



Advanced Inventory Planning Solutions for SouthWare



*Valogix Inventory Planning and Optimization Solutions Save Time and Money
- the fast and easy way to reduce costs and improve revenues -*

Valogix provides automated planning tools that improve your inventory investment. They reduce the amount of time required to properly plan your inventory. By automatically forecasting, replenishing, and optimizing you can manage your inventory more efficiently; and meet the demands of customers and suppliers at lower costs.

Inventory management has become more challenging. You may still be maintaining inventories manually and performing complicated computations using spreadsheets and point solutions. Keeping track of reorder points can become an overwhelming task as businesses grow. Standard inventory modules and spreadsheets offer little help in driving down costs and improving revenues.

Valogix delivers ready to use solutions that install quickly, are very easy to use, and provide you with a high rate of return. If you answer yes to any part of the following question, Valogix can help.

What are your inventory goals and objectives? Do you want to:

- Reduce inventory by 20% or more
- Reduce expediting and emergency shipments by 35% or more
- Improve productivity by reducing planning time by 60% or more
- Control and reduce replenishment spending by 15% or more
- Improve customer satisfaction by having the right items available when your customers want them
- Generate more sales and do cross-selling and up-selling

According to a Valogix customer...

“Maintaining proper inventory levels is easier and more automated with Valogix. Using our business transaction software, we needed a PhD to figure it out and it still could not do all of what Valogix can do.”

~Brian Snow
Vice President
Advanced Business Systems

VALOGIX® ADAPT Technology - the power behind the system

No more manual work to determine

- ➔ demand forecasts
- ➔ replenishment plans
- ➔ stocking keeping levels
- ➔ replenishment quantities

Advanced planning provides

- ➔ Runs multiple forecasting models to select the best fit for each item
- ➔ Optimization re-balances mix to reduce costs and increase fill rates
- ➔ Replenishment planning orders the right amount of stock

Dynamic system keeps you current

- ➔ The system adapts automatically as business conditions change
- ➔ Alerts warn you of potential problems before they happen
- ➔ Excess and Inactive inventory are immediately identified
- ➔ Get instant access to stock levels in all locations

VALOGIX® ADAPT Technology
Analytical Dynamic Adaptive Predictive

Valogix Offers Robust Planning Solutions for Different Needs

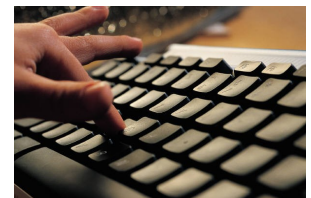
VALOGIX[®] Inventory Planner - for single location finished goods inventory planning

VALOGIX[®] Parts Planner - for single location aftermarket service parts and MRO parts planning, includes reverse logistics capabilities.

VALOGIX[®] MultiLink - for multi-location inventory planning of all finished goods, aftermarket service parts, and MRO inventories, includes reverse logistics capabilities.

Valogix Solutions Include

- Built-in auto scheduler for data import
- Business Intelligence information for strategic or long range planning
- Direct link to Excel for rapid data export
- Monthly Performance tracking shows progress against goals
- Robust Item classification system for more granular planning
- Rapid Item Locator speeds time to review and plan any item



The following sections describe major capabilities in all Valogix solutions.

System Alerts

Alerts are like a watch-dog. They evaluate the data and business parameters that runs the system. If Valogix solutions detect a potential problem, a message pinpoints the exception and creates an alert. This way, you can concentrate on those issues that may cause you to miss a goal, objective or customer order.

Valogix solutions are based on Management by Exception principles and manage the rest of the inventory automatically. Alerts help to refine the planning process and system parameters.

Alerts help to prioritize workloads as they focus you on what is most important to your business and your customers. They help you save time, money, and effort.



Inventory Optimization

One of the key capabilities is the ability to optimize your current and future inventory requirements. The program pin points inconsistencies and exceptions to the business requirements needing attention. This information allows for corrective action to be taken to meet needs while minimizing inventory investment.

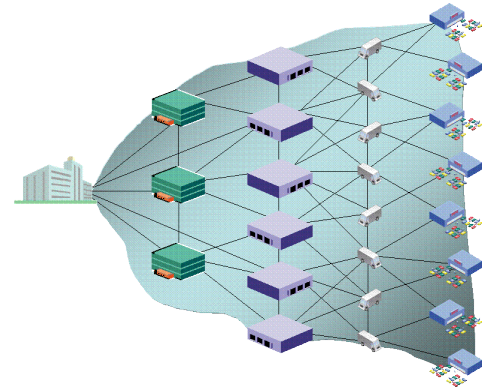
Inventory reductions of over 20% or more are achievable.



Multi-Echelon Inventory Planning

Valogix displays all locations and the items stocked. You can see the History rollup information through all the levels or you can see the individual location 12 month rolling forecast.

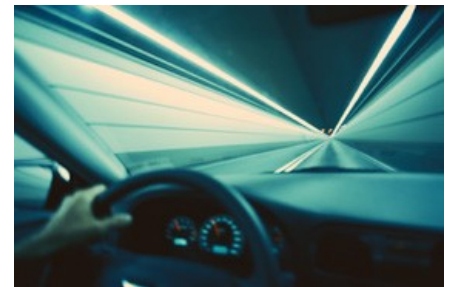
View and plan your stocking location network quickly and easily. Valogix solutions provide for an unlimited number of locations including, customers, physical locations and virtual stoking locations. Location replenishment is setup during implementation allowing proper forecasting, planning, and replenishment for every item at every location.



Automated Rolling 12-Month Forecasting

Valogix forecasting gives you the forward visibility you need to manage your inventory. The automated forecasting engine effectively handles slow, random demand or highly seasonal items. It is easy to make a manual change to the forecast. Just change the number in any month on screen and the system will automatically plan for the change while retaining the original value for reference.

Forecasting is just one component Valogix solutions use to generate the dynamic Stocking Quantity.

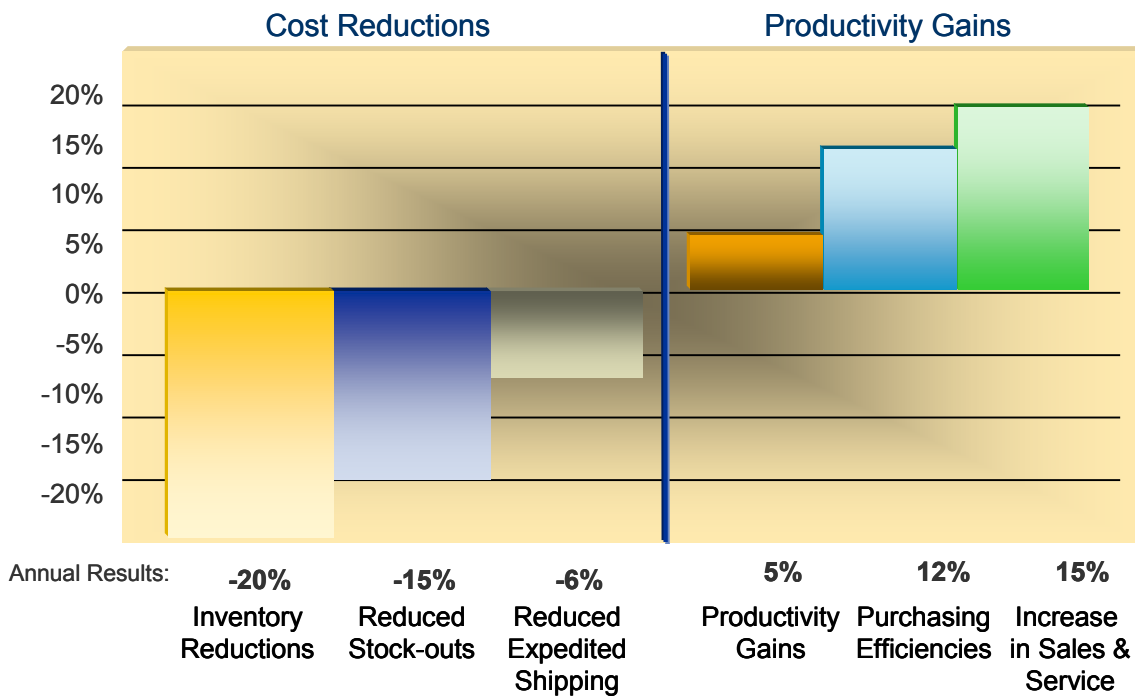


Best of all, everything is in one solution—no extra modules to buy, install and maintain

Valogix solutions help you meet customer demand without over-investing. Immediately after installation, our advanced algorithms compare your current inventory mix and investment to the Valogix recommended inventory investment. Excess and Inactive inventory are identified for your review along with all current Open Orders which could result in an even greater excess inventory. This information is displayed in an easy to use manner and provides you with the ability to reduce the investment needed to meet customer demand—all within minutes.

Valogix Delivers Value

The chart below is a representation of the type of savings potential achievable with Valogix solutions. In addition to productivity gains and cost reductions, are increased revenues from satisfying your customers.



The Bottom Line - Valogix Generates Positive Cash Flow

Each day you're not using Valogix solutions, you are missing out on the opportunity to free up cash. For example, based on an inventory value of \$1,000,000 and an average inventory reduction and productivity gains of approximately 31%, as much as \$300,000 or more in positive cash flow can be realized—in months, not years.

For more than 75 years, BTM Solutions have been experts in helping companies maximize their investment in their business management software the right way and with the rights people.

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