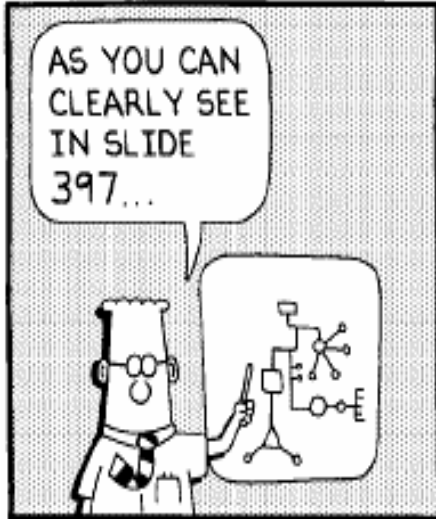


pursuing the perfect partnership



## **SMARTLOG** **Supply Chain Optimization**

Jens Stenquist  
Terje Gårdsmoen  
Intentia Nordic SCM team



## Agenda

- ▶ **Intentia** as a company
- ▶ Intentia's planning concepts
- ▶ Live - Supply Chain Planner

## Our Business Card

 **intentia**

**Customers: 3,500**

**Employees: 2 400**

**Established in: 40 countries +**

**Turnover: 2.983 (sek)**

- Scandinavia's largest software company
- Europe's second largest company in our industry
- Fourth largest in the world in our industry
- The global leader in Java technology

Vendevägen 89

SE-182 15 Danderyd, Sweden tel +46 8 5552 5000, fax +46 8 5552 5999, [www.intentia.com](http://www.intentia.com)



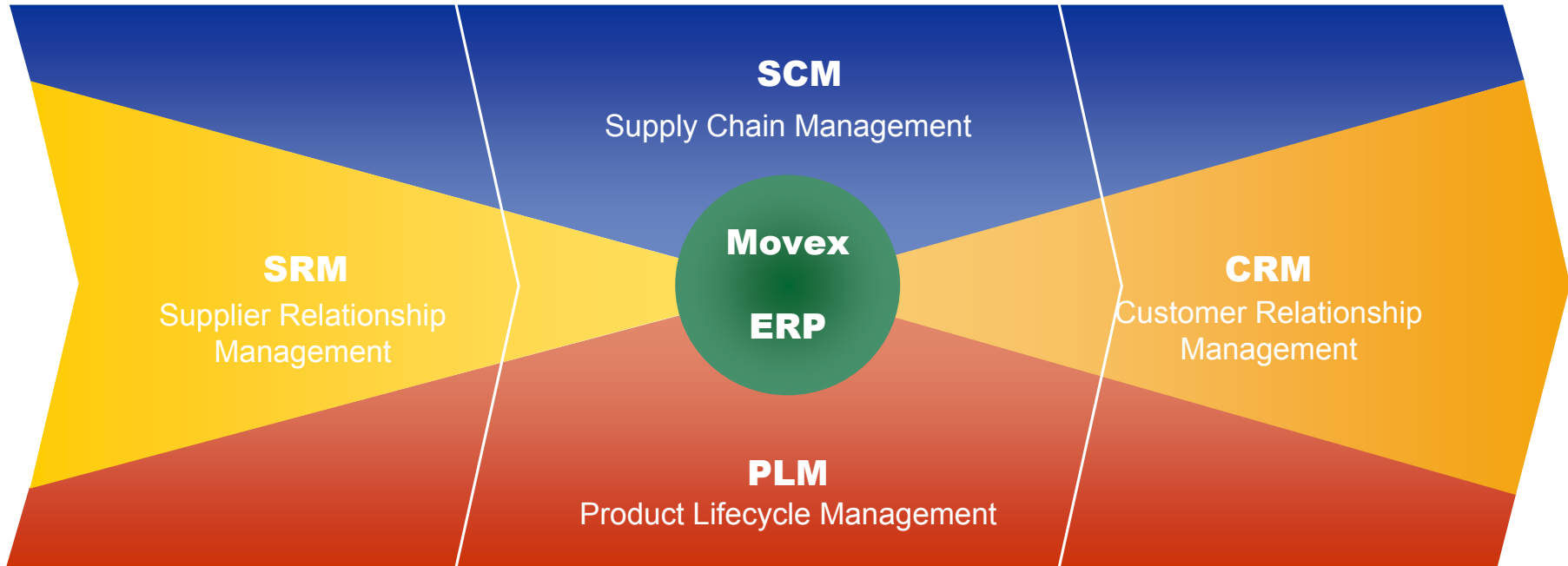
The new business will retain the Lawson brand as it brings benefits of recognition, headquarters and listing in the world’s largest software market, the USA

Closing is expected by the end of December 2005, subject to regulatory approval

# Intentia Product Offer and Concepts

Value Added Supply Chain

Portals    Openness In/out bound    Collaborative Processes    Loosely Coupled    Seamless Integrated    Transparency

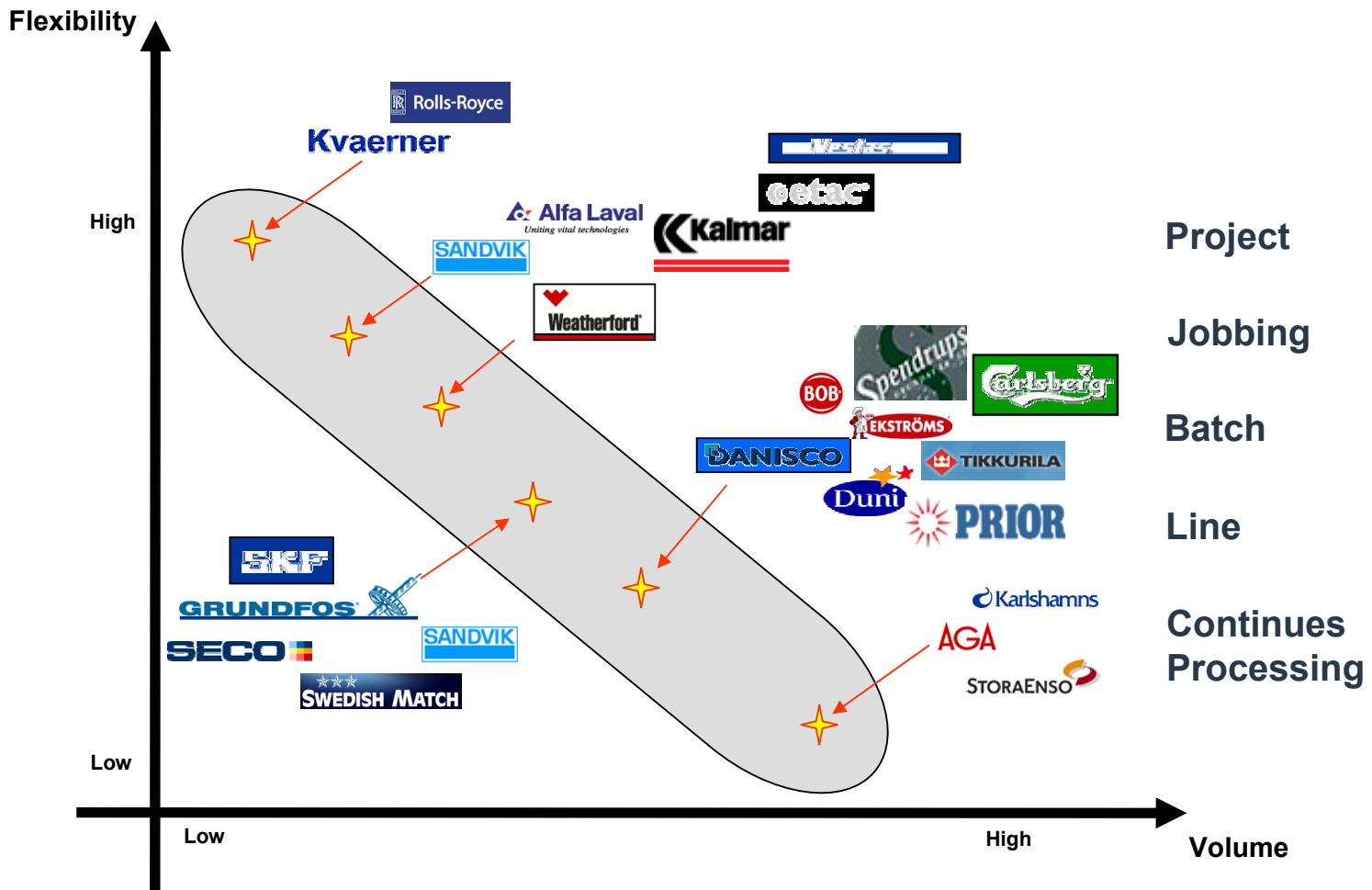


# 50 % of our SCM business to non Movex ERP

A collage of various company logos, including BDF, Beiersdorf, Rolls-Royce, Swedish Meats, Raisio, Jaguar, Spendrups, IKEA, Sapa, Alfa Laval, Weatherford, Duni, Kvaerner, Danisco, Trelleborg, Grundfos, Brio, Svedala, Kavli, Elkem, Perstorp, Storaenso, Btg, Hardi, Vestel, Tylo, Aga, Swedish Match, Procordia, Bob, Felix, Onos, Ekstroms, Consilium, Sandvik, Alcatel, Santa Maria, Kalmar, Hasselblad, Manor Bakeries, and Arla. A world map is centered in the collage.

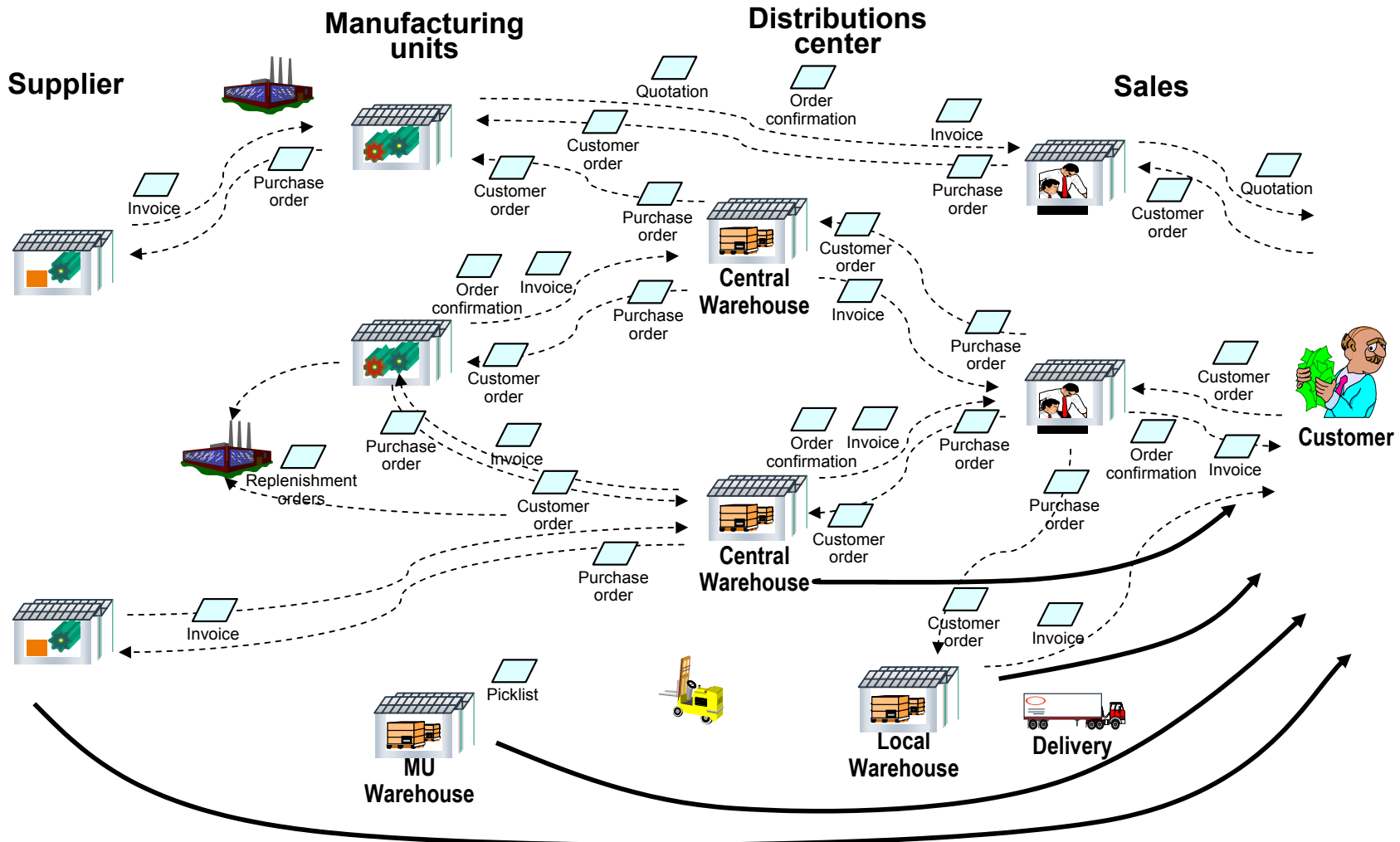
Over 400 customers 600 installations

# Customer diversity

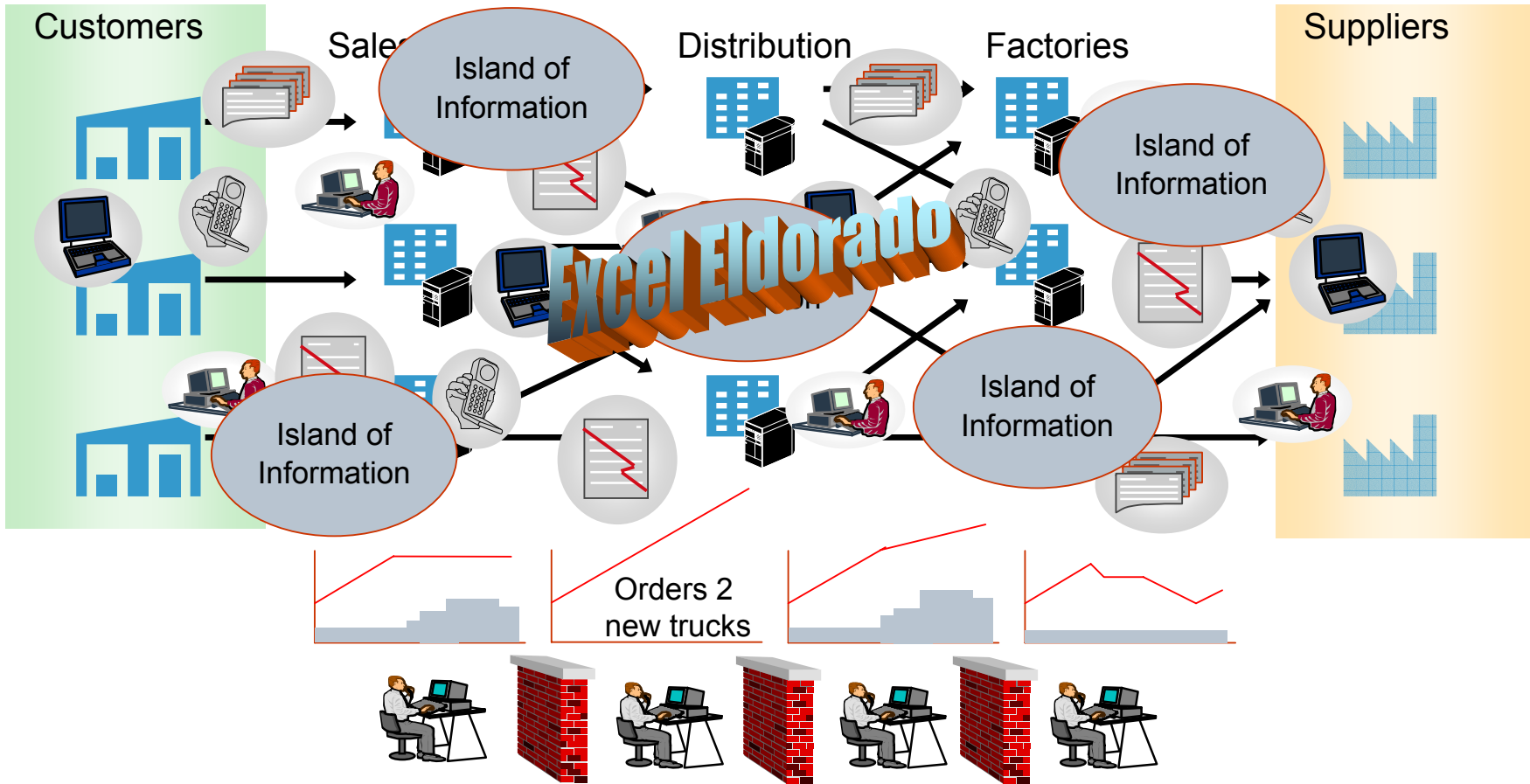




# Traditional business environment



# Current situation



Island of information – bad visibility

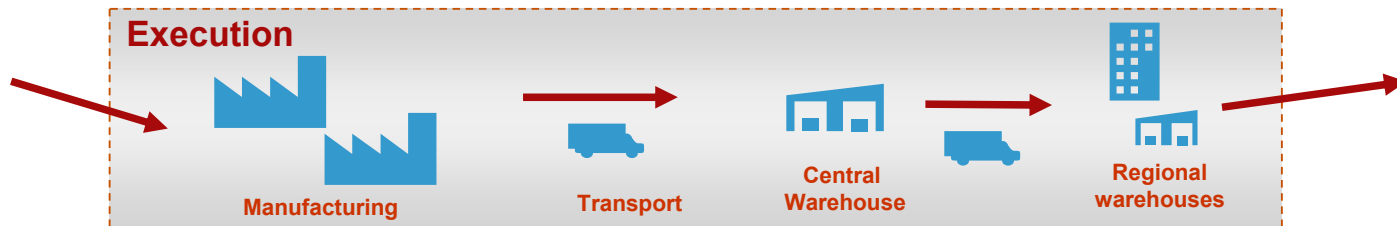
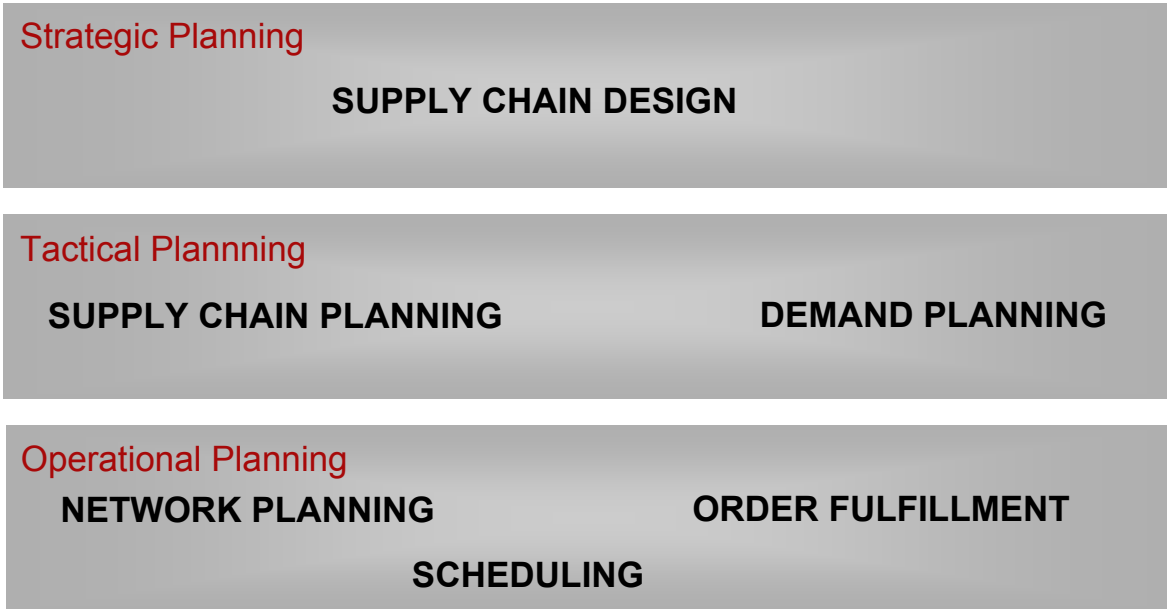
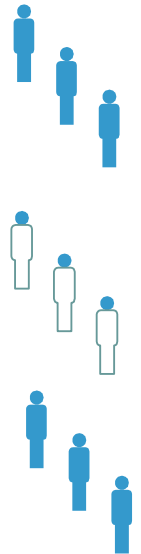
## Agenda

- ▶ Intentia as a company
- ▶ **Intentia's planning concept**
- ▶ Live - Supply Chain Planner

# Intentias Supply Chain Planning Concept

Suppliers

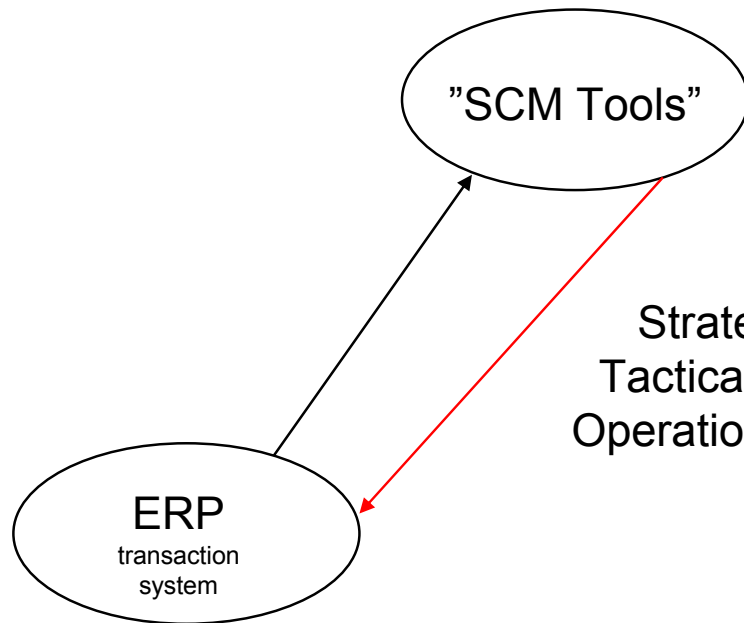
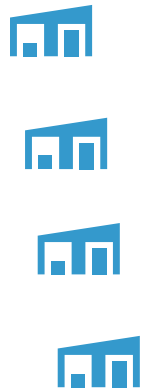
Customers



# Intentias Supply Chain Planning Concept

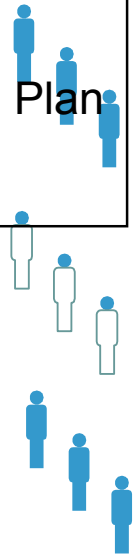
Suppliers

Customers



Optimization  
Prioritize  
Constrain based Prod Plan  
Forecast  
.....

Strategic  
Tactical  
Operation



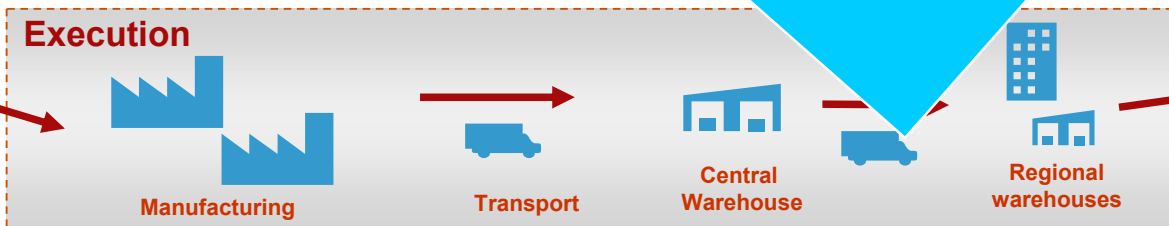
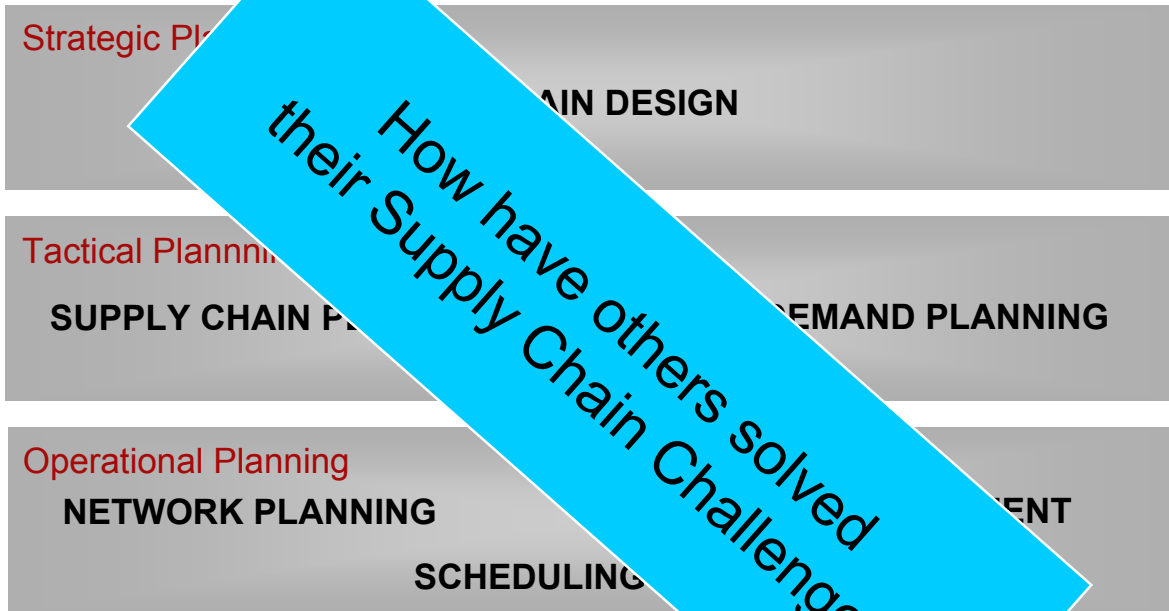
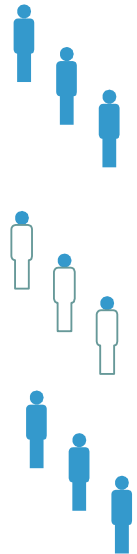
## Different Situations Require Different Tools



# Intentias Supply Chain Planning Concept

Suppliers

Customers





# Supply chain design at Vestas

**Supply Chain Planner**

Optimization Data Scoreboard Reports System Setup View Tools Window Help

**Scoreboard**

Type	Current Score	Changes	Description	Version	Version Description
	9	0	Transportation utilization	8	Vestas
	0	0	Inventory space utilization >100%	8	Vestas
	0	0	Demand not fulfilled	8	Vestas
	949 232	0	Supplycost	8	Vestas
	10 711 131	9 729 379	Transportationcost	8	Vestas
	536 656	0	Inventorycost	8	Vestas
	188 725 776	10 393 501	Profit	8	Vestas

**Reports**

- Capacity/Utilization
  - Supply Resource
  - Transportation Res
  - Stock Area
  - Ship-in
  - Ship-out
- Material Flow/Quant
  - Demand and Delive
  - Supply - Process
  - Supply - Item Group
  - Small Productions
  - Transportation
  - Sourcing
  - Split Sourcings
  - Inventory
  - Start Inventory
  - Flow
  - Product Structure
  - Shelf Life
  - Advanced Demand
- Economics
  - Demand and Delive

Scoreboard Record Types  
Data  
System Setup

Map [6,8]

Active Version 6/8 H&M&M- info tool Optimization Map 6/8





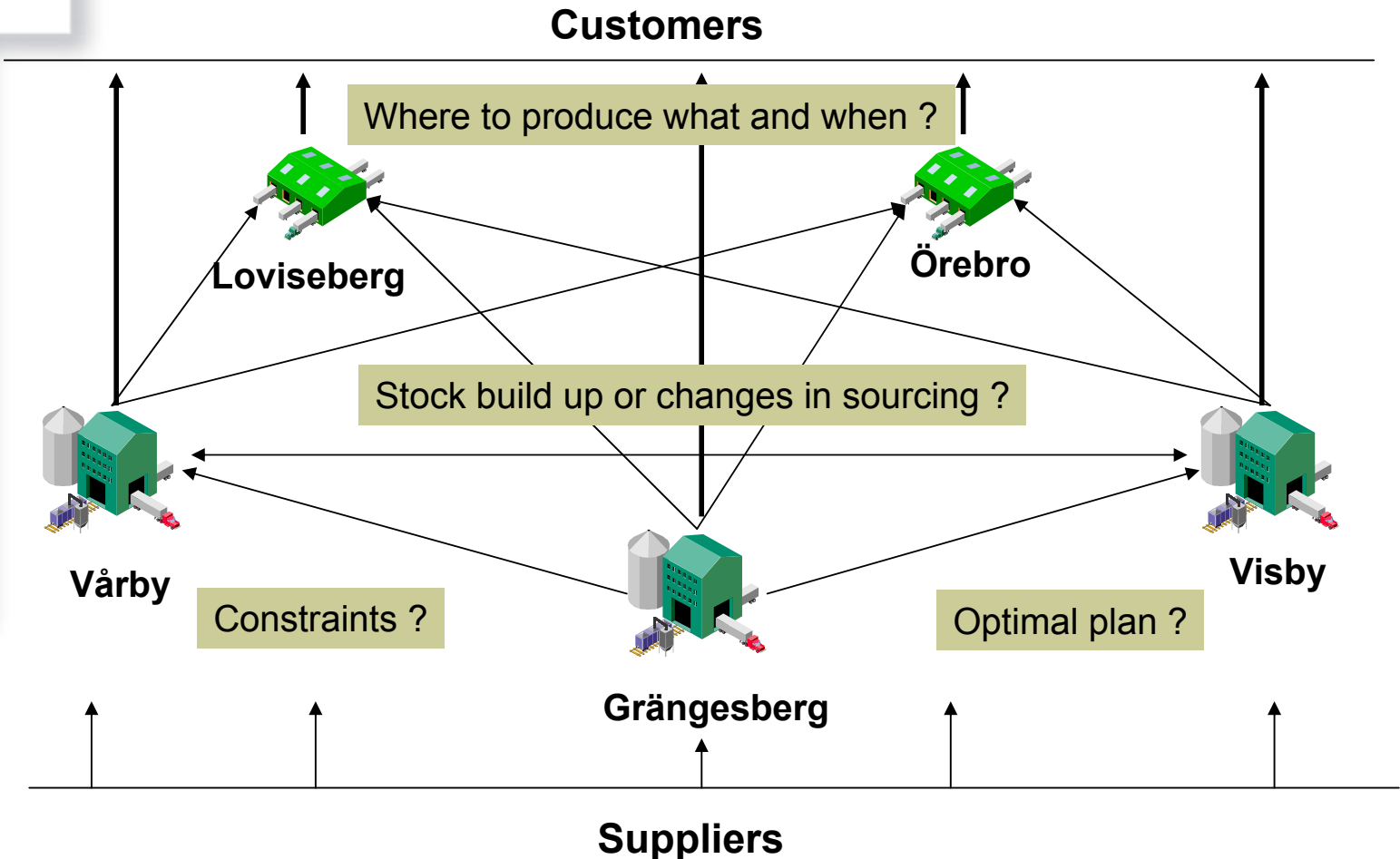
Turnover: 2122 MSEK

Market share (Sweden)

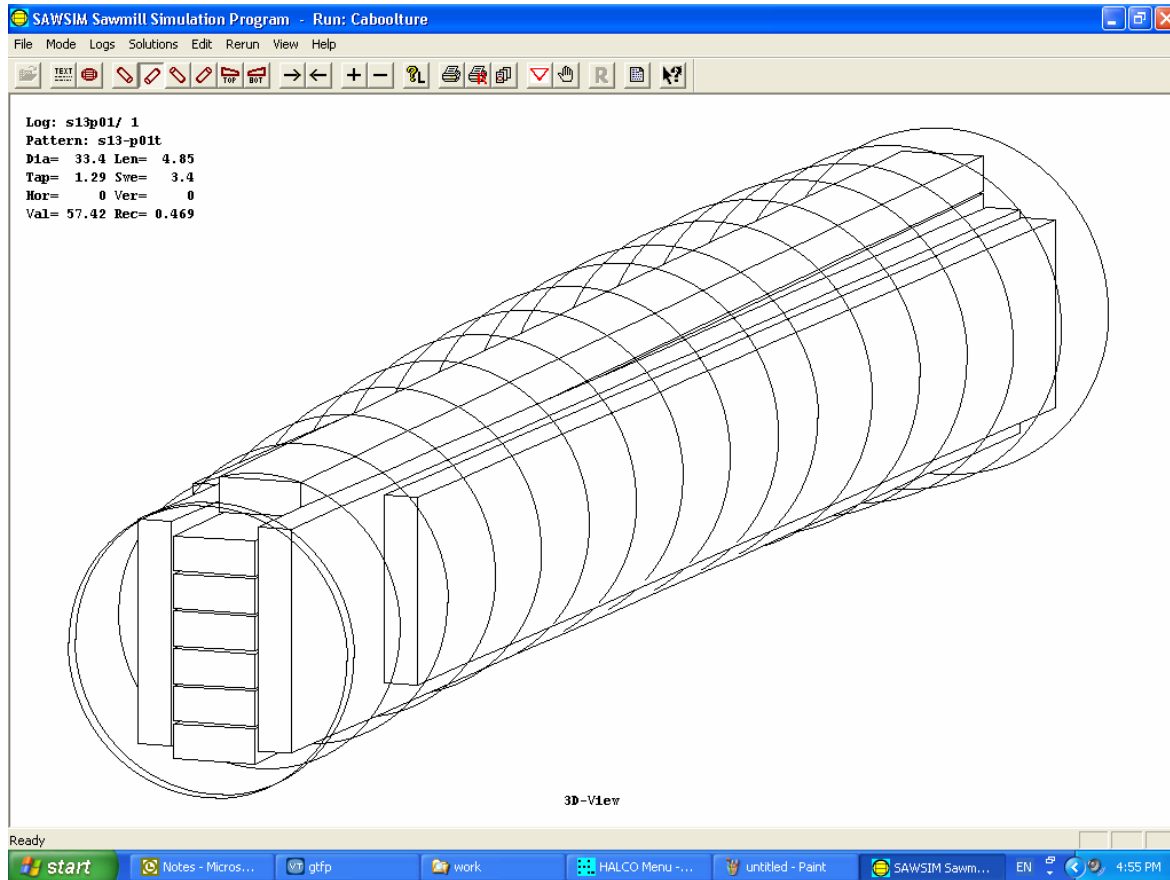
Softdrinks:	15%
Beer:	28%
Water:	37%



## Supply chain for Spendrups Breweries

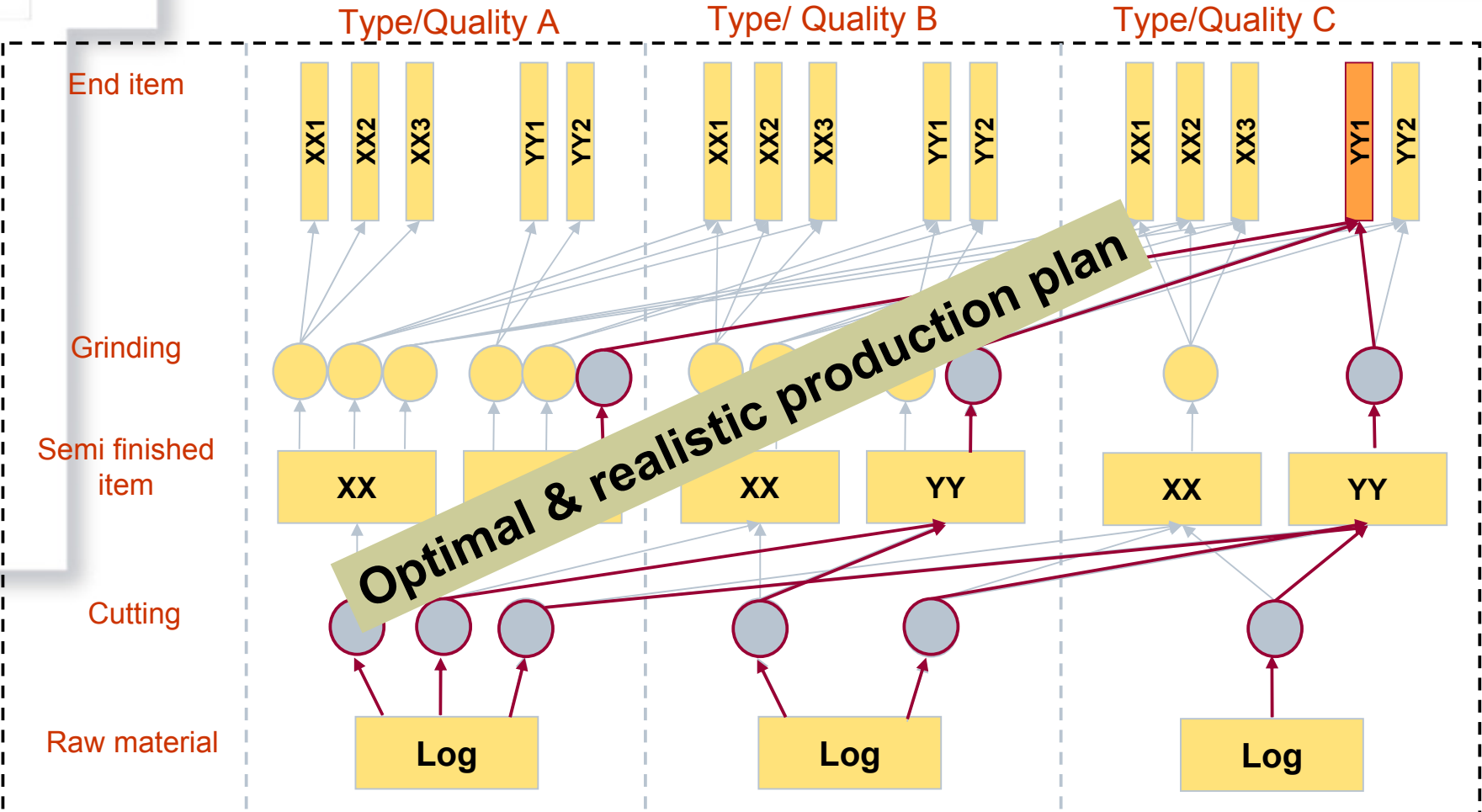


# Planning at Weyerhaeuser

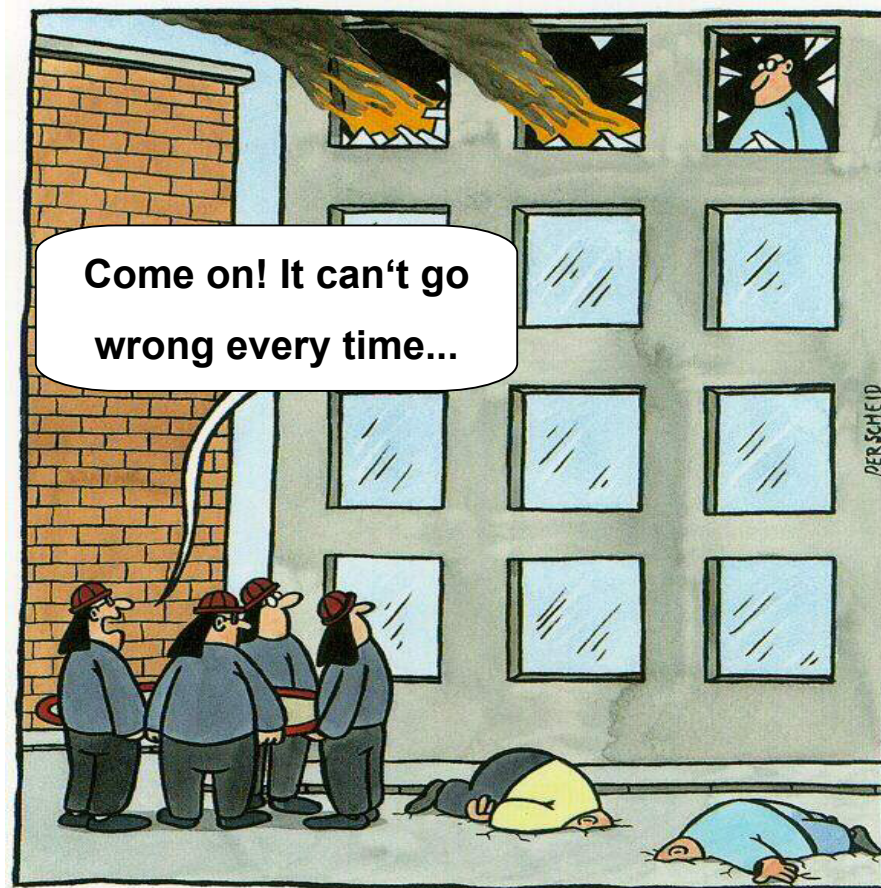




# Planning at Weyerhaeuser



## Planning is complex



## Agenda

- ▶ Intentia as a company
- ▶ Intentia's planning concept
- ▶ **Live - Supply Chain Planner**