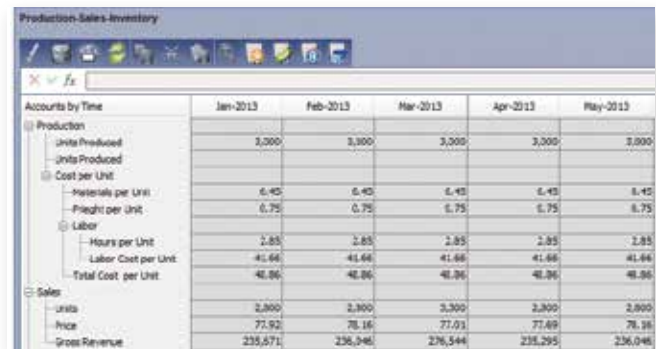


## Adaptive Suite

# Focus on Manufacturing

Adaptive Insights provides manufacturing companies with a Corporate Performance Management system that facilitates coordinated planning and reporting for production and sales, automatically driving integrated P&L, balance sheet, and cash flow statements.



Accounts by Time	Jan-2013	Feb-2013	Mar-2013	Apr-2013	May-2013
Production					
Units Produced	3,000	3,000	3,000	3,000	3,000
Cost per Unit					
Materials per Unit	6.45	6.45	6.45	6.45	6.45
Freight per Unit	0.75	0.75	0.75	0.75	0.75
Labor					
Hours per Unit	2.85	2.85	2.85	2.85	2.85
Labor Cost per Unit	41.66	41.66	41.66	41.66	41.66
Total Cost per Unit	48.86	48.86	48.86	48.86	48.86
Sales					
Units	2,800	2,800	2,800	2,800	2,800
Price	77.92	78.16	77.03	77.69	78.98
Gross Revenue	235,571	236,048	236,544	238,595	236,048

Manufacturing Planning Sheet

## Planning & Reporting Challenges

Manufacturing budgeting and forecasting challenges include planning for corporate growth as demand changes, and matching supply (from the production group) with demand (from the sales group.) Production and sales planning must be coordinated, but the nature of their planning can be inherently dissimilar.

Production planning typically involves detailed units (product volumes, labor hours, etc.) This unit planning may be done in detail for specific products, and for specific types of labor (e.g., plant shifts, overtime, direct and indirect labor.) The product volume forecast must be tied to the required labor forecast, and inventory forecasts. Key performance metrics for production include labor rates, inventory turns, capital spending, costs per unit, and cost variances.

Sales planning may also involve units, though at a higher and different level than in production planning. For example, sales units may be planned by product family rather than by specific product. Other dimensions may include customers, channels, geography, and sales reps. Key performance metrics for sales include average prices, achievement of quota, returns, and more.

Spreadsheet-based systems are inefficient, error-prone, and fundamentally unsuited for the complex, dynamic planning and reporting required by manufacturing organizations.

**“Adaptive Planning has allowed us to decrease our budgeting cycle by a third and streamline our management reporting process. What’s more, we have been able to improve what-if analysis, and make better decisions as we manage the overall business. And we are able to do all this with fewer resources on the finance team.”**

—Christopher Reale  
Director of Corporate Planning & Analysis,  
Konica Minolta

## Adaptive Suite

### The Adaptive Insights Solution

Financial planning and analysis in the manufacturing environment requires a flexible budgeting, forecasting, and reporting solution.

- Efficiently manage and coordinate operational and sales planning in relevant units, driving an integrated financial plan, with the capability to run what-if scenarios
- Provide driver-based planning, where the drivers can vary significantly by organization
- Coordinate product cost planning with revenue planning and balance sheet/cash flow planning
- Consolidate data from multiple functions
- Report on key metrics necessary for decision-making

### “Adaptive Planning truly stood out from the competition.”

—Brad Weatherstone  
CFO, HOYA Lens Australia

Adaptive successfully helps dozens of manufacturing companies streamline their planning and analysis.

- Coordinate planning for production and sales unit volumes, matching supply and demand, automatically driving integrated costs and revenues
- Integrate inventory and capital planning with production and sales planning
- Plan multiple categories of employee expenses, such as direct and indirect labor, union and non-union pay grades, etc.
- Streamline complex consolidation of data from multiple worldwide plants, divisions, and functions
- Report on and analyze cost variances and other key metrics, such as inventory turns and COGS, and average prices
- Analyze profit margins by product, geography, channel, and other dimensions
- Run what-if scenarios, e.g., for new products, changes in labor, or shifting markets
- Use reports to perform variance analysis, including drill-down into underlying transaction detail
- Distribute report books via email for financial presentations such as board packages
- Improve accuracy and turnaround time in the planning and reporting process and conduct frequent re-forecasting

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## Adaptive Suite

The Adaptive cloud is the perfect solution for manufacturing companies.

- It provides exceptional value. Adaptive's solution provides a five-year ROI of up to 650% compared to using spreadsheets, and has a total cost of ownership that's up to 77% less than on-premise alternatives. And it's low-risk, with the options of free trials and phased implementations.
- There is no IT involvement required. It's in the cloud, so no new hardware, software, or IT support is required for initial implementation or ongoing maintenance.
- It's intuitive and easy to use. Adaptive's CPM engine saves time and effort with built-in intelligence. Customers can avoid the wasted time associated with spreadsheet-based systems. And its web-based, highly customizable, Excel-like interface is easy for all types of employees to learn and use.

### Select Manufacturing Customers Include:

- AGCO
- Boumatic
- The Bradford Exchange
- Bridgestone
- Embraer Aircraft Holdings
- Fisher & Company Inc.
- Greif
- HOYA Lens Australia
- Konica Minolta
- Philips
- SEMI
- Siemens
- Snap-on
- Standard Motor Products
- Teradyne
- ThyssenKrupp
- Tornier
- Toyota Danmark
- Xerox International Partners
- Yamaha Motors

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