

# Supply Chain Performance Accelerator

## A Powerful Solution from Cognos and Deloitte

Successful Supply Chain Performance Management (SCPM) is about connecting performance strategy and measures. It's also about aligning your demand plan with your supply plan and then monitoring the operation so that issues are resolved and success is assured. It's also about prioritization and management by exception and knowing what to do with the alerts and status changes as they occur.

Cognos, an IBM company, is the world leader in business intelligence and corporate performance management software for the enterprise. Deloitte is one of the world's leading professional services firms delivering supply chain performance. Together, our partnership can help you design and implement an effective SCPM solution.

You can leverage our combined experience in helping organizations create, improve, and manage their supply chain operations. This is about much more than the implementation of a supply chain planning, execution, and reporting application. Performance management hits people where it counts; in their wallets. Cognos and Deloitte understand that what gets measured is what gets done. We can help you get what you want done via SCPM.

### A strong partnership for proven results

Deloitte is a charter member of the Cognos Global Partner program. The membership recognizes Deloitte's ability to perform SCPM implementations for Cognos customers globally.

The supply chain is the crucial link in your business, linking suppliers, your production operations, and your customers with all of the logistics and transportation links in-between. The complexity and the need for speed and responsiveness calls for new tools and approaches in driving supply chain performance.

Cognos scorecards, dashboards, and business intelligence allow you to define the supply chain measures, continually monitor performance to alert you to situations needing attention, and provide the depth of understanding to correct supply chain issues at the source. Deloitte provides the expertise to combine supply chain planning with effective execution and tune your supply chain for optimal customer satisfaction. Combine knowledge of past performance, predictive information about future demand with immediate visibility into current operations. Stay lean, efficient, and customer-centric.

### How the partnership works for you

Organizations that have implemented SCPM with Cognos and Deloitte have benefited in many ways. We know how to make SCPM work with your organization. Here are the keys to our success:

- Start by defining the business objectives that you are trying to achieve through improved SCPM.
- Define a balanced mix of measures between leading and lagging indicators, between operational and financial measures and between customer-focused and internally focused measures.
- Focus on gaining organizational understanding and buy-in to the key performance measures.
- Carefully define the hierarchy of underlying business intelligence including data, reports and cubes that will enable drill-down capability and more specific insights into performance.
- Be diligent about the precise source and definition of the data and calculations required to accurately represent supply chain performance.
- Select a software application that will support your business and technical requirements including the ability to scale to other functional areas.

### Cognos is the first choice for manufacturers

Manufacturers choose Cognos for our unsurpassed expertise in delivering the information and insight they need to reduce costs, manage inventory, streamline processes, and increase profitability. Cognos has delivered solutions to manufacturers in sectors including consumer packaged goods, computers and electronics, furniture, automotive, aerospace and defense, chemical products, transportation equipment, and more.

Some facts:

- 19 of the 20 largest CPG manufacturers use Cognos.
- 9 of the top 10 high tech companies rely on Cognos.
- Cognos has been implemented by the top 10 automakers.
- 80 percent of the Fortune 1000 use Cognos.

## Benefits of Cognos SCPM

Cognos business intelligence helps you improve production processes, supplier performance, materials management, and customer responsiveness by providing key insight into your supply chain. The benefits include:

**Analytics to support SCOR best practices:** analyze trends and identify opportunities that help you Plan, Source, Make, and Deliver.

**Live dashboards:** display reports of plant or process operations. Drill down into key metrics such as procurement, scrap rates, or quality to gain greater insights. Define the key measures and provide measurement so that the supply plan stays on-track.

**Audit production facilities from your desktop:** maintain inventory investment at optimal levels by identifying usage and coverage trends. Reduce excessive or unnecessary carrying costs and inventory write-downs to free-up working capital and boost profitability.

**Drive supplier performance:** monitor key indicators—on-time delivery, quality performance, reliability, price performance and average lead-time—across multiple locations and different suppliers, and view current status and trends versus previous periods. Identify strategic suppliers, optimize them across materials, and negotiate better terms.

**Carry the right inventory:** get visibility of upcoming jobs and their priority by combining information from routings, existing production schedules, and plant capacity.

Factor in downtime, vacation schedules, and preventive maintenance to meet customer demand and commitments so you can run at optimal capacity with fewer surprises.

**Eliminate production delays and disruptions:** Event notification/business activity monitoring keeps you informed of critical events whether you're in the office or on the road. Be notified about materials part shortages, quantities required, quantities rejected, or customer shipments at risk

**Efficient Six Sigma:** monitor performance throughout the DMAIC process.

## About Deloitte

Deloitte Touche Tohmatsu is an organization of member firms around the world devoted to excellence in providing professional services and advice, focused on client service through a global strategy executed locally in nearly 150 countries. With access to the deep intellectual capital of 120,000 people worldwide, Deloitte delivers services in four professional areas—audit, tax, consulting, and financial advisory services—and serves more than one-half of the world's largest companies, as well as large national enterprises, public institutions, locally important clients, and successful, fast-growing global growth companies.

## About Cognos, an IBM company

Cognos, an IBM Company, is the world leader in business intelligence and performance management solutions. It provides world-class enterprise planning and BI software and services to help companies plan, understand and manage financial and operational performance. Cognos was acquired by IBM in February 2008. For more information, visit [www.cognos.com](http://www.cognos.com).

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### For more Information

Visit the Cognos Web site at [www.cognos.com](http://www.cognos.com)



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