



THE REVERE GROUP
an NTT Data Company

Integrated Demand Planning with Oracle Demantra Services

Increase customer responsiveness and reduce your inventory and distribution costs by using fact-based demand data and analysis rather than error-prone, assumption-based forecasting.

The Revere Group's industry and process subject matter experts can implement your Oracle Demantra technology while enabling the benefits of demand-driven, Lean/Six-Sigma operational practices.

The Revere Group's Oracle Demantra services integrate, configure and optimize Demantra applications to sense demand in real-time, improve forecast accuracy and shape demand for profitability. The result is a demand-driven organization with higher service levels and sales, more satisfied customers, and lower inventory and distribution costs.



The Revere Difference

It's all about the people. Revere's Demantra services team includes senior-level technical and functional consultants who are recognized experts and leaders with a variety of specialties. Seasoned systems integrators are teamed with manufacturing and supply chain analysts to deliver exceptional value by combining industry expertise with proven tools and technologies.

Our Approach

Dependable, accurate forecasting creates the ability to plan all "upstream" manufacturing and distribution activities and ultimately save money with reliable purchasing and production plans. Integrated demand planning allows all participants in a value chain (including independent entities) to plan based on demand information from all channels.

Traditional forecasting focuses on capacity planning in an effort to maximize return on labor and assets. The result is large, finished-goods inventories that ultimately increase the cost of production. In lean environments, production is synchronized with ongoing changes in customer demand, using only the materials, resources and machine capacity needed each day.

We help our clients transition to a demand-driven organization achieving higher service levels and sales. This means more satisfied customers, and lower inventory and distribution costs.



The Revere Group, an NTT Data Company, is a business consulting & IT solutions firm dedicated to accelerating growth, improving profitability and driving performance for our clients.

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Case Study

Direct Seller and Distributor of Essential Items for the Home

SITUATION: The client's supply chain network employs a "buy-to-order" strategy where most of the manufacturing operations are outsourced to suppliers. Demand data is collected from the field via a variety of methods and is based largely on last minute estimates due to time pressures. Which resulted in significant forecasting errors.

SOLUTION: Revere implemented the Oracle Demantra demand planning solution with the client's existing E-Business Suite to build an integrated demand data collection and analysis solution. Demantra fact-based forecasting automatically created planned orders. Additional integration with a data warehouse provided synchronized supply and demand information.

OUTCOME: Client forecast error for its Class A and Class B items has been reduced by over 30%. The service levels continue to significantly improve, due to better forecasting and sensitivity to the safety stock planning process. This has positioned the client to be competitive, sensitive to demand, proactive toward new product promotions, and better informed to make right decisions.

Demantra Services

Implementation

- **People:** senior, experienced and reliable
- **Methodologies:** proven, effective and efficient
- **Resources:** Oracle partnership, tools, templates and documentation

Upgrades

- **Project management:** planning, budget and timeline
- **Change management:** communications, training and collaboration

Optimization

- **Analysis:** opportunities for leveraging Demantra features/functionality
- **Creativity:** enabling the benefits of demand-driven, Lean/Six-Sigma operational practices
- **Value proposition:** business cases for ROI
- **Partnership:** "trusted advisor" role for lines of business

Related Oracle Services

Our Mission

Become a “trusted advisor” to clients with planning, business process and technology improvements. Our goal is our clients’ profitable growth.

Our Credentials

Revere is one of the largest regional Oracle certified partners. Our industry experts are actively engaged in numerous organizations with the express commitment to advance manufacturing, distribution and trade management and technology practices:

- **Professional Organizations:** Warehousing Education & Research Council, Council of Supply Chain Management Professionals, American Production and Inventory Control Society, National Industrial Transportation League, American Society of Transportation and Logistics, Supply-Chain Council, National Retail Federation
- **Joint Education Programs:** Elmhurst College, Loyola University, Penn State, Joliet Junior College, Golden Gate University, United Parcel Service Learning Center – Moraine Valley Community College, Illinois Institute of Technology
- **Advisory Boards:** Daley College, University of Louisville, Elmhurst College, Loyola University
- **Joint Research and Publications:** Michigan State, Northwestern Kellogg School of Management, Ohio State, Massachusetts Institute of Technology, Air Force Institute of Technology, CSCMP, University of Louisville
- **Special Interest Groups (SIGs):** The Revere Group also sponsors several regional special interest groups, including: Manufacturing, Distribution and Trade CIOs, Manufacturing & Distribution Operations Executives, etc.

Related Revere Services

Practice Area Experience

- Corporate Performance Management
- Global Strategic Sourcing
- Strategic Network Design
- Lean/Six Sigma in Manufacturing, Distribution and Trade Process Improvement
- Supply Chain Risk Management
- Integrated Demand Planning

About The Revere Group

The Revere Group is a leading global consultancy dedicated to delivering business and IT solutions.

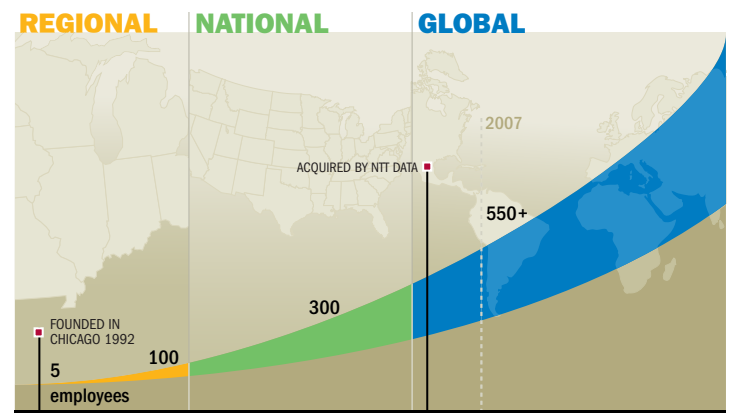


As your trusted advisor, we provide industry, process and technology expertise with a proven service approach – Think, Build, Source – to pave the way for your success.

THINK Companies continually face the challenge of aligning their business objectives with their IT strategy. An effective roadmap with a strong business case delivers a path to achievable goals with measurable results. The Revere Group helps identify and link people, process and technology, bringing clarity to your business and IT initiatives.

BUILD A successful implementation is the driving force behind all that we do. We deliver the right solution on time and within budget. Our disciplined project management and business aptitude ensures the success you rely on.

SOURCE The right balance of sourced functions can improve your IT service levels and return on investment, allowing you to more effectively meet your business needs. The Revere Group helps identify a strategic sourcing model based on internal capabilities, external resources and cost.



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