

E2open Forecast Collaboration

Improved Visibility Into Customer Demand

Working with customers to understand future demand is a critical strategy for improving forecast accuracy and customer service. **E2open's Forecast Collaboration application** enables brand owners to gain visibility into projected orders, collaborate with customers to create joint forecasts and confidently commit to fulfilling demand.

Collaborative forecasting is not a new idea. With better visibility into customers' planned orders, brand owners can create more accurate demand plans and improve customer service without the need for large inventory buffers. However, collaboration remains a daunting task. A process that works with a few customers often fails to scale across a large number. Monitoring forecasts and resolving discrepancies between brand owner and customer forecasts can be very labor-intensive and will quickly overwhelm a process managed by spreadsheets and email. Integrating disparate manufacturer and customer systems and harmonizing data can also be a challenge.

Part of E2open's Demand Sensing intelligent application suite, E2open Forecast Collaboration offers a single platform where brand owners and their customers work together. Both brand owner and customer can share demand and supply information, review forecasts, reach a consensus and resolve potential problems before they happen. E2open provides a scalable and sustainable approach that sets the stage for more efficient and effective collaboration than less automated solutions can achieve.

Collaboration that Scales

E2open makes collaboration with large numbers of customers possible using process automation, analytics dashboards and exception management features. Integration capabilities and E2open's trading partner network foster the efficient exchange of data and rapid customer onboarding.

KEY FEATURES

-  Streamlined, efficient forecast collaboration process with automated workflows
-  Support for the supply commitment process from brand owner to customer
-  Proactive issue resolution using analytics dashboards to monitor joint KPIs and alerts for exceptions such as forecast changes and forecast-commit mismatches
-  Data connectivity that supports rapid customer onboarding, prebuilt enterprise resource planning (ERP) interfaces and common data exchange standards
-  Secure role-based permissioning to provide appropriate levels of access to data and processes

KEY BENEFITS

-  20% - 40% reduction in stockouts resulting from more accurate forecasts
-  10% - 20% decrease in excess and obsolete inventory
-  20% - 40% reduction in business lost to competitors
-  10% - 15% improvement in productivity by avoiding the tedious and error-prone manual reconciliation of spreadsheets and emails
-  More strategic relationships with customers

Step-by-Step Forecast Collaboration Process

The joint planning process starts with a customer sharing order forecasts and upsides with the brand owner. The brand owner then compares its internal forecasts with the customer's forecasts to identify any disconnects requiring resolution. The brand owner and customer work together to develop a consensus plan. Finally, the brand owner commits to the plan. Such joint planning reduces execution problems, decreases stockouts, increases revenue and improves capacity planning and utilization.

Management by Exception

An exception management approach ensures that participants are alerted to potential problems without having to go through reams of data. Standard exceptions include changes to the forecast and mismatches between forecasts and commits. Configurable thresholds and severity levels for web and email alerts prevent users from being overwhelmed with unimportant notifications. Both the brand owner and the customer are alerted so they can jointly resolve issues.

Analytics for Continuous Monitoring

Users can monitor exceptions and performance using an extensive set of dashboards, reports, key performance indicators (KPIs) and ad-hoc reporting capabilities. Data can be viewed at multiple levels of aggregation, and waterfall charts provide visibility into how forecasts and commits have changed over time. Extensive analytics enable the brand owner and its trading partners to gain insights into the state of forecast collaboration and take proactive steps to improve the process.

Secure Role-Based Permissioning

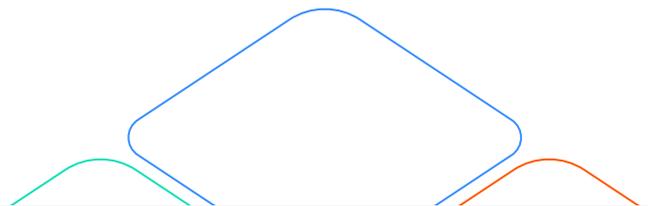
Secure collaboration with external partners requires the ability to share data on a need-to-know basis. E2open Forecast Collaboration's role-based permissioning enables administrators to assign process roles to users and specify data access by role. This gives users the data they need to do their jobs without compromising information security.

Integration Capabilities and Seamless Onboarding of Customers

E2open's integration capabilities overcome technical barriers to connect to a brand owner's customers and exchange data in real time using prebuilt enterprise resource planning (ERP) interfaces and common data exchange standards. E2open operates the world's largest direct materials network, so numerous customers are already on the network. E2open's connections are many-to-many and multitenant, so they can be reused for multiple trading partners. For customers not on the network yet, onboarding options include a web portal, a business-to-business (B2B) gateway called E2open B2B Client, system-to-system connectivity and email. Customers at any tier with just a basic level of technical sophistication can be onboarded quickly and efficiently, lowering collaboration costs.

End-to-End Supply Chain Management Platform

Once an organization implements any E2open platform application, it is easy to add more capabilities in the future for better visibility, coordination and control over the end-to-end supply chain. The E2open platform creates a digital representation of the internal — and optionally external — network, connects internal ERP and financial systems using SAP® and Oracle® certified adapters for timely data feeds, and normalizes and cleanses the data to make it decision-grade. Using machine learning-enabled algorithms and supply chain management applications, the platform processes the data and provides bi-directional, closed-loop communications back to ERP systems for execution. This facilitates the evolution of supply chain processes towards true convergence of end-to-end planning and execution.



E2open Forecast Collaboration provides a fully scalable approach that includes process automation, analytics and exception management. Collaboration with customers enables brand owners to reach a consensus demand plan they can execute against with confidence.

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