



# End2End Service Driven Supply Chain Planning Automation



# The Digital Transformation

Selling Added Value through Measurable Outcomes

## Outcomes as a Service

Business Process Outsourcing - Monitoring and Control - Reporting - KPIs

## Software as a Service

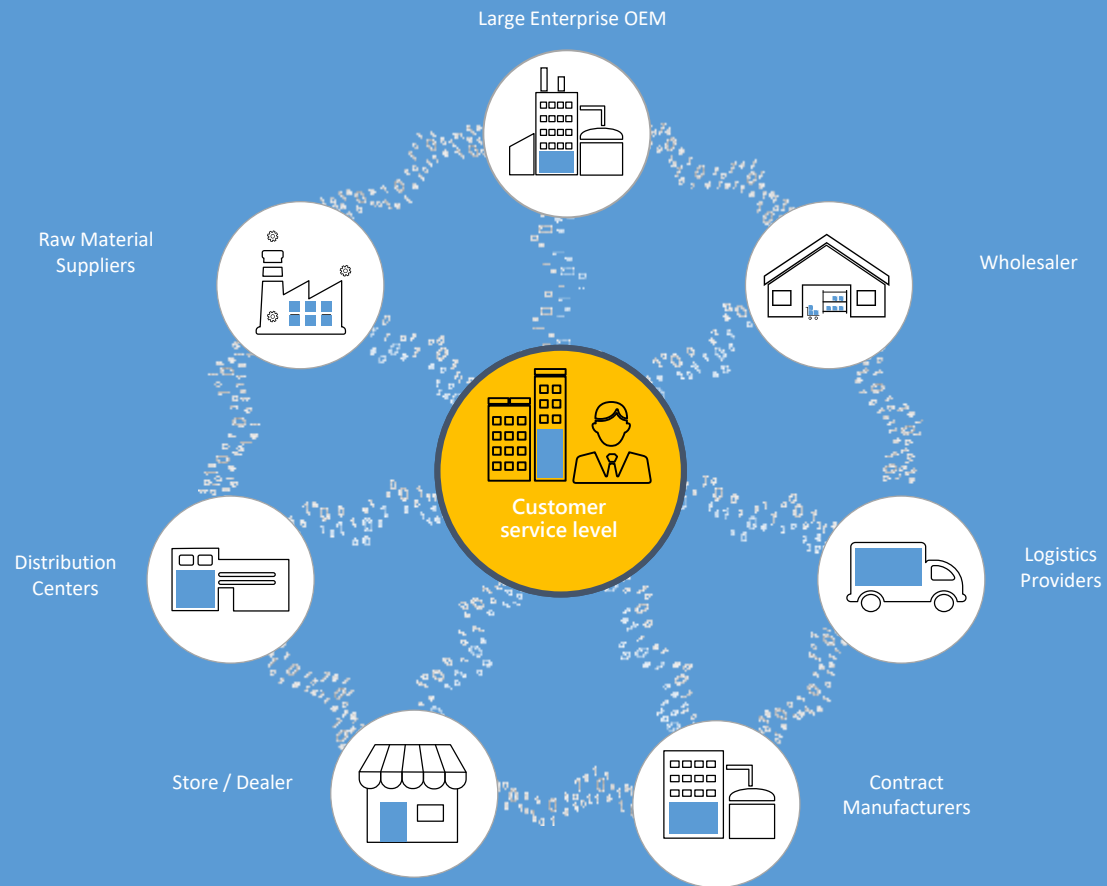
Full Automation - Supply Chain Planning Solution - Machine learning - Advanced Algorithms - Complex Networks - Long Tail

## Platform as a Service

## Infrastructure as a Service



# Demand, Inventory and Supply planning in a nutshell:



To take  
hundreds,  
thousands,  
**Millions**



of micro-decisions based on:

**Billions** data

**Every Day**



Mastering the Supply Chain Complexity with **Advanced Data Driven Forecasting based on Machine Learning, Inventory Planning and Supply Chain Optimization** taking the vast majority of the day-by-day micro-decisions that the planners have to take in order to guarantee the product availability to their customers.



#### HEAD QUARTERS

Amsterdam  
Boston  
Bogota

#### EUROPE

DACH  
England  
Netherlands  
Italy  
Spain  
Georgia  
Romania  
Serbia

#### AMERICAS

United States  
Canada  
Mexico  
Ecuador  
Argentina  
Brazil  
Colombia

#### APAC

Philippines  
India  
Japan  
Australia  
India

#### MIDDLE EAST

Israel  
Turkey

#### AFRICA

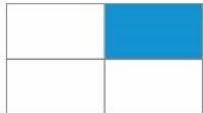
South-Africa

2018



**Gartner**

Supply Chain Planning Leader



Magic Quadrant SCP SOR 2018

2018



**RATED #1 In Inventory Optimization**  
By Nucleus Research

## Digital Inventory



**NUCLEUS RESEARCH**



ToolsGroup Insight

### 2017 Gartner Magic Quadrant for S&OP System of Differentiation

Get the Report

Source: Magic Quadrant for Sales and Operations Planning Systems of Differentiation, Tim Payne, 1 May

**2017 GARTNER MAGIC QUADRANT FOR S&OP SYSTEM OF DIFFERENTIATION (SOD)**

ON THE GO

SupplyChainStandard  
european supply chain  
**excellence**  
awards 2013  
**WINNER**  
Technology

GREAT TASTE TASTE

Logistics & Supply Chain  
supply chain  
**excellence**  
awards 2016  
**WINNER**  
Hi-Tech, Communications and Electronics

20<sup>th</sup> anniversary

FROST & SULLIVAN

**BEST PRACTICES AWARD**

2017

**NORTH AMERICAN SUPPLY CHAIN MANAGEMENT FOR RETAIL & WHOLESALE TECHNOLOGY LEADERSHIP AWARD**

**Sales Governance + Trade Promotion Optimization**

**Sales & Operation Planning**

**Predictive Demand Analytics**  
Machine Learning Engine MLE™

Demand Sensing  
Early Signal Analysis  
Promotion & Media Forecasting  
New Product Introduction  
...

**Demand Planning**

FBF™ Frequency-Based Forecasting unique technology

Statistical Forecasting  
Demand Modelling  
Demand Shaping  
Demand Sensing  
Demand Collaboration Hub

**Service Planning**

STS™ Stock-to-Service unique technology

Multi-Echelon Inventory Optimization  
Mix, Stage & Lot Size Optimization

**Supply Planning**

DRT™ Distribution Requirement Tunneling unique technology

Dynamic Min/Max projected requirements  
Monitoring & Visibility  
Supply Collaboration Hub  
Transportation Plan

**Production Planning and Scheduling**

MPS  
Mill allocation  
Finite capacity plan  
ATP  
Production Scheduling  
MES



# ToolsGroup – Horizontal End-to-End Supply Chain Planning Solution

## INDUSTRIAL | AUTOMOTIVE & AFTERMARKET



## FOOD & BEVERAGES - CONSUMER GOODS



## FASHION & APPAREL



## HEALTHCARE | PHARMA | CHEMICAL



## RETAIL



# Retail



amplifon



SABECO



DesignTarget

CANDY KING

SiMPLY



Card Factory



ulabox.com  
el supermercado online



EURONICS

wayfair

Pick n Play  
Inspired by you

COSTA  
EXPRESS

Telefonica



O<sub>2</sub>  
A Telefonica company



TELECOMGRUPPO  
ZeroUno  
Più servizio e valore per i nostri clienti  
FEMZUCCHERI • ELCA



APOTEK

MOLESKINE®  
Legendary notebooks

terranova®  
CALLIOPE  
TEDDY





# Healthcare and Pharma Customers

ALFASIGMA 

**TEVA**  
TEVA PHARMACEUTICALS LTD

 Systagenix

 amplifon

**NHS**

 esaote

**Cipla**

**Cipla Medpro**  
SOUTH AFRICA LTD.

smiths



 FATER<sub>SpA</sub>

  
ANGELINI

 PROVEFARMA

**Fybeco**  
FARMACIAS

**Sana Sana**  
FARMACIAS

**GETINGE**  
GETINGE GROUP

 Mylan®

 Elcam  
MEDICAL  
Where everything connects

**CCS**®

 lilly  
DROGGERIE

 APOTEK

**onda**  
consorzio

 FORB

# Automotive and Industrial Equipment

ANSALDO  
ENERGIA

SKF

AgustaWestland  
A Finmeccanica Company



STIGA  
GLOBAL GARDEN PRODUCTS

FIAMM



Whirlpool  
CORPORATION  
Indesit  
company

Nice

TIM

legrand®

@saote

TECHNOGYM

CARRARO

G.D  
Generate Differences

PILKINGTON



PIAGGIO®  
aprilia

TOYOTA  
GENUINE PARTS

ATHENA



ABB

amarA  
Una compañía Iberdrola

MITSUBISHI  
ELECTRIC  
Changes for the Better



Andrew  
Page

ITT Industries

LENNOX

ama



POLARIS

THULE  
SWEDEN

FRANKE

Aliaxis



# Consumer Goods

**Energizer.**



**ROVAGNATI**  
*Se lo ha fatto, se lo ha fermato.*



Begano-Casbega

**DE CECCO**

**KIKO**  
MAKE UP MILANO



deoleo



**ALESSI**



**Cerealis**



**RAJAPACK**  
N°1 IN EUROPE FOR PACKAGING



# Luxury & Fashion Apparel & Accessories

**KIKO**  
MAKE UP MILANO

Cosmetics

**LUXOTTICA**

Ray-Ban VOGUE Persol  
GENUINE SINCE 1927

Accessories

**FLYING CROSS**  
BY FECHHEIMER

Accessories



Accessories

ACQUA DI PARMA  
LVMH  
MOËT HENNESSY · LOUIS VUITTON

Perfumes



Home design



terranova<sup>®</sup>  
CALLIOPE<sup>®</sup>  
ITALIA

Apparel & Accessories

**macron**  
Italian Team Uniforms

Sportswear

BVLGARI

LVMH  
MOËT HENNESSY · LOUIS VUITTON

Accessories



**MOTO GUZZI**

Accessories

**coin**

Apparel & Accessories



Stockings & Underwear



Excellence in details

**MARCOLIN**  
EYEWEAR

Accessories

**ALESSI**

**wayfair**  
a zillion things home

Apparel & Accessories

**indo**  
your eyes, our world

Accessories



Accessories

**MOLESKINE**<sup>®</sup>

Luxury notebooks

**wiggle**

Sportswear