



The Journey to a Self-Driving Supply Chain

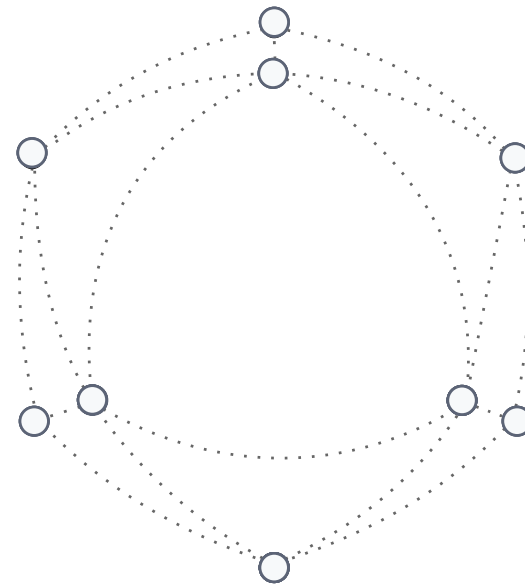
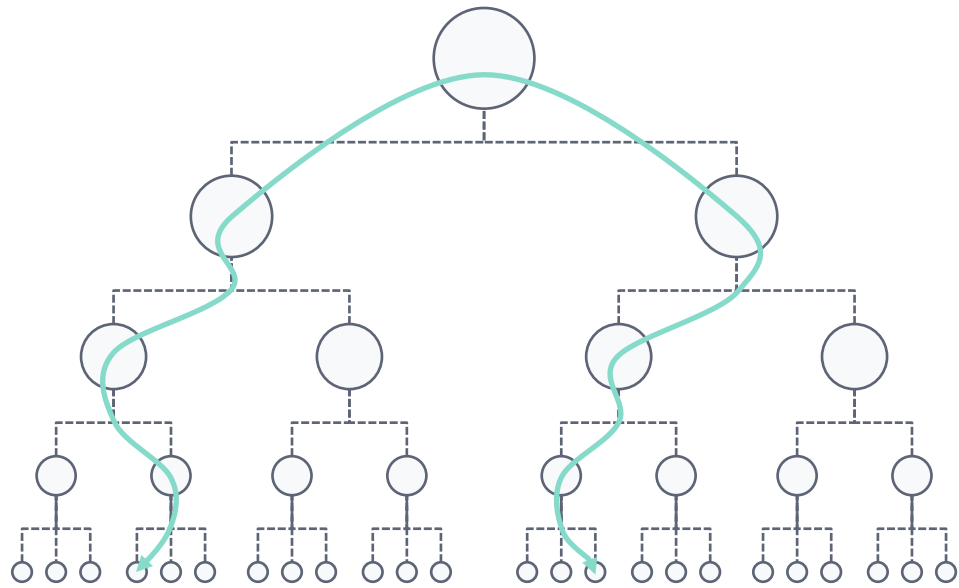
Fred Laluyaux
President & CEO, Aera Technology

Gartner[®]

Gartner Supply Chain Planning Summit
November 4 – 5, 2019 | Denver, Colorado

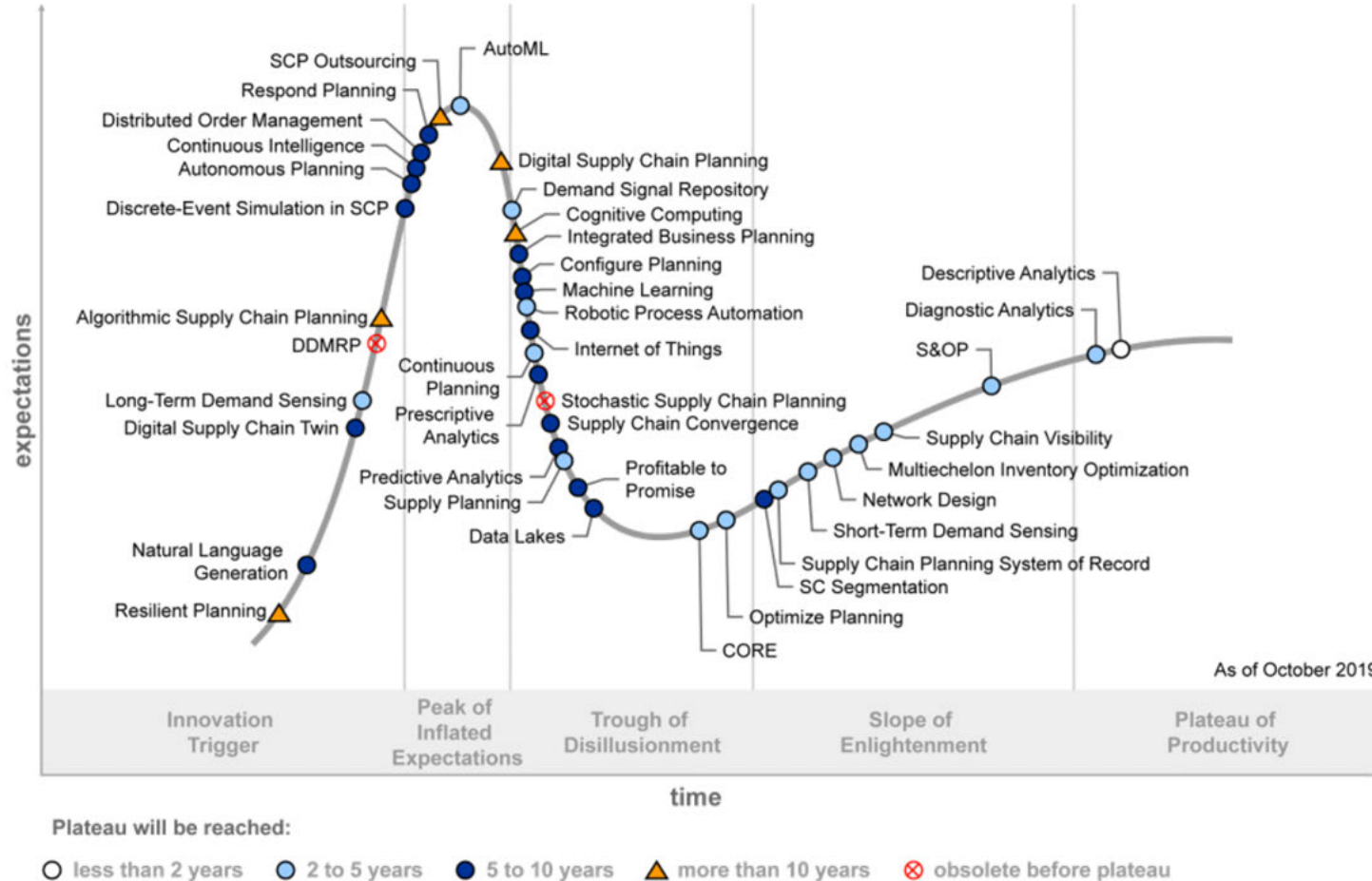


The scale, complexity, & pace of decision-making in the digital era requires a new way of working & a new way of planning.



The dawn of Cognitive Automation...

Hype Cycle for Supply Chain Planning Technologies, 2019



Respond Planning

“...Consequently, AI/ML is increasingly being focused into respond planning to help improve prediction accuracy, automate decision making and allow nearer to real-time, granular data to be utilized in planning.”

“The continuing convergence of planning and execution will take place at the interface between respond planning and execution/supply chain visibility. This will force planning systems of record to increasingly have to contain respond planning capabilities, with the associated technical architecture changes required to support it.”

“User Advice: Respond planning is one of the planning layers in the CORE framework. It is the newest of these and as such is increasing in hype.”

“To improve their planning organizations need to align planning decisions horizontally and vertically throughout the supply chain. Respond planning is one of these horizontal layers and as such acquiring an integrated end-to-end respond planning capability should be a key part of any companies SCP technology roadmap.”

Imagine if...

We could transform from an era of

people doing work supported by machines,

Imagine if...

We could transform to an era of

machines doing work **guided** by **people**.

VISION



Enabling the Self-Driving Supply Chain

**Connected &
Outside-In**

Autonomous

**Real-Time &
Always-On**

**Thinking &
Learning**

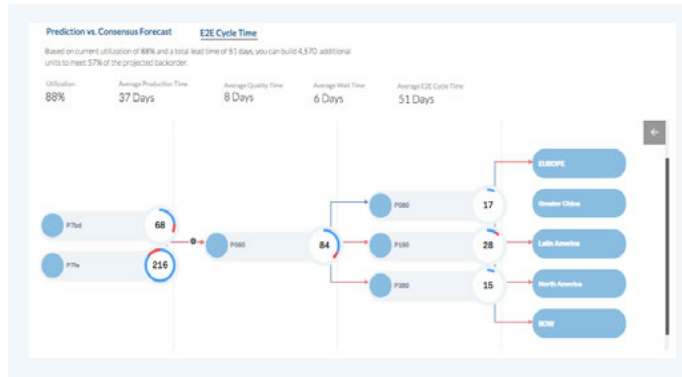


Suppliers, External
Partners, Customers

Enterprise
Systems

External
Data





Understands

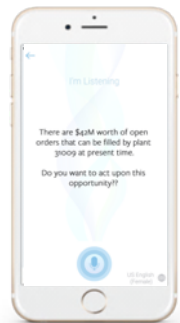
Recommends

Acts

Predicts



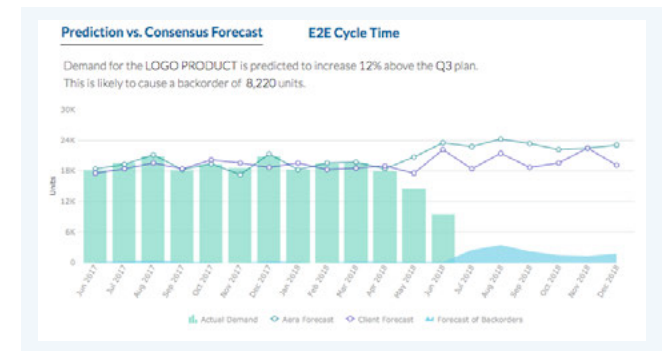
Aera



ACTION		IMPACT	
Product	LOGO PRODUCT	Revenue	\$5.65M — \$10.16M
Plant	SÃO PAULO	Cost	\$1.33M — \$2.4M
Date	Q3 2018	Quantity	4,570 Units
		Utilization	88%

[Create Order](#)

Accessible through:



Aera, are there any Demand items that need my attention today?

Yes, there is a predicted increase in demand by 12% next quarter for Zinc Health Tablets in Southern Europe.



Understands

Senses Demand, Forecasts Demand, Tracks Demand Changes

Recommends

Introduces New Products, Improves Customer Service, Decreases Inventory

Predicts

Demand Variability, Changing Market Conditions, Customer Patterns

Acts

Changes Inventory, Improves Customer Service, Determines NPIs

The Four Pillars of Cognitive Automation.

APPLIED SCIENCE

- Industry and objective specific analytics, algorithms, scenarios, and models
- Bring your own algorithms, build your own, or use pre-packaged algorithms

DIGITIZED PROCESS

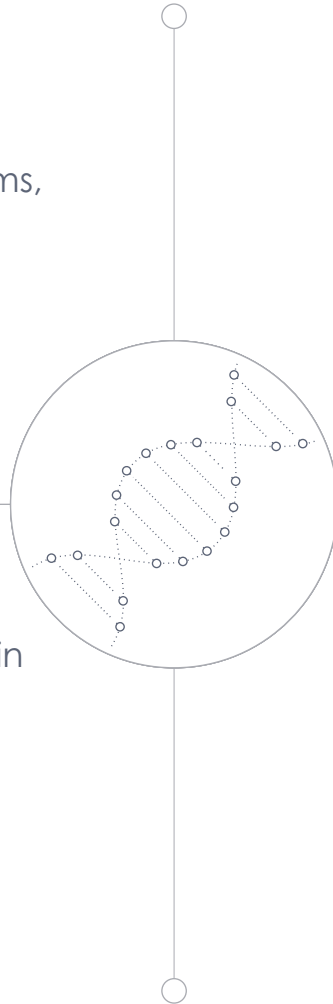
- Automate and and augment decision processes across complex organization structures
- Automated and assistive recommendations with transparent decision explainability

HARMONIZED DATA

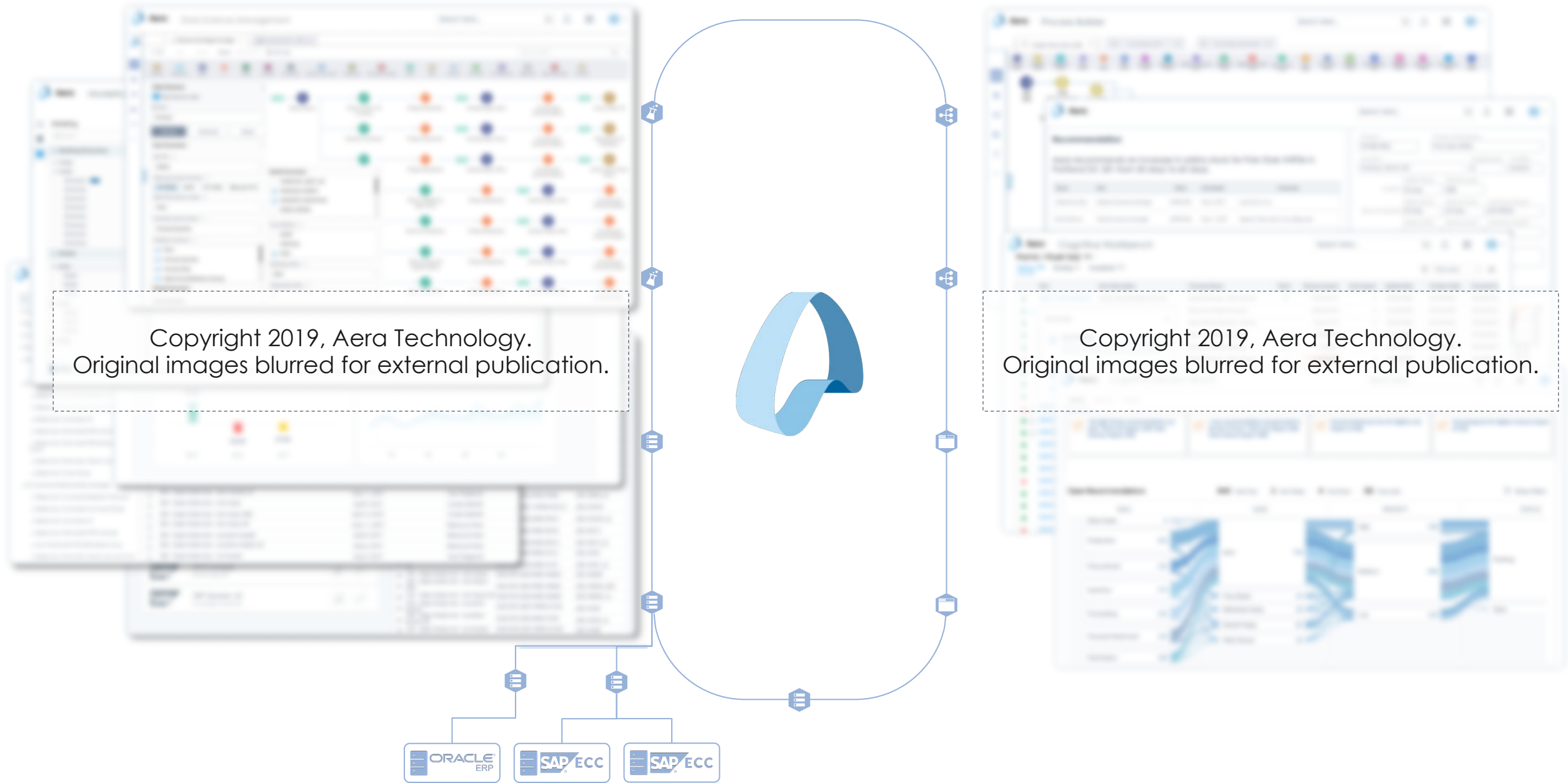
- Complete, live, and clear understanding of data in context, served in a unified digital data layer
- System-specific crawlers that accelerates data acquisition while also preserving context

OPERATIONALIZED CHANGE

- Systematically enable change by digitizing institutional experience and expertise
- Incorporate decision and efficacy history into process and performance improvement



How Aera Enables the The Self-Driving Enterprise™.



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ORACLE ERP SAP ECC SAP ECC

The Pioneers of Self-Driving Enterprise



Neil Ackerman

Senior Director, Global Supply Chain
Advanced Planning

“We’ve been able to move towards a self-driving supply chain. We’ve been able to understand that the ideas of silos and these one-off decisions that used to be made or were made in the past now becoming more autonomous.”



Alessandro De Luca

Chief Information Officer
Merck Health Care

“Since we’ve implemented this, we’ve been systematically improving our service, (which) in the pharma industry is fundamental,”



Saqib Mehmood

Chief Information Officer & SVP
Hygiene/Home

“In partnering with Aera, the biggest benefit for us is in creating a brain within the company and having an ability to preserve it as people make decisions on top of it,” said Saqib Mehmood, Global SVP Business Solutions & Insights, Hygiene Home, RB. “For us, it is not just about making smarter decisions but retaining that knowledge within the company.”



HEALTH • HYGIENE • HOME



Marc Engel

Chief Supply Chain Officer

“Our partnership with Aera has been instrumental in our journey to transform our Supply Chain into a digital eco-system.”



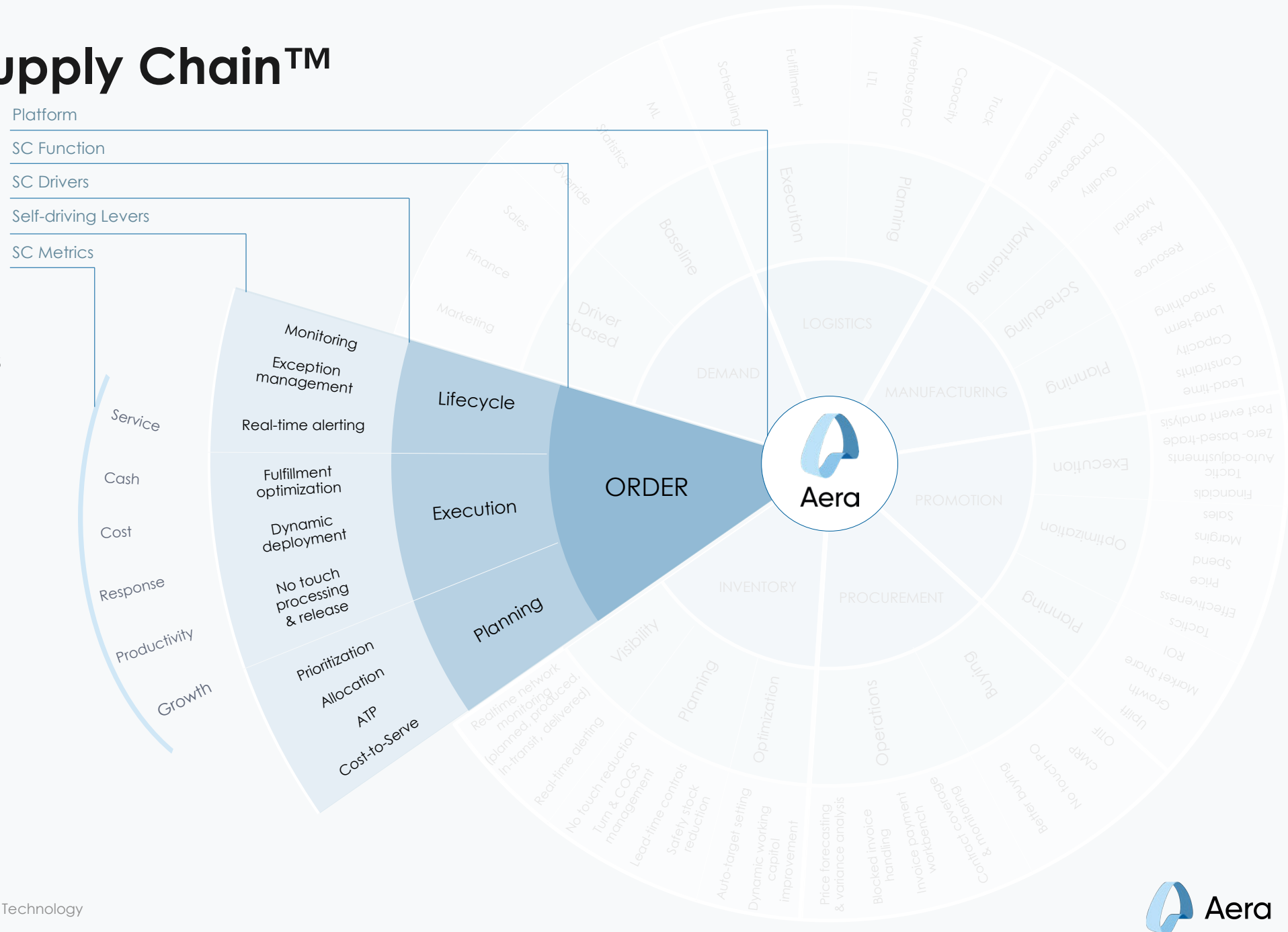
Unilever

Self-Driving Supply Chain™

Order Management

Recommendations & actions

- Remove holds
- Reprioritize orders
- Adjust commit dates
- Expedite shipments



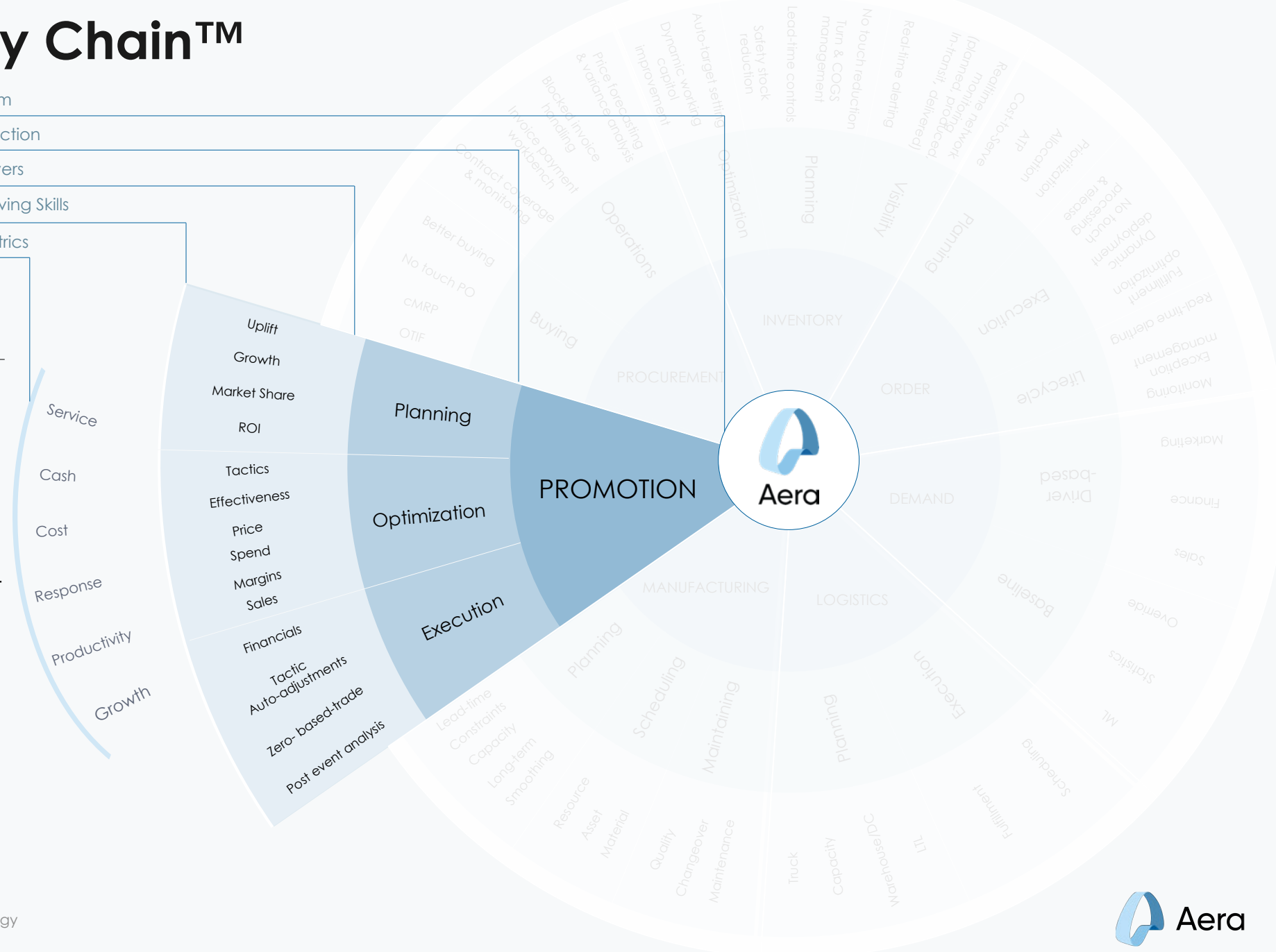
Self-Driving Supply Chain™

Platform
 SC Function
 SC Drivers
 Self-driving Skills
 SC Metrics

Promotions

Recommendations & actions

- Set Promotions by Product Portfolio
- Compare scenarios to commit
- Revise promotions

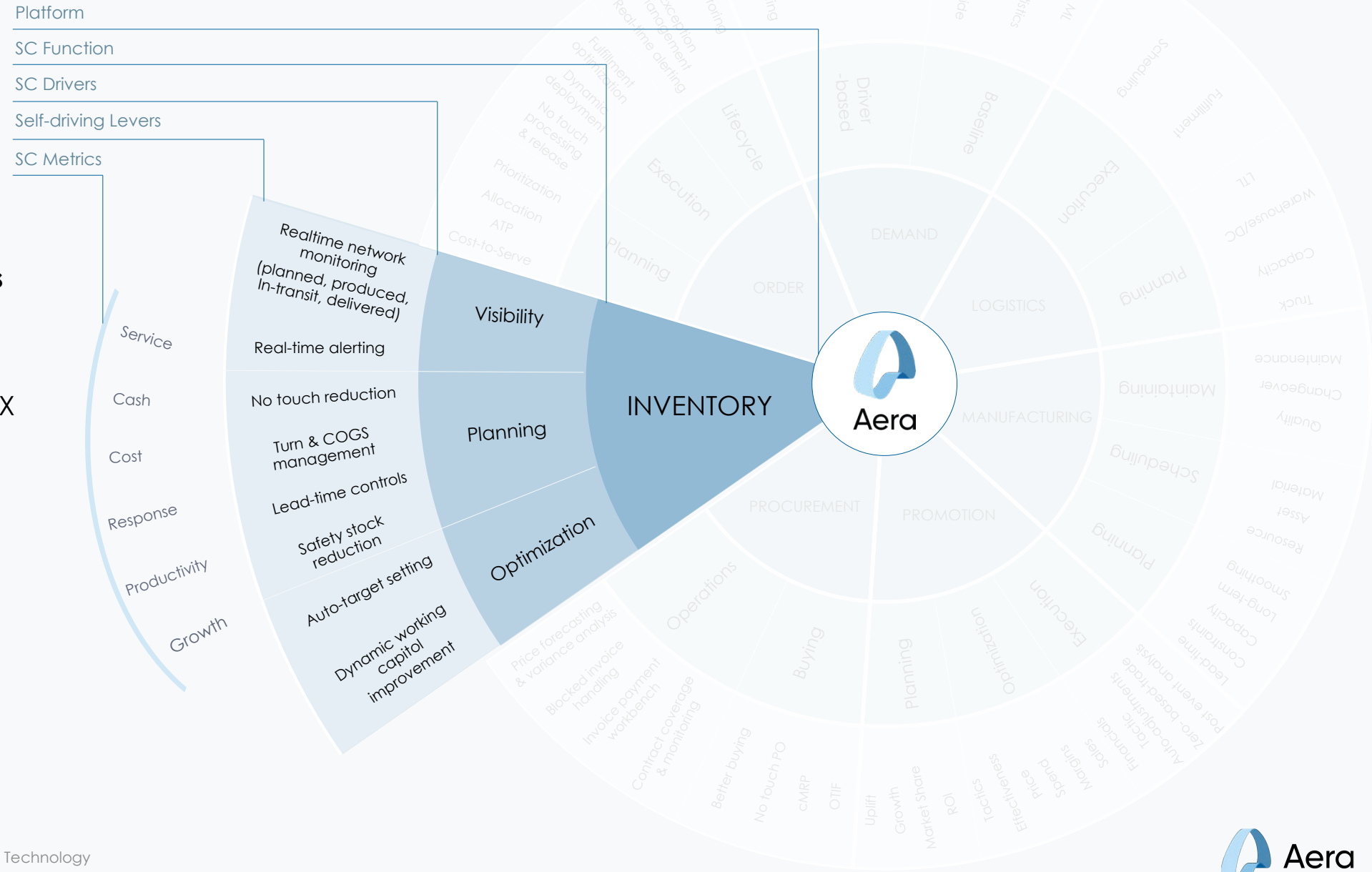


Self-Driving Supply Chain™

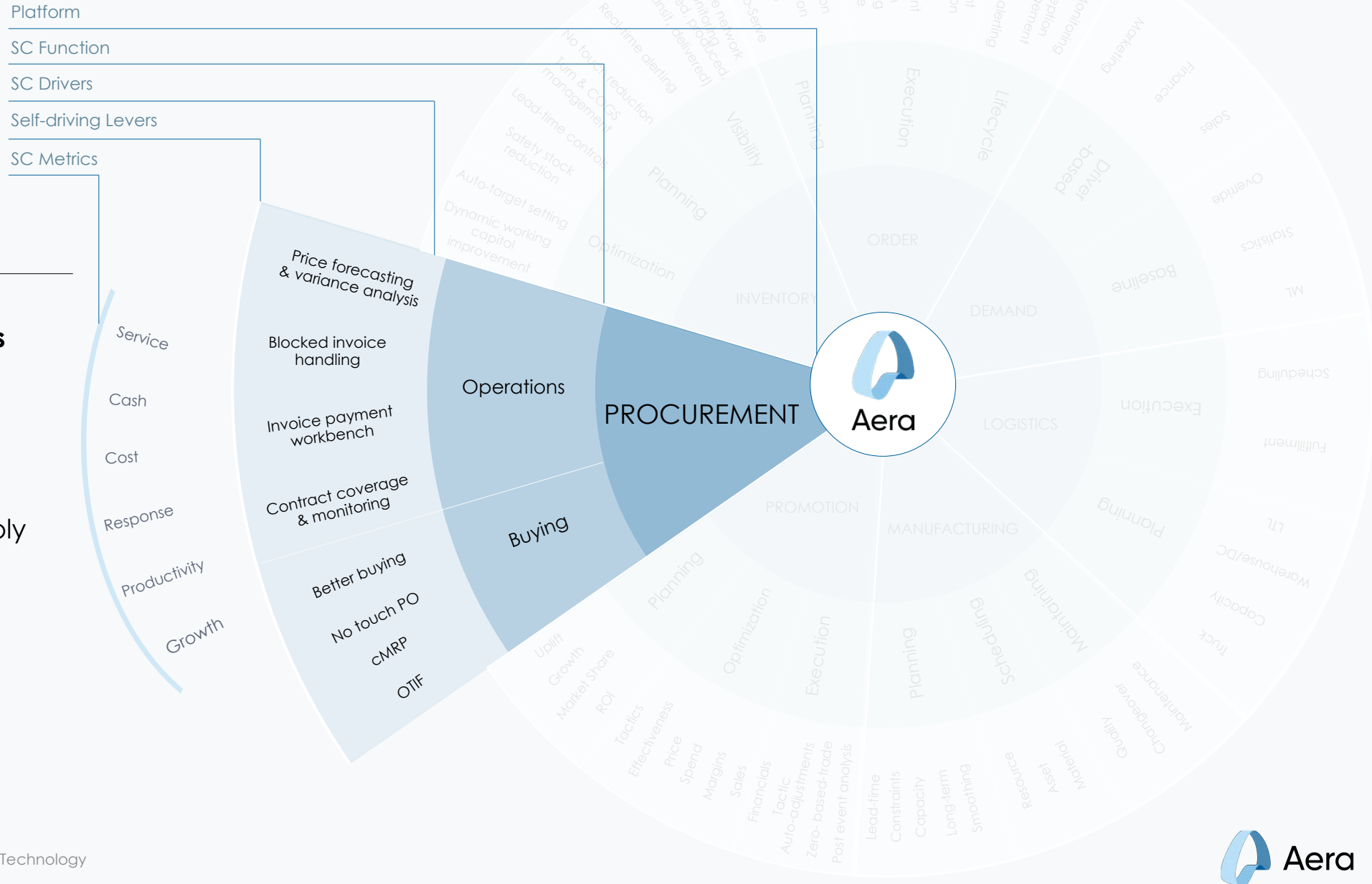
Inventory Management

Recommendations & actions

- Rebalance inventory
- Set safety stock level to XX
- Prioritize supply



Self-Driving Supply Chain™



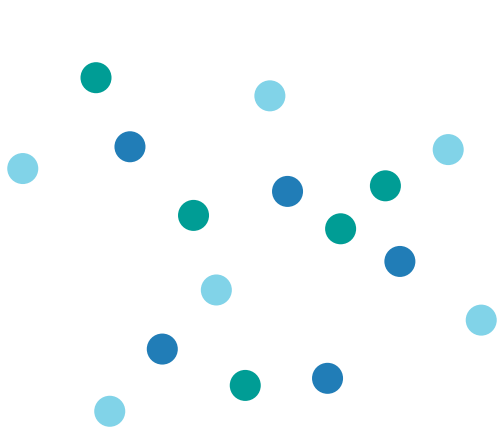
Procurement

Recommendations & actions

- Create PO
- Negotiate pricing levels
- Evaluate alternative supply

Journey to the Self-driving Enterprise

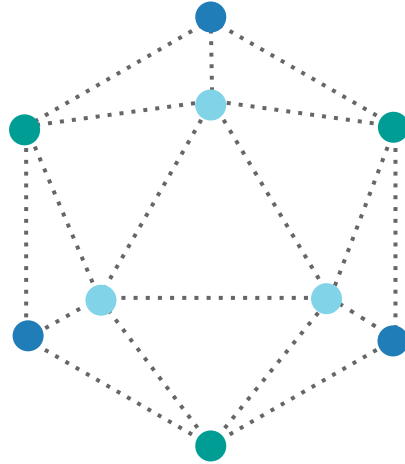
Siloed



- Silos of raw data
- Limited visibility
- Inaccurate

Retrospective

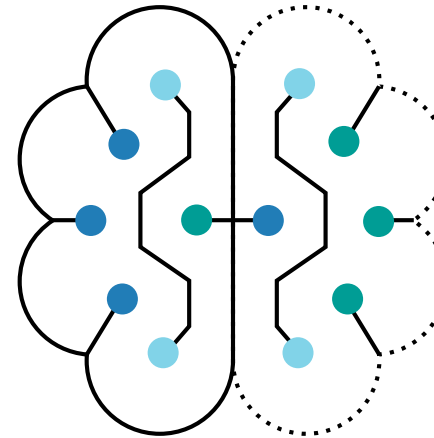
Harmonized



- End-to-End visibility
- Enriched external data
- Cognitive data model

Real-time

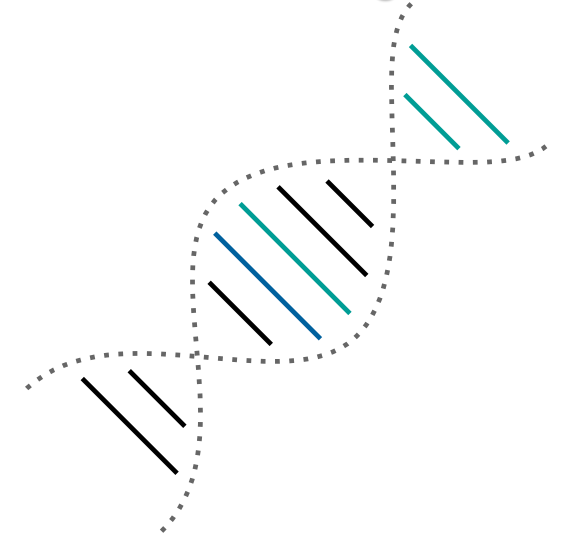
Cognitive



- Time series for DS, AI & ML
- Predictive
- Prescriptive

Forward looking

Self-Driving



- Closed-loop and continuous
- Decisions operationalized
- Write-backs

Autonomous

- Enterprise Data: Oracle, SAP, SFDC, JDE, Data Lakes, EDWs, etc.
- 3rd Party Data: Weather, Stocks, etc.
- IOT Data: Sensors, Instrumentation, etc.

Demo.



Thank You!

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