

“An e-business strategy that leverages people, processes, relationships, and technology infrastructure is more critical than ever to achieve the revenue goals and expense reductions that all manufacturers seek to become a truly Performance-Driven Enterprise ”

– John Bermudez, AMR Research

A photograph of two men in business attire sitting at a table. The man on the right is gesturing with his hand while speaking to the man on the left.

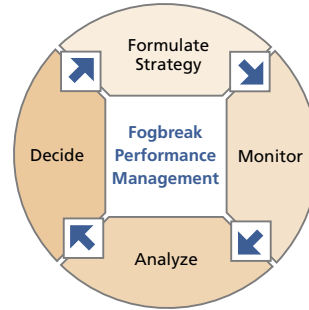
Driving Financial Discipline Into The Supply Chain

Performance Management



Performance Management

Successful, performance-driven supply chains require defined strategies, meaningful metrics that reflect goals, and the measurement of results to present to key decision makers and executives. Using an effective performance management application aligns supply chain strategy with tactical execution, ensuring that financial discipline and execution excellence are measured and monitored at every link in the supply chain.



Meeting Unique, Cross-Enterprise Requirements

Today's manufacturing strategies rely on increased leverage of outsourced trading partners and greater dependence on supplier execution. Managing these complex supply chains requires unique information and analytical tools specifically designed for the complexities of cross-enterprise performance management.

Fundamental to cross-enterprise performance management is the real-time measurement and analysis of the drivers of the supply chain – trading partner agreements and performance obligations. Cross-enterprise agreements are the critical, and until now, missing data set that establishes the rules of engagement, defines boundaries for flexibility and responsiveness, and determines cost and liability.

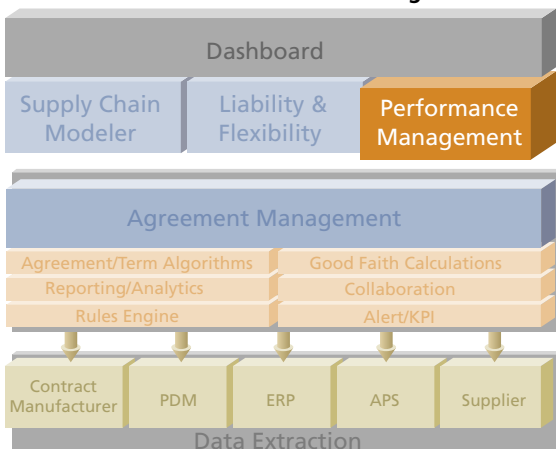
The Fogbreak Difference

Fogbreak is the first enterprise software company that helps drive financial discipline into the supply chain of global manufacturers. Fogbreak's Supply Chain Risk Management applications uniquely combine codified agreement information with transactional ERP data to deliver the transparency and predictability needed to maximize cross-enterprise performance. This break-through combination empowers supply chain professionals to:

- Optimize the financial performance of their supply chain decisions
- Maximize supply chain flexibility and minimize liability
- Align supply chain strategy with tactical execution

The result is measurable improvement in reducing material acquisition cost, reducing excess and obsolete inventory, ensuring continuity of supply, and drastically improving productivity across the supply chain.

Solution Architecture Diagram



Fogbreak's Performance Management

With Fogbreak's Performance Management solution, supply chain professionals can quickly respond to changes at every level in the supply chain by analyzing industry benchmarks and measuring performance with agreement-based Key Performance Indicators (KPIs) to understand the financial impact of every decision.

Fogbreak Capabilities

- Monitor and measure continuous changes to liability and flexibility by combining codified agreement information with transactional ERP data
- Best-practice library of agreement-based Key Performance Indicators (KPIs)
- Industry-specific benchmarks for agreement-based performance such as lead time, terms, flexibility, and stock levels
- Customizable metrics and KPIs tailored specifically to end-user goals and strategies
- New business intelligence delivered by tracking history of supply and demand and usage of "waterfall" analytics
- Decision support information delivered through easy-to-use dashboards and scorecards
- User-based security and customizable views tailor information delivery through an easy-to-use portal framework
- Alerts and notifications for time-sensitive actions with an assessment of financial impact

Benefits

- Improve supply chain decision making through comparison with industry benchmarks
- Communicate exposure to liability and reduced flexibility by reporting historical changes in supply and demand, including automated "waterfall" analytics
- Quickly modify performance measures to align new strategies with tactical execution through library of best-practice KPIs
- Proactively monitor inventory levels, costs, and lead times to notify decision makers of changes relative to agreements
- Role-based benefits in productivity include:
 - **Buyer/Planner:** Up to 30 percent productivity improvement through MRP action alerts and notifications
 - **Commodity Manager:** Up to 40 percent reduction in time spent on supplier management through improved notification and measurement of supplier performance
 - **EC analyst:** Up to 70 percent improvement in time required to monitor financial impact of implementing engineering changes (ECs)
 - **Operations Finance:** Up to 80 percent improvement in speed and accuracy of liability and PPV forecast monitoring
 - **Executive Management:** Drive financial discipline into the supply chain through improved transparency and predictability of cross-enterprise financial performance



System Requirements

- **Operating System:** Microsoft Windows 2000, Linux or Sun Solaris
- **Database:** Microsoft SQL Server 2000 or Oracle 9i
- **Client:** Microsoft Internet Explorer 5.5 or higher



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