



Achieving "Service Level Excellence"

ToolsGroup is committed to helping companies achieve their best possible customer service levels with less global inventory. Service levels (fill rates) of up to **99+%** are now achievable, and with a huge payback: fewer lost sales, larger market share, more margin contribution, and the ability to satisfy even the most demanding customers.

Your Challenges/How We Help

Are you faced with any of these challenges?

- Taking customer service to the next level
- Reducing inventory/working capital
- Sales, inventory & operations planning (SIOP)
- Improving forecast accuracy
- Multi-echelon inventory optimization

If so, **ToolsGroup's** solutions tune your inventory performance to achieve service level excellence and supply chain efficiency, including less expediting and less global inventory.

Getting There

Faced with the complexity of more SKUs and more regional, customer-specific inventory, planners need help to consistently deliver high service levels. With millions of possible SKU/Service Level combinations, the best your planners can do is estimate the high level trade-offs, and then spend their time compensating, either by expediting, or if you are a retailer, discounting.

In contrast, our **Service Optimizer 99+%** solution optimizes your inventory mix by understanding each SKU's stock to service relationship, balancing working capital and customer service objectives. Our customers improve short-term forecast accuracy and correctly set safety stocks, achieving up to **99+%** customer service levels while significantly cutting inventory.

Our Solutions:

Demand-Driven
Inventory
Optimization

Sales, Inventory &
Operations Planning
(SIOP)

Demand Sensing /
Forecast
MicroAllocation

Vendor-Managed
Inventory
(VMI)

www.toolsgroup.com

ToolsGroup's modeling technology understands the SKU by SKU demand variability that is at the heart of your inventory issues. It sets targets at an SKU level, not aggregate level, for each stocking location. And because it precisely targets and continuously optimizes inventory, our customers don't blindly overstock - they buffer where there is a likelihood of demand and sales.

Service Optimizer 99+%'s reliable analytics define the precise relationships between inventory behavior and target service level for each individual SKU-Location, including the intrinsic demand and supply uncertainty. The model handles a wide variety of challenges such as promotions, product phase in & phase out, product expiration and shelf life, end of season closure, and sophisticated product launch profiles. It is also self-adaptive to changing conditions to keep a low total cost of ownership.

Add to Your Existing System

These capabilities are not offered in traditional, mainstream ERP and planning applications. Our demand-driven inventory optimization solutions are implemented as a simple "bolt-on" to your existing systems, which means that it can be put into place fast, without disrupting your operations or requiring large IT resources. **ToolsGroup's** solutions work with nearly all supply chain and ERP suites including SAP, i2, JDA/Manugistics, and Oracle.



The Payoff

Our customers will tell you they achieved ROI within 6 months by starting with a limited set of products/merchandise to prove the value, while creating a supporting business process and ramp plan.

Five Reasons to Learn More

1. Proven with 180 deployments in 31 countries
2. Record fill rates, some above 99%
3. Reduced client inventory by 10-30%
4. Three months to deploy, three months to see results & recoup investment
5. A full inventory assessment available in less than three weeks

Case Study

Diageo is the world's leading premium drinks business with annual sales of \$14 billion. Its many well known brands include Smirnoff, Guinness, Johnnie Walker, Cuervo, Tanqueray, J&B and Baileys.

In less than 6 months, Diageo achieved service levels above 99% (99.8% in one network), released millions in working capital, and reduced organizational disruptions caused by out of stocks.

For more than 30 other case studies in a wide range of industries visit www.toolsgroup.com.

About ToolsGroup

With more than 180 implementations in 31 countries, **ToolsGroup** offers the most widely deployed demand-driven inventory optimization solution available today. Our customers improve short-term forecast accuracy and correctly set safety stocks, achieving up to 99+% customer service levels while significantly cutting inventory. We challenge you to a pre-sales assessment that can tell you how much savings potential is in your supply chain.

Visit our web site: www.toolsgroup.com or contact your local office to learn more.

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