

Market characteristics

Agile

Markets

Stock

is costly

Demand

driven forecast from POS

Innovation and Technology
Human
Out-of-Stock
is costly as well
Business and IT strategy
Just-in-time

Replenishment is standard

Margin pressure continuously

Shop space

managed by producer



What do several leading experts say?

Information

sharing using technology

Optimize the chain-wide

Performance

Share

realized returns between partners Information enriched

supply chain by reducing information lead times

Technology

made an integrated supply chain a viable managerial and strategic option

Change from managing

Individual functions

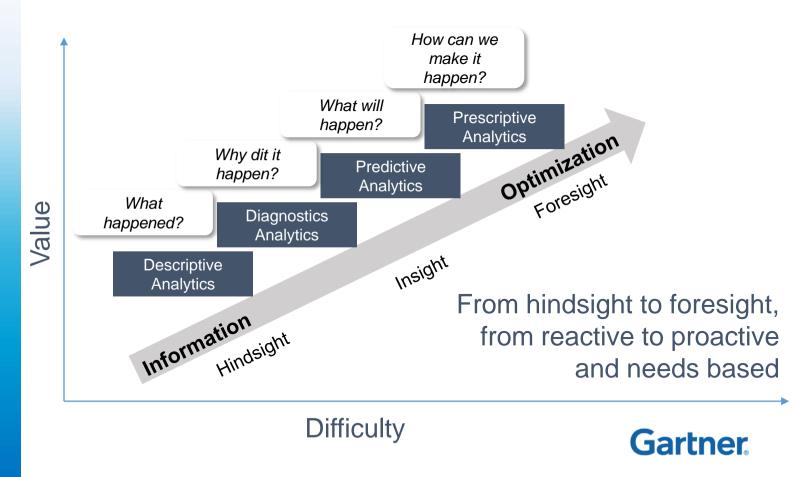
A seamless supply chain benefits the

Value chain



What does Gartner say?

Analytics Are No Longer A Nice To Have





References





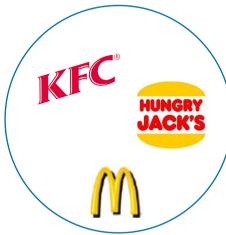


Banking / service



Retail







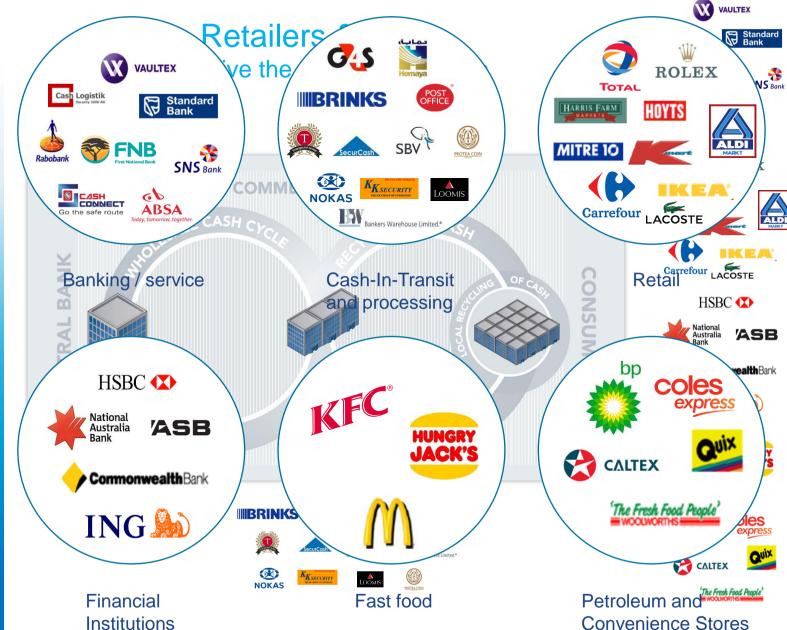
Financial Institutions

Fast food

Petroleum and Convenience Stores

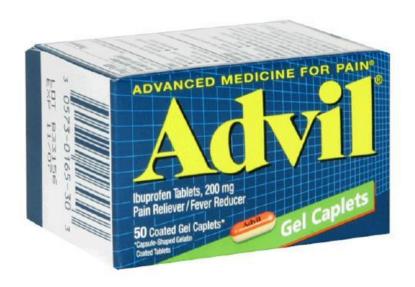


References





Convenience Stores





What is the problem?

 Inefficient communication and information exchange

Mismatching of information

Misinterpretation of information

Mistiming of information

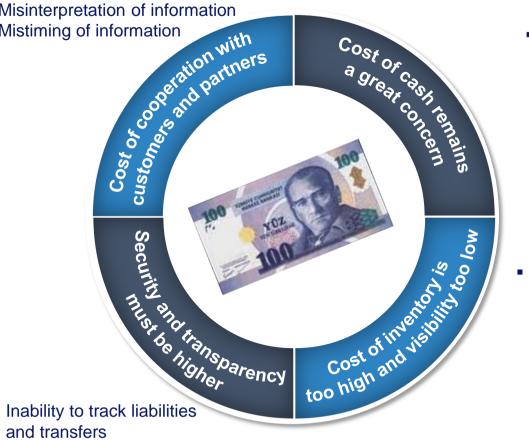
Inability to view cash holdings

Processing cost Error and discrepancy handling cost

Interest cost

Transportation cost

Labor cost in the banking and retail frontend



- Administration of inventory movements not correct
 - Excess cash
 - Floor space
 - Insurance cost
 - Inefficient Central Bank deposits and retrievals
 - Whereabouts of cash now and tomorrow



What do we need?











Continuous lower cost of cash

Healthy margin for cash operators

Security and transparency at the right level

Cash inventories do fit the need and are visible across the supply chain

Smart devices for security and efficiency



How do we get there?





How do we get there?

Use the Internet for inter-business communication

Achieve efficient processes, legiste goods once and decrease # of mistakes

Transmit information ahead of the goods Community

Produce prescriptive information on the needs

Act just-in-time



Thank you



