

Pour vos appels d'offre

**LOGICIELS
DE PRÉVISIONS
4^e ÉDITION**

**TERRA
TECHNOLOGY**

**Demand
Sensing**

1. Name of the software company	TERRA TECHNOLOGY
2. Native country of the company	USA
3. Year of creation of the company	2001
4. Global turnover in 2013	NC
5. Turnover un France in 2013	NC
6. Total nb of employees in 2013	NC
7. Nb of employees in France in 2013	0
8. Name of the Forecasting Solution	Demand Sensing
9. Nb of locations where the Forecasting solution has been installed in France	Five
10. Nb of locations where the Forecasting solution has been settled abroad	More than 160 countries
11. Main industry sectors where your Forecasting solution has been implemented	CPG, chemical, oil & gas, food, beverage
12. Last 3 clients who used the Forecasting solution (name of customer, sector)	Shell (Oil & Gas); AkzoNobel (chemical); Mondelēz International (food)
13. Last version	5.0
14. Available language for this version	English
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. Terra Platform includes several versions of Demand Sensing, Multi-Enterprise Inventory Optimization and Transportation Forecasting
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	No limit, we have implementations with hundreds of thousands of SKUs.
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/Yes
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 Any numeric representation is fine.
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
22. Does the forecasting module behave like a standard statistical model such as : - Trends? (Y/N) - Seasonality? (Y/N) - Mean average? (Y/N) - Linear regression? (Y/N) - Erratic? (Y/N) - Product characteristics of certain products (f.e.: spare parts, fresh products...) - Other?	Yes to all
23. Is the statistic model : - Always selected by the user? (Y/N) - Proposed by the system and can be changed by	The model automatically applies the best method, which can be overridden by users.

<p>the user? (Y/N)</p> <ul style="list-style-type: none"> - Imposed by the system? (Y/N) - Other? (Please specify) 	
<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) 	Yes to all
<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 (f.e.: weekly bucket for the first 3 months and a monthly bucket for the following months) 	<p>Daily, weekly and monthly are both standard time horizons.</p> <p>Forecasting horizon can be chosen – from weeks to years out.</p> <p>Yes, granularity can be changed by time horizon.</p>
<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 of the listed</p> <p>Quantitative, such as stat unit, case.</p> <p>In the analytics report, both quantitative and values can be displayed based on conversion data</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>All listed</p> <p>Typical example of hierarchy: SKU, category, region, global/customer, customer group, sales channel/country, region.</p> <p>No limit on possible 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 (f.e. for products that can become obsolete) - Other? 	<p>Yes, finished goods and components.</p> <p>The number of BOM is unlimited when Multi-Enterprise Inventory Optimization is combined with Demand Sensing.</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) 	Yes, it can calculate different hierarchy levels at the same time and can also reconcile forecasts among different levels.
<p>30. How does the model collect data of 3rd parties (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? 	Can be all of these.
<p>31. Can it define a workflow that ensures that every step will be done in a timely manner by the responsible person?</p>	Yes
<p>32. Can it display the forecasts from different</p>	Yes

sources on the same screen (marketing, demand planners, etc.)? (Y/N) If yes, what's the maximum number and what's the standard?	There is no maximum and the standard differs by customer.
33. Can the software calculate forecasts per product, store and per day? If yes, what is the horizon?	Yes. Time horizon is configurable.
34. Can the software calculate forecasts based on historical data from different sources (f.e.: point of sales, order from warehouses, etc.) and recommend the best forecast/source to predict demand ?(Y/N) Specify	Yes and rather than picking one source it combines them in the most effective way.
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 for all
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 (f.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	Yes to all
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?	MAPE, bias, SDFE, extreme error
39. What standard alerts are available?	<ul style="list-style-type: none"> • Outliers of inputs (historical shipment, current order, DP, POS, etc) • Extremely unstable historical inputs (high variety) • Missing inputs • No shipment, but positive forecast/order • No forecast/order, but positive shipment • Extremely high biased (positive/negative) forecast
40. Can it provide a priority (task) list for the demand planners? (Y/N)	Yes, exceptions are prioritized
41. Platform and Database supported ?	Oracle
42. Is there a web version available? (Y/N)	Yes
43. Deployment mode : - By your company? (Y/N) - Through partners? (Y/N) Please specify the main ones.	By Terra and in collaboration with partners Wipro and HP
44. Licence cost from?	As a private company, this is not disclosed
45. SaaS mode available? How will the rates be set? Starting from?	Yes, SaaS is available.

46. Average cost of a project?	As a private company, this is not disclosed
47. Average Return on investment?	As a private company, figures for ROI are not disclosed, but ROI typically exceeds 1000%
48. Summary of the main advantages of the solution	Typically reduces forecast error by 30% to 40%, enabling: <ul style="list-style-type: none"> • reductions in inventory to free cash and improve return on investment, • improved supply chain efficiency with lower operating costs through fewer transhipments and expedites, • revenue growth and competitive advantage through higher customer service.
49. Last new developed functions?	In-memory pipeline technology Automatic shipment realignment Forecast stability control
50. Development strategy for 2014/ 2015?	Web based GUI, advanced analytics and enhancements in user experience, forecast accuracy and scalability