

**INFOSYS
PROCUREMENT
AND
PLANNING
PRACTICE**





Need for best-of-breed planning and procurement solutions in today's era

In today's cut-throat competition, organizations are increasingly realizing the relevance of lean and optimal supply chain planning. As a result, they have started leveraging the best-of-breed solutions available in the market for the job. Market leaders who are able to achieve demand forecasting accuracy of >75%, operate at 15% less inventory and 10% lower stock-outs vs. the competition.

To put things into perspective, even a 1% inventory reduction for a \$1 billion company translates to at least \$1 million in savings each year.

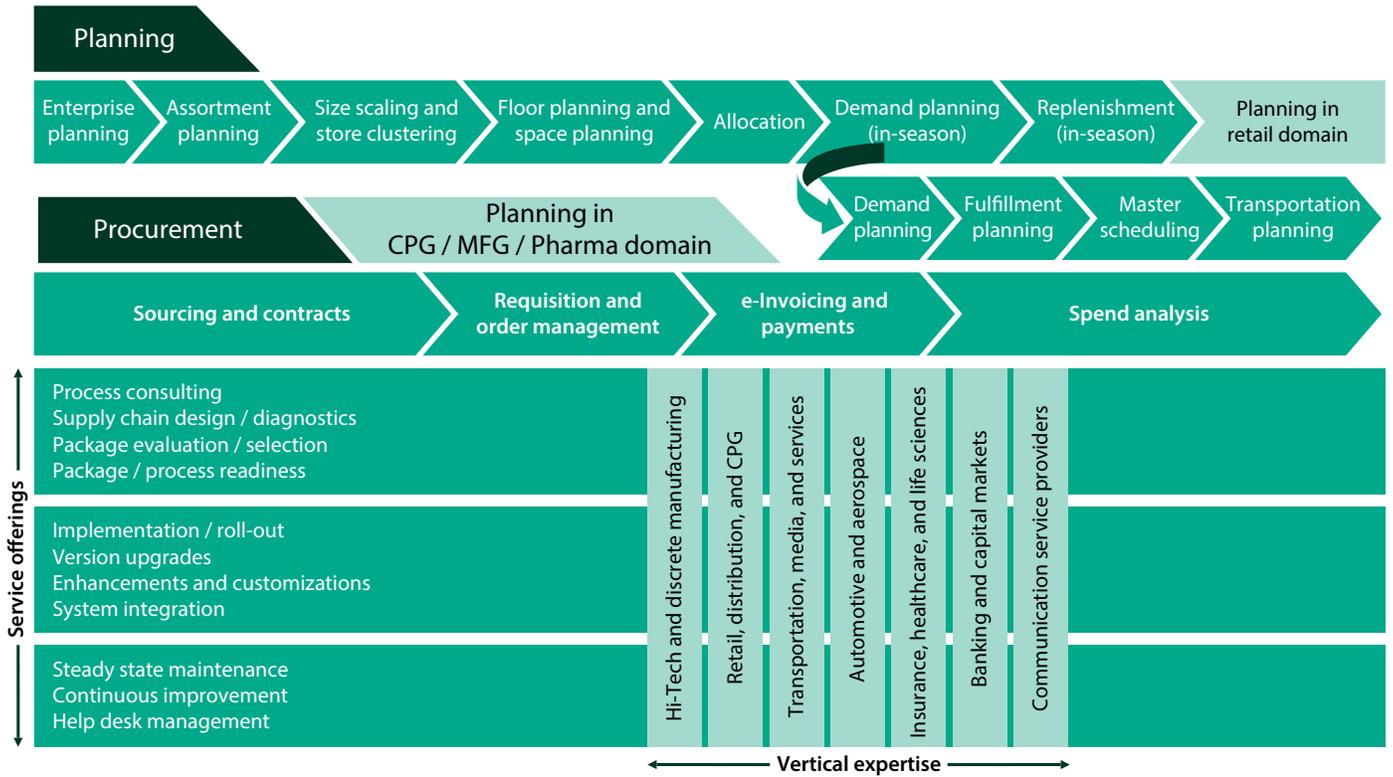
Another growing demand is for efficient enterprise applications in source-to-pay domain. The industry outlook strongly indicates that S2P processes would benefit from features like e-commerce portals and automated workflows. Organizations today, are constantly striving to improve service standards to internal customers, cost efficiencies, and to minimize 'maverick' spending in collaboration with vendors.

Infosys provides an integrated end-to-end planning and procurement solution

With a 15-year mature supply chain planning and procurement practice, and 130+ engagements across 40+ clients, Infosys provides the entire spectrum of services across all the verticals.

Our planning and procurement services include:

- Process consulting
- Diagnostics and landscape assessment
- Package evaluation
- Product implementation and roll-outs (JDA / Logility / Quintiq / Ariba / Emptoris)
- Integration
- Testing
- Functional and technical upgrades and steady state maintenance
- Continuous improvement

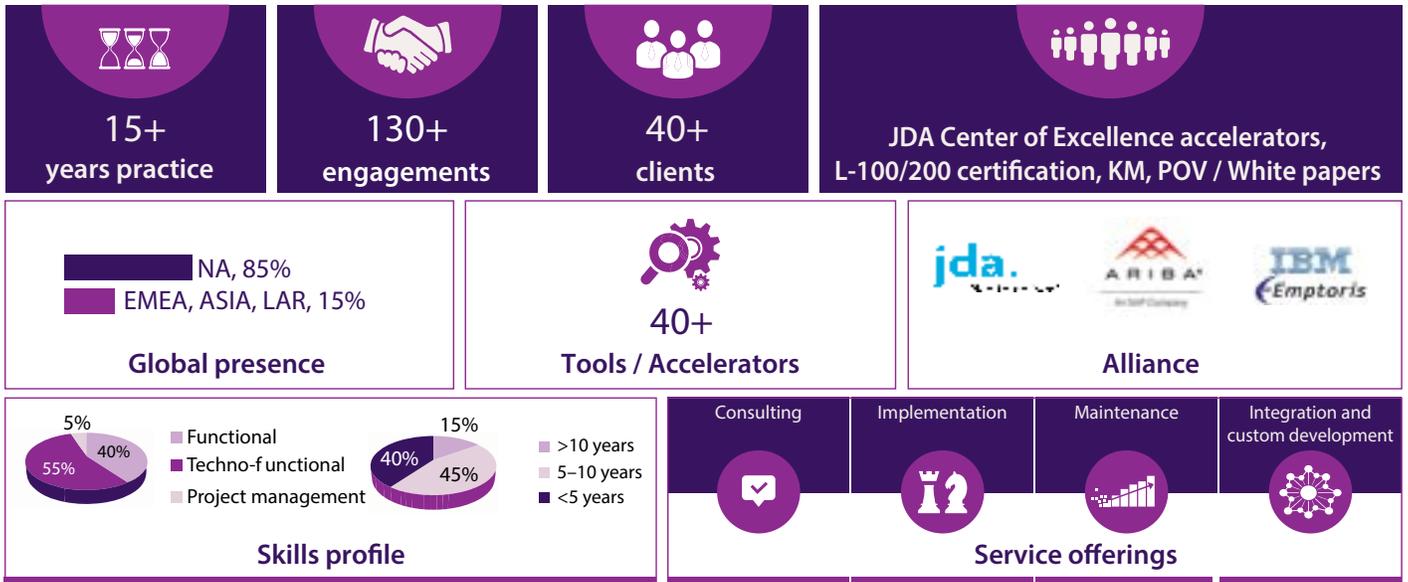




Aimed at providing a great value lever to clients, we have a dedicated planning and procurement CoE with a continual focus on developing prototypes, reusable tools, and accelerators. Some of the unique solutions presented by the CoE are:

- **Pre-built flexible JDA demand / fulfillment / assortment planning framework** for a faster go-to-market and reduced cost for roll-outs due to flexibility and scalability of framework
- **JDA demand / fulfillment upgrade tool kits** (such as data mapping template, configuration template, JDA process automation framework, data migration – resulting in faster upgrades
- **JDA support tool kits** resulting in higher productivity of planners, increased stability, and availability of JDA applications
- Forecast tuning cheat sheets
- Safety stock-service level determination tool
- Automated plan-failure-handling tool
- System uptime availability tool
- Service run-time environment metrics tool
- Flexible editor performance monitoring tool
- Baseline performance metrics tool
- **Ariba on-demand testing toolkit**
Helps finalizing testing strategy for on-demand Ariba implementation and fast-track implementation testing cycles with the necessary depth and coverage. This results in shorter testing cycles, automated regression testing workbench, and increases the effectiveness and efficiency of the roll-out platform

Infosys planning and procurement practice



Supply chain procurement success stories

Leading UK-based multinational pharmaceutical company

Infosys solution

- Implemented source-to-pay Ariba cloud solution
- Led business process review workshops, solution architecture development, and finalization of solution design, test management, data management, and migration, as well as global roll-outs

Outcomes achieved

Client achieved benefits across their financial, compliance, and business

Financial:

- Process efficiency with end-to-end coverage
- Cost savings with global platform

Compliance:

- Transparent reporting for analysis
- Drive compliance improvement

Functionality:

- Improve P2P process efficiency and effectiveness
- Support and maintain online bidding and contract management

Leading European bank

Infosys solution

- Implemented Ariba procure-to-pay cloud solution, designing IT processes for indirect procurement from scratch, Ariba SME consulting, and product fit-gap analysis
- Built workflows / catalogs / rate cards as part of service procurement configurations, test management, data management, and deployment support

Outcomes achieved

- Cost savings with global P2P solution
- Improved procurement efficiencies in purchase orders and invoices
- Advanced electronic communication with vendors and other stakeholders throughout the procurement processes
- Improved data visibility for planning and control of indirect procurement

Leading US-based coffee company

Infosys solution

- Performed assessment of existing contracts management process
- Studied as-is manual processes, recommended to-be systemic process, and implemented the future contract management system based on the IBM Emptoris platform as a part of a hosted solution

Outcomes achieved

- Centralized electronic storage, retrieval, maintenance, and version control of contractual documents
- Reduced contract creation time from weeks to days
- Improved contract creation process and administration (performance measurement, audits, and reporting)

Supply chain planning success stories

Leading US-based multinational food and beverages company

Infosys solution

- End-to-end implementation of JDA demand and fulfillment, which included installation, design, build, testing, end-user training, and steady state support for client's UK operations
- Built customizations such as:
 - Automated maintenance of demand allocation calendar
 - Automated sourcing, auto-population of planning parameters for new product
 - Aggregated production planning to reduce the inventory across supply chain

Outcomes achieved

- Unification of five planning instances into a single, harmonized planning instance for the snacks and beverage business
- Reduction of organization-wide inventory by over 15%, with substantial improvement in service levels

Leading US grocery retailer

Infosys solution

- Implemented JDA-Manugistics to execute 'time-phased replenishment' concept to resolve issues related to low inventory turns, high cost of inventory, and high cost of labor at the stores and warehouses

Outcomes achieved

- Reduction of 5%—15% in inventories at the warehouses while maintaining service levels
- Increased in-stock percentages of 2%—6%
- Reduction in lost opportunity by 30%—50% (demand visibility led to greater collaboration between the vendors and the retailer)

Leading CPG company in US

Infosys solution

- Implementation, infrastructure support, and application maintenance, for product supply suite of applications which included, JDA / Manugistics demand planning, fulfillment, collaborate, market manager, monitor, reporting, demand classification, and strategy modules for multiple business models which further included, warehouse OTC, direct store delivery, and VMI

Outcomes achieved

- Faster implementations
- Stable systems with productivity improvement through automation
- Improved service level with less outages ensured increased client satisfaction
- Reduction in TCO

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