JDA Run To Transform

Optimize IT
Maximize business value

Who is it for?

- Supply Chain & IT Leaders: VP of Supply Chain (business and IT), VP (Applications) and CIO
- Industries: Retail, CPG, Manufacturing, Telecom, Distribution, Petrochemicals, Life Sciences
- Organizations with JDA Supply Chain Planning Solutions deployed

As a supply chain or IT leader, do you believe that you are deriving maximum business and IT value from these JDA solutions?

- JDA Demand
- JDA Fulfillment
- JDA Master Planning
- JDA Collaborate
- JDA Order Optimization
- JDA Market Manager

If the answers are "No" or "May Be" then this proposition is relevant for you!

Your needs

As a supply chain business leader in your organization, you value:

- Supporting current business needs, at minimal cost and minimal disturbance to business
- Meeting new business needs, as quickly and efficiently as possible
- Extracting more from your existing JDA assets and improving business KPIs such as:
    - Forecast performance and accuracy
    - Inventory levels and inventory turns
    - Customer service levels
- One synchronized view of demand and supply across the network

As a supply chain IT leader in your organization, you want to:

- Reduce current IT support costs
    - 20 - 30% cost reduction, and 5-10% YOY productivity gains
- Improve IT service levels/SLAs
    - Critical applications availability > 99%
    - SLA adherence on Sev1/Sev2 calls > 95%
- Meet new business needs, with agility and at minimal cost
    - Software release frequency of 4-6 weeks
- Deliver more with same/less IT budgets
    - Keep the JDA solutions version current, at zero/minimal upgrade cost
    - Release funds and SME time from current IT budget, for new transformational projects
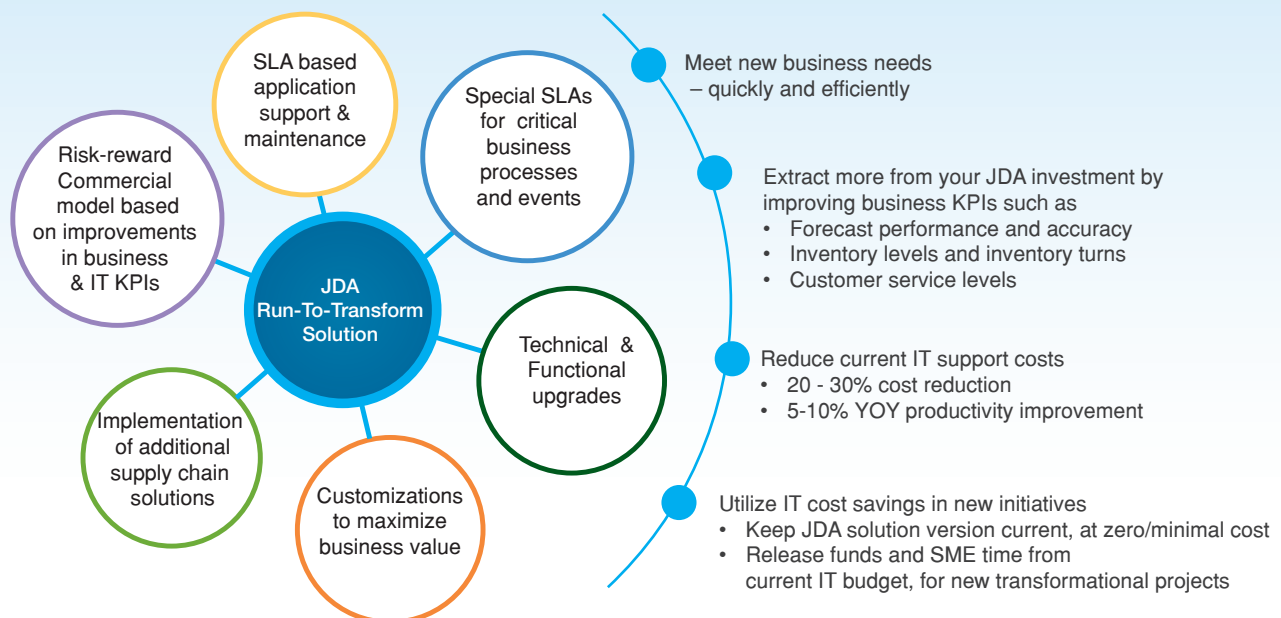
HCL Solution

HCL understands the above business and IT challenges and has helped several Fortune 2000 organizations through their 'Run To Transform' (RTT) solution for JDA Demand and Fulfillment.

The 'Run To Transform' solution is designed to manage your JDA supply chain landscape in a business value driven, managed services co-sourcing model. This is achieved through HCL's proven MASCOT (Managed Service) Framework, with an optimal client team and HCL's global delivery teams.

HCL's RTT solution framework for JDA includes:

- Improvement of business and IT KPIs as stated above
- Implementation of additional supply chain solutions to maximize business value
- Risk-reward commercial model based on improvements in business KPIs, SLA based application support and maintenance, including minor enhancements
- Special SLAs for critical business processes and events
- Technical and functional upgrades
- System Integration and product extensions/customizations

HCL's JDA Run-To-Transform Proposition

- SLA based application support & maintenance
- Special SLAs for critical business processes and events
- Risk-reward Commercial model based on improvements in business & IT KPIs
- JDA Run-To-Transform Solution
- Implementation of additional supply chain solutions
- Customizations to maximize business value
- Technical & Functional upgrades

- Meet new business needs – quickly and efficiently
- Extract more from your JDA investment by improving business KPIs such as
    - Forecast performance and accuracy
    - Inventory levels and inventory turns
    - Customer service levels
- Reduce current IT support costs
    - 20 - 30% cost reduction
    - 5-10% YOY productivity improvement
- Utilize IT cost savings in new initiatives
    - Keep JDA solution version current, at zero/minimal cost
    - Release funds and SME time from current IT budget, for new transformational projects

Why HCL

1. Customers Testimonials:

> Customers have recognized our capability in improving their business and IT KPIs in JDA events
>
> *- JDA Focus and JDA Focus Connect*

> HCL has been very successful in managing the expectations for IKEA. The key factors in building an effective relationship with IKEA were the following:
>
> - Understanding business issues and providing solutions
> - Flexibility, transparency, and responsiveness to changing circumstances
> - Improved service response times and increased SLA performance leading to satisfied business users
> - Establishment of a repeatable delivery capability going from 1 to 3 releases per year, delivering core business functionality
> - Investing time and creating lasting business relationships
>
> *- IKEA Demand Manager*

2. HCL is a Global trusted partner of JDA

HCL has 7 years strong partnership with JDA for professional services and product engineering.

> HCL brings proven onsite/offshore models and in-depth knowledge on JDA products that will help our clients maximize returns on investment on their JDA solutions,
>
> *- Mark Nation, Group Vice President, Global Alliances & Channels, JDA*

HCL's capabilities and experience in supply chain and focus on value centricity is recognized by Industry Analysts:

> According to a recent Best Practices paper by IDC "The significant reduction of inventory carrying cost, increased productivity, and better forecasting achieved by IKEA following the implementation of the JDA supply chain platform by HCL resulted in streamlining and making the supply chain efficient."

> According to a Forrester study on supply chain service providers "HCL is differentiated by a strong focus on enabling supply chain visibility solutions and helping customers… to get the maximum ROI."

HCL has won Forrester's most coveted Groundwell Award for innovation 2 years in a row. Awards for HCL's Value Portal in 2011 and Customer Advisory Council in 2012 highlight HCL's sharp focus on clients and value centric delivery.

> Aberdeen Group's recent report on HCL's retail and CPG practice recognizes that "HCL has placed emphasis on covering all the value chain areas that encompass the Omnichannel customer experience and operations related aspects, including supply chain visibility and distributed order management.

3. HCL provides end-to-end service offerings :

We provide end to end services for our clients including :

- Implementation
- Product Version Upgrade
- Product Evaluation & Application Assessment
- Application Integration
- Application Support & Maintenance

Our delivery is enabled through a team of 150+ JDA supply chain consultants working with leading clients across the globe. Our average consultant has over 7 years industry/supply chain experience; the functional consultants are additionally certified with domain certifications (like APICS CSCP, APICS CPIM, NRF) and/or JDA Certifications.

4. World-class solutions, tools and accelerators:

HCL's Implementation framework (Rapid Implementation™) and Upgrade framework (EZUpgrade™) help reduce project effort and time by 30-40% and thereby reduce the TCO for our customers.

Our Solutions in the area of Integrated Planning and Supply Chain Dashboards are being used by clients across the globe.

Client Case Study

The Client

A leading global home furnishing retailer with revenues exceeding €26 billion, supply chain spanning across geographies, more than 325 stores in 38 countries, 1100 suppliers in 55 countries, 29 trading offices in 25 countries, 27 Distribution Centers and 11 Customer Distribution Centers in 16 countries.

Requirement

Maximize business value and reduce IT cost on JDA investment

Solution

1. Re-implementation of JDA Manugistics from 6.x to 7.4.2
a. Restructure DFU hierarchy
b. Restructure sourcing mechanism
c. New functionalities and new features for complex business propositions
2. Application support and maintenance
3. Development of Network Capacity Planning on JDA Manugistics 7.4.2
4. Configure and extend the solution for Store Replenishment Planning
5. Configuration and extension of the solution for Global Replenishment Planning
6. Upgrade from 7.4.2 to 7.7

Business benefits delivered

- Improvement in forecast accuracy by 5-7%
- Reduction in global inventory cost by 8-12%
- €400 Million savings over 5 years by implementation of a customized distribution flow
- Improved stock availability
- Improved supply chain visibility
- Improved service levels

IT benefits delivered

- SLA based applications support – SLA improvement from 70% to 98%
- Improvement in system availability from 95% to 99%
- 10% YOY productivity gain
- Increased application delivery capability - from 1 release to 3 releases per year

Suggested next steps

- Our methodology (AssessProTM) starts with a 2d*4h workshop (2 days, 4 hours each), to understand your current portfolio, business/technology/service pain areas, and desired improvements.
- Our solution tailored to your specific needs will be evolved over 3 meetings, over 3 weeks. The solution will detail the current scenario, roadmap to the desired future state, gaps and how they will be addressed, delivery model, SLA measures, Costs, and other contract terms.
- Reach out to us for more details:

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Hello, I'm from HCL! We work behind the scenes, helping our customers to shift paradigms and start revolutions. We use digital engineering to build superhuman capabilities. We make sure that the rate of progress far exceeds the price. And right now, 90,000 of us bright sparks are busy developing solutions for 500 customers in 31 countries across the world. **How can I help you?**

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