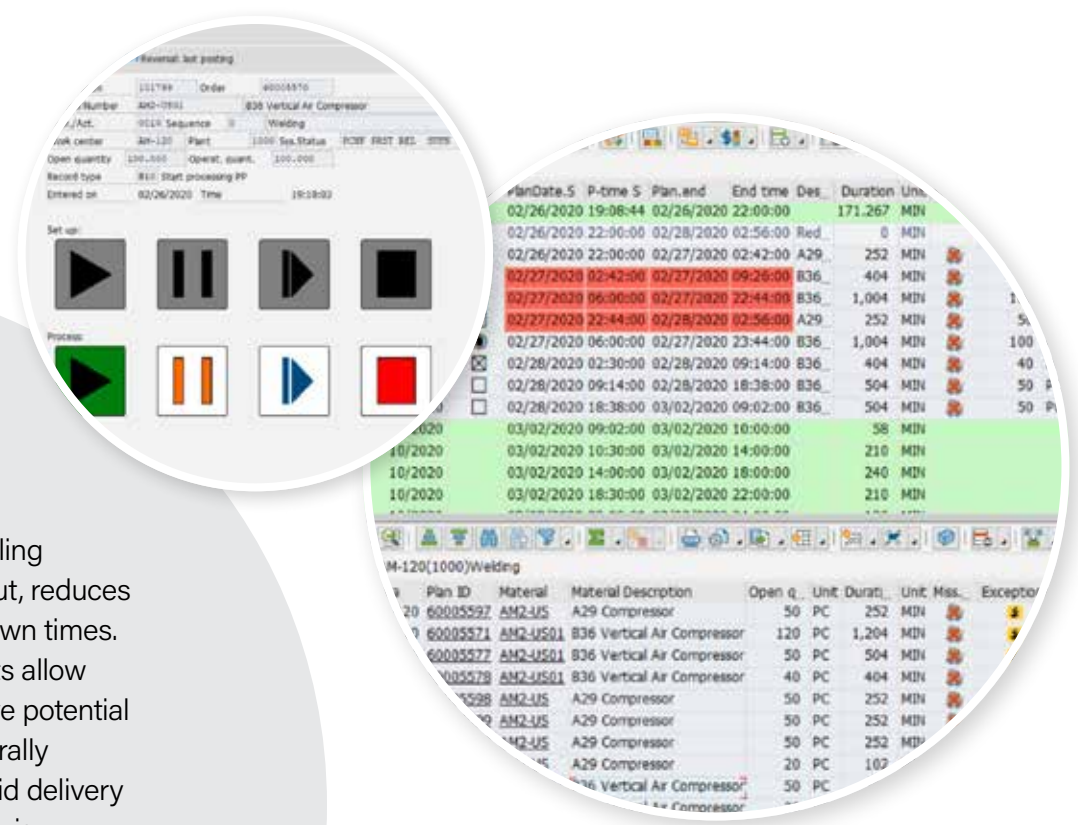
This module brings value by lowering procurement costs and avoiding excess and unproductive inventory. As with all GIB modules, the Supply Network Optimizing module is naturally integrated within SAP for rapid delivery and ease of use. More efficient materials management enables top line growth without new headcount.

Production Scheduling Module

- ✓ Visibility into real time capacity constraints
- ✓ Characteristic based sequencing and order grouping
- ✓ Drag and drop scheduling
- ✓ Level loading across production lines and resources
- ✓ Simplified, real-time confirmations with a touch screen enabled confirmation dashboard



Confirm orders real time with a touch screen enabled solution designed for use on the shop floor



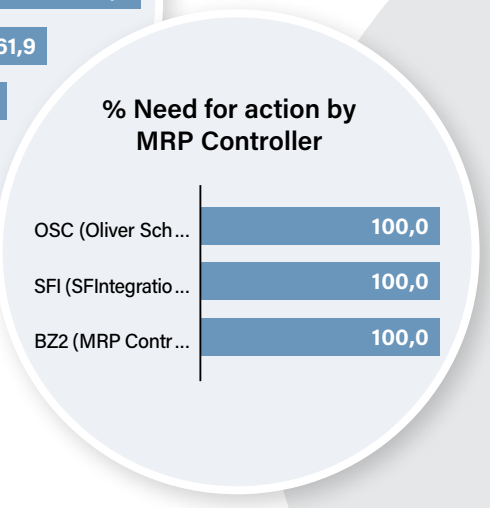
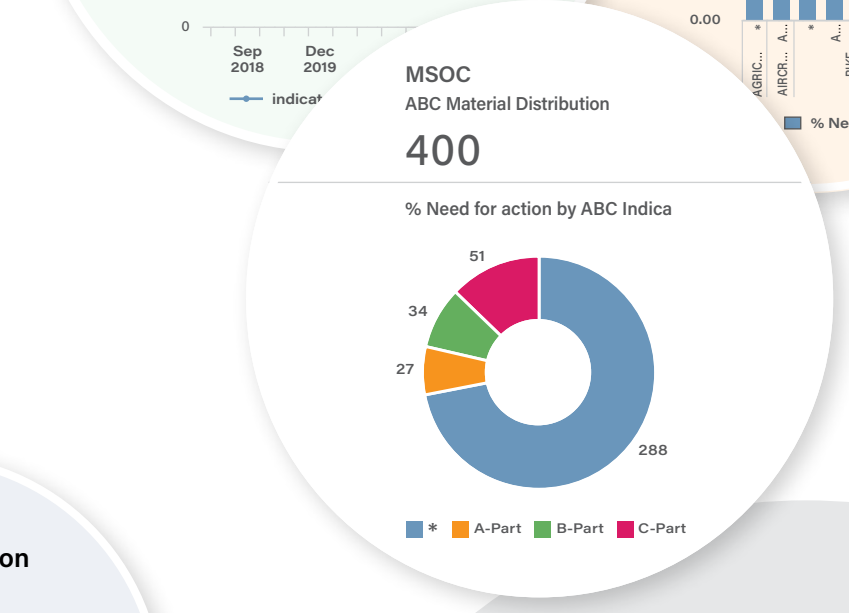
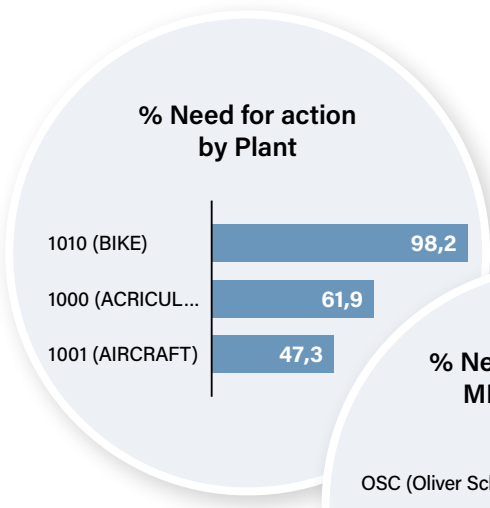
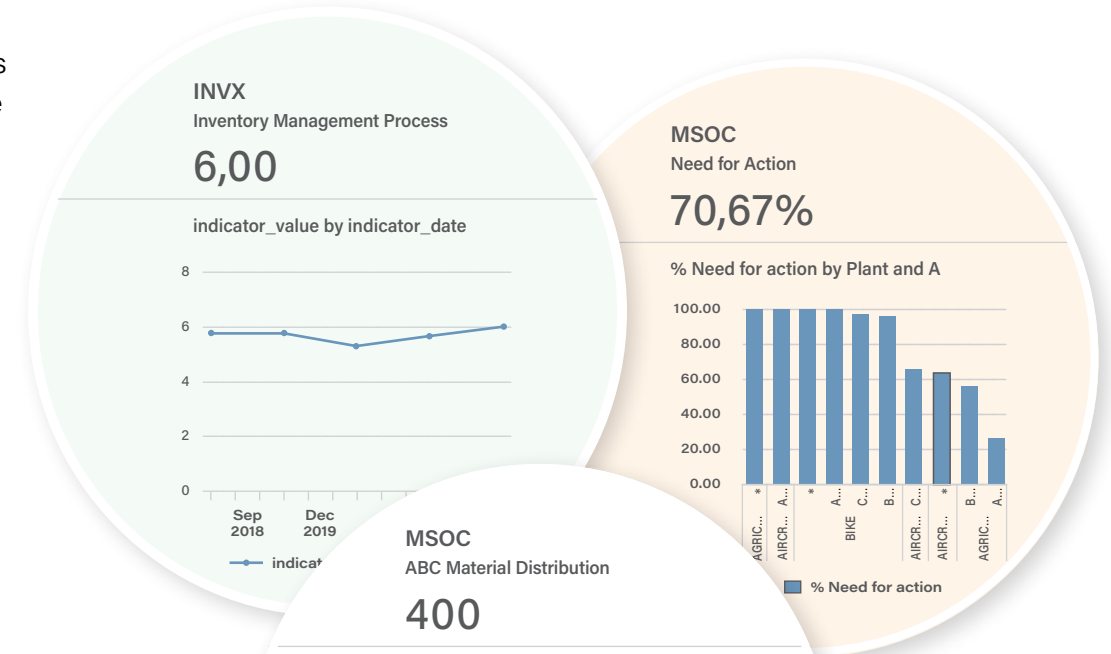
Capacity dashboard provides visibility to constraints across plants, machines/lines, and labor

BUSINESS VALUE

Using the production scheduling modules increases throughput, reduces downtimes, setup and teardown times. Real-time capacity constraints allow quicker reaction times to solve potential challenges. Since GIB is naturally integrated within SAP for rapid delivery and ease of use, manual work is reduced, improving employee efficiency.

Key Operational Indicators Module

- ✓ Performance metrics integrated within the GIB Suite
- ✓ Operational insight with drill down to identify root cause and take corrective action
- ✓ Real time updates
- ✓ Natural integration with planning, execution and simulation functions



BUSINESS VALUE

Each GIB module includes key performance indicators that provide actionable insight to make predictions to improve planning. Since the module is naturally integrated within SAP for fast delivery, no data extractions or additional IT work is necessary. And there no additional software to purchase.

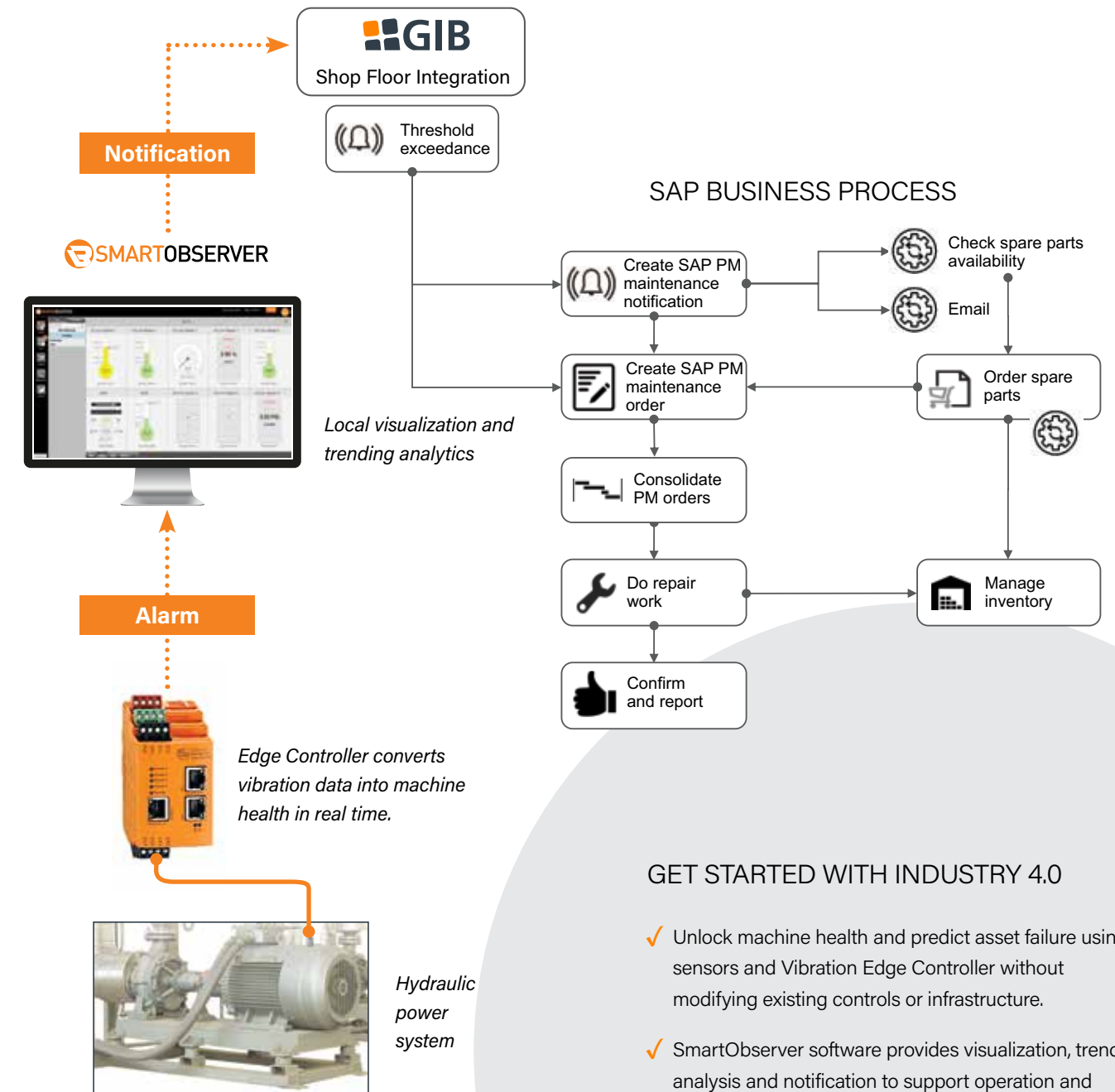


GIB Delivers Value in Many Markets

- Aerospace
- Automotive
- Chemical
- Discrete Manufacturing
- Food/Beverage
- Hi-Tech/Semi-conductor
- Pharmaceutical
- Process Manufacturing
- Sensors/Automation
- Wholesale/Retail

GIB Shop Floor Integration Module

Predictive Maintenance - The GIB Shop Floor Integration module automates work order creation and the maintenance process in SAP Plant Maintenance (SAP PM).



GET STARTED WITH INDUSTRY 4.0

- ✓ Unlock machine health and predict asset failure using sensors and Vibration Edge Controller without modifying existing controls or infrastructure.
- ✓ SmartObserver software provides visualization, trend analysis and notification to support operation and maintenance functions on the plant floor.

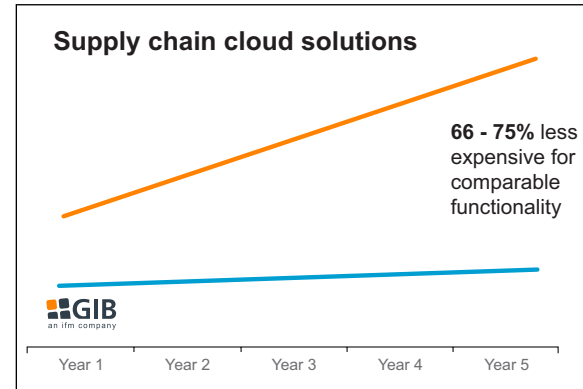
Best Value in the Industry

EASY – AFFORDABLE – LOW RISK

TOTAL COST OF OWNERSHIP

Compared to functionally comparable cloud supply chain solutions that run external to SAP ERP, GIB delivers substantial savings.

Taken over a five year horizon, the total cost of ownership can differ by a factor of THREE TO FOUR times more expensive than GIB.



RISK

The two biggest variables in an IT project are master data and user adoption. GIB removes these variables from the project. Your data is already in SAP; both master data and transactional data. You spent a lot of time and treasure getting the data right. DO NOT MOVE IT!

Buyers, planners and schedulers live in SAP, aside from the occasional spreadsheet that we can help eliminate. They are used to the look and feel, and navigation within SAP. We do not ask our users to learn new software. Instead we give them better, more intuitive tools to use within the framework of SAP. Our users love GIB because it makes their job easier and enables more productivity and results.

With GIB, we bring the enhanced functionality to where the data and people operate. Our cleverly devised programs make use of the SAP data where it resides, and we deposit the outcomes from our advanced algorithms into the standard data tables so the subsequent SAP processes do not need to be modified... seamless integration by design. This means implementation projects that are **on time, on budget** and **on value** for our clients.

FUTURE PROOF







GIB is certified by SAP on all SAP ECC 6.0 and S/4 platforms. Being a certified partner of SAP means we ensure our solutions seamlessly integrate within the latest SAP releases.



SAP® Certified
Powered by SAP NetWeaver*

SAP® Certified
Integration with SAP S/4HANA*

Customer Value and Testimonials

	Stock level reduction of approximately 30% within 7 months
	Stock level reduction of approximately 40% within 11 months
	Reduced stock out rate from 8% to 2% creating a 98% service level
	Reduced inventory by \$2.7M within 7 months while maintaining service levels
	Reduction of back orders by 47% in 9 months Stock level reduction of 20% in 9 months
	Stock level reduction of \$150M in one year

"Our Controlling module implementation opened the door to many welcome changes to our strategic inventory approach. We quickly shifted from reactionary activities to far more proactive, strategic activities."

- Jean Treml, Materials Director, Nature's Way

"With GIB Forecasting we have been able to improve our forecast accuracy, which has directly lead to carrying less inventory, improving our inventory performance by 20% while maintaining our high service level."

- Damion Davy, Demand Planner, Grace Kennedy

"Stock evolution from January 2009 to June 2011 from 62M€ to 54M€... the main contributor to 12M€ stock reduction is the GIB Inventory Controlling Solution."

- Gunnar Clavey, Head of Tactical & Commercial Planning, SATAIR Group, Airbus

"All requirements of MRP controllers are covered from a central cockpit. Users can access relevant information from the tool without the need to call various other applications. This creates about 40% time saving in daily work and employees can work more efficiently. The pay-off time is short, not only with regard to time-savings but also thanks to transparency and accompanying reduction in warehouse stock."

- Norman Seibold, E-T-A, GmbH

"It has really been astonishing how fast and smoothly GIB Dispo-Cockpit was implemented into our Krone SAP System and into our supply chain processes. It took less than 6 weeks from the installation on the test system to the actual use in the production systems - user training included!"

- Dr. Goy Hinrich Korn, General Manager, IT Krone Group

We Are Here for You. Worldwide



USA:
Chicago

Netherlands:
Harderwijk

France:
Paris

Italy:
Milano

Germany:
Siegen HQieg

Switzerland:
Zurich

Brazil:
São Paulo

Germany

Martinshardt 19
57074 Siegen
de@gib.world
gib.world

Netherlands

Deventerweg 1a
3843 GA Harderwijk
nl@gib.world
gib.world

Switzerland

Altgraben 27
4624 Härkingen
ch@gib.world
gib.world

USA

1211 W 22nd Street
Suite 500
Oak Brook IL 60523
usa@gib.world
gib.world

Italy

Via Paracelso, 16
20864 Agrate Brianza (MB)
ita@gib.world
gib.world

France

1-3 Rue Jean Richepin
Immeuble Uranus
93160 Noisy-le-Grand
fr@gib.world
gib.world

Brazil

Avenida Paulista, 2537
3° andar, sala 03-101
CEP 01311-300
São Paulo
bra@gib.world
gib.world

Our Vision

GIB believes every SAP customer should achieve supply chain optimization. That's an ambitious goal, and we have the solutions to fulfill that mission. We are the only certified SAP partner that delivers out-of-the-box supply chain solutions that run inside of SAP ECC and S/4 HANA.

Our solutions scale up to meet the complex requirements of the largest companies in the world, and scale down to meet the budgetary constraints of all SAP customers. With more than 600 customers in 20+ countries, you can trust that GIB will extend and enhance your SAP ERP system to deliver the supply chain performance your customers and stakeholders demand.



1211 W 22nd Street, Suite 500
Oak Brook IL 60523
Phone: (630) 796-1114
Email: usa@gib.world
Visit: www.gib.world/us



SAP® Certified
Powered by SAP NetWeaver®

SAP® Certified
Integration with SAP S/4HANA®