

**LOGICIELS
DE PRÉVISIONS
4^e ÉDITION**

**TOOLSGROUP
S099+**

1. Name of the software company	TOOLSGROUP
2. Native country of the company	Netherlands
3. Year of creation of the company	1993
4. Global turnover in 2013	NA
5. Turnover un France in 2013	NA
6. Total nb of employees in 2013	NA
7. Nb of employees in France in 2013	NA
8. Name of the Forecasting Solution	SO99+
9. Nb of locations where the Forecasting solution has been installed in France	10
10. Nb of locations where the Forecasting solution has been settled abroad	250
11. Main industry sectors where your Forecasting solution has been implemented	Aftermarket Parts Consumer Goods Fashion and Apparel Food and Beverage Healthcare/Pharma Industrial and Durables MRO Retail Internet Retail Specialty Chemicals Wholesale Distribution
12. Last 3 clients who used the Forecasting solution (name of customer, sector)	Danone- Food, Wayfair - Internet Retail Thule - Consumer Durables
13. Last version	7.3.1
14. Available language for this version	English w translation capabilities
15. Is this Forecasting solution integrated in a bigger solution? (ERP, APS, SCE ...) (Y/N) If so, which are the other main modules (S&OP, DRP, Fulfilment ...)?	Yes, Supply Chain Planning which includes also Inventory Optimization, Fulfilment, Replenishment Planning, S&OP, Trade Promotion Forecasting, Demand Collaboration, VMI, etc.
16. Can this Forecasting solution been sold/ rented on its own?	Yes
17. Maximum nb of SKU (Stock Keeping Units) you deal with by your customers	10s of millions
18. Main modules/ functions in the Forecasting solution : - Forecasts based on historical data (Y/N)? - Forecasts based on collaborative process (Y/N) - Promotion management (Y/N)? - New product introductions (Y/N)? - Analysis of the results (Y/N) - Other? Specify	Yes to all
19. Concerning inconsistent values of historical data (outliers), does the solution provide : - Automatic detection (Y/N)? - Automatic corrections (Y/N)?	Yes to both
20. Can the solution integrate historical explanatory variables such as: - Impact of a promotion (Y/N)? - Impact of a price variation (Y/N)? - Cannibalisation impact (Y/N)? - Impact if a rupture (Y/N)? If yes, specify how (% , value, comment...)	- Yes to all – automatically and also optionally with the benefit of a machine learning algorithm that analyzes alrge amounts of data to identify patterns of uplift
21. Can the solution integrate exogenous variables automatically (such as: variables that correlates with temperature, data of the panelists, impact on sales of temperature variations etc.) (Y/N)	Yes, however the data needs to be available from another system.
22. Does the forecasting module behave like a standard statistical model such as : - Trends? (Y/N) - Seasonality? (Y/N)	Yes to all, and is particularly better than other systems at handling erratic and intermittent demand

<ul style="list-style-type: none"> - Mean average? (Y/N) - Linear regression? (Y/N) - Erratic? (Y/N) - Product characteristics of certain products (i.e.: spare parts, fresh products...) - Other? 	
<p>23. Is the statistic model :</p> <ul style="list-style-type: none"> - Always selected by the user? (Y/N) - Proposed by the system and can be changed by the user? (Y/N) - Imposed by the system? (Y/N) - Other? (Please specify) 	<p>By default imposed by the system and can be changed by the user. A self-adaptive model a fully automatic forecast. The user has some control, such as sensitivity to changes in the demand stream.</p>
<p>24. If significant changes in behavior of the statistical series would occur, can the system:</p> <ul style="list-style-type: none"> - Alert the user so that he can make the change himself? (Y/N) - Automatically adopt a new and more adequate model? (Y/N) - Automatically adopt a new proposed model beyond a certain threshold to avoid that the system would change too frequently? (Y/N) 	<p>Automatically adopts a new and more adequate model, which continuously fine tunes according to new behaviors to remove the bull-whip effect</p>
<p>25. What are the standards :</p> <ul style="list-style-type: none"> - Time buckets of the forecasts (day, week, monthly, annually, etc.) - Forecasting horizon? - Can it have a more granular time bucket on a short term horizon and a less granular one on the mid or longer term simultaneously (i.e.: weekly bucket for the first 3 months and a monthly bucket for the following months) 	<ul style="list-style-type: none"> - Forecast can be month, week, or day, or fiscal periods - Forecasting horizon can be a few weeks to multiple years - User can switch between time granularities
<p>26. What are the standard expression units of the forecasts :</p> <ul style="list-style-type: none"> - Quantitative: UC, Euros, tons, buckets, bottles, etc. ? Specify - Values: Euro, Dollar, multi-currency, etc. Specify - Other? Specify 	<p>Any unit of measure and any unit of currency. An unlimited number of each can be combined.</p>
<p>27. What are the standard provided axes of the hierarchy :</p> <ul style="list-style-type: none"> - Products, Customers, Geographically/market, distribution channel, subsidiary...? - Specify the maximum number of possible levels 	<p>Any hierarchy axes and unlimited number of levels</p>
<p>28. Can it forecast:</p> <ul style="list-style-type: none"> - Finished goods? (Y/N) - Components? (Y/N) <p>If yes, what is the maximum level of the BOM (bill of material)</p> <ul style="list-style-type: none"> - For lots and kits? (Y/N) - Reference level/size/color? (Y/N) - take into account optimal date utilization (i.e. for products that can become obsolete) - Other? 	<p>Y Y 10 Y Y Yes, handles obsolescence and perishability</p>
<p>29. Can it calculate :</p> <ul style="list-style-type: none"> - Different hierarchy levels at the same time? (Y/N) - Or the forecast is calculated on a single level, the other data coming from this calculation is a result of aggregation or splitting? (Y/N) 	<p>Yes to all</p>
<p>30. How does the model collect data of 3rd parties</p>	<p>Yes to all</p>

<p>(sales people, POS, data files, etc.)</p> <ul style="list-style-type: none"> - By file integration? (Y/N) - By capturing/entering the data directly in the module? (Y/N) - Through a web portal? (Y/N) - Other? 	
31. Can it define a workflow that ensures that every step will be done in a timely manner by the responsible person?	Yes, using our optional collaboration hub
32. Can it display the forecasts from different sources on the same screen (marketing, demand planners, etc.)? (Y/N) If yes, what's the maximum number and what's the standard?	Yes, using our optional collaboration hub Maximum number of forecasts is unlimited. Standard number of forecasts is 5.
33. Can the software calculate forecasts per product, store and per day? If yes, what is the horizon?	Yes, with horizon of weeks to years. Typical daily POS forecast is 6-8 weeks in days.
34. Can the software calculate forecasts based on historical data from different sources (i.e.: point of sales, order from warehouses, etc.) and recommend the best forecast/source to predict demand?(Y/N) Specify	Yes, calculate forecasts based on historical data from different sources, but typically assessed prior to live production stage
35. How does the solution manage new product introductions? : - Through a library of profiles of similar NPI's? (Y/N) - Through a model of past NPI's that has been deducted from historical data of the company? (Y/N) If yes, what are the models proposed by the tool? If yes, are the NPI profile types modifiable? (Y/N)	Yes to both. Model proposed is a time-phased uplift profile which can be determined by defined-like products or optionally with machine learning technology
36. Does the solution manage promotions (Y/N) If yes, can it track the promotion step by step, from start till the end? (Y/N) If yes, can it adjust the allocation of the different points of usage (i.e. store, client) based on the actual promotion results If yes, is it possible to modify their allocation in the different period of time (e.g. move forward or delay one week) according to the real sales If yes, can it define promotions profile types that can be reused? (Y/N) If yes, can it integrate the promotion observations directly in to the tool? (Y/N) Other? Specify	No. The solution complements typical Promotion Management systems by providing more reliable baseline uplifts and promotional ROI
37. The module for the promotions can it be sold/leased as a separate module? (Y/N)	Yes
38. What are the standard main performance metrics?	Very large library, including most common ones include WMAPE and bias
39. What standard alerts are available?	Very large library
40. Can it provide a priority (task) list for the demand planners? (Y/N)	Yes, in the home page, categorized by a personalizable home page
41. Platform and Database supported?	MS Windows, SQL Server
42. Is there a web version available? (Y/N)	Yes for the collaboration hub
43. Deployment mode : - By your company? (Y/N) - Through partners? (Y/N) Please specify the main ones.	Deployed by company and through partners
44. License cost from?	Perpetual starts at about 30.000
45. SaaS mode available? How will the rates be set?	Yes, based on a 2 or 3 year license

Starting from?	
46. Average cost of a project?	Forecasting only – Under 90.000 , including software and implementation
47. Average Return on investment?	Less than one year
48. Summary of the main advantages of the solution	Radically higher forecast accuracy and customer service levels, less global inventory. Very strong in slow moving and intrmittent demand. Highly scalable due to much reduced need for manual effort than competing solutions.
49. Last new developed functions?	Machine learning engine added to offering
50. Development strategy for 2014/ 2015?	Increasingly automated solution