



Business - Ready Solutions

SUPPLY CHAIN PERFORMANCE MANAGEMENT

- Manufacturing**
- Wholesale Distribution**
- Logistics**
- Vendor Performance**
- Material Performance**
- Production Performance**
- Product Performance**
- Logistics Performance**
- Warehouse Performance**
- Sale Orders Performance**
- Financial Performance**

SKY SCPM Business-Ready Solution A business-ready solution designed for Supply Chain organizations consisting of a strategic implementation roadmap methodology, a business KPI repository and pre-constructed performance management deliverables: scorecards, dashboards, analytics and reports

Highlights



Six Sigma

- ✓ Supply Chain Business-Ready Solution for Performance Management with built in business value
- ✓ Pre-constructed Key Performance Indicators (KPI) to help you optimize performance while maximizing the business value
- ✓ Integration of Supply Chain KPIs with corporate strategic objectives and metrics
- ✓ Alignment with Supply-Chain Operations Reference model (SCOR) and metrics from the Supply-Chain Council
- ✓ Leverage existing Performance Management analytics such as **Cognos™ Performance Applications**
- ✓ Accelerated time to implement. Pre-built Supply Chain Scorecards, Dashboards and Analytics
- ✓ Leverage business best practices for Supply Chain and Performance Management
- ✓ Many successful Supply Chain implementations across organizations of all sizes and business areas

The Challenge

According to Robert Kaplan and David Norton, 9 out of 10 companies fail to implement their business strategies mainly because of deficient execution. Performance Management solutions enable your organization to optimize the execution of strategy while providing better visibility into the supply chain performance compared to goals. Some of the main challenges that organizations face today in implementing a successful Performance Management solution for Supply Chain are:

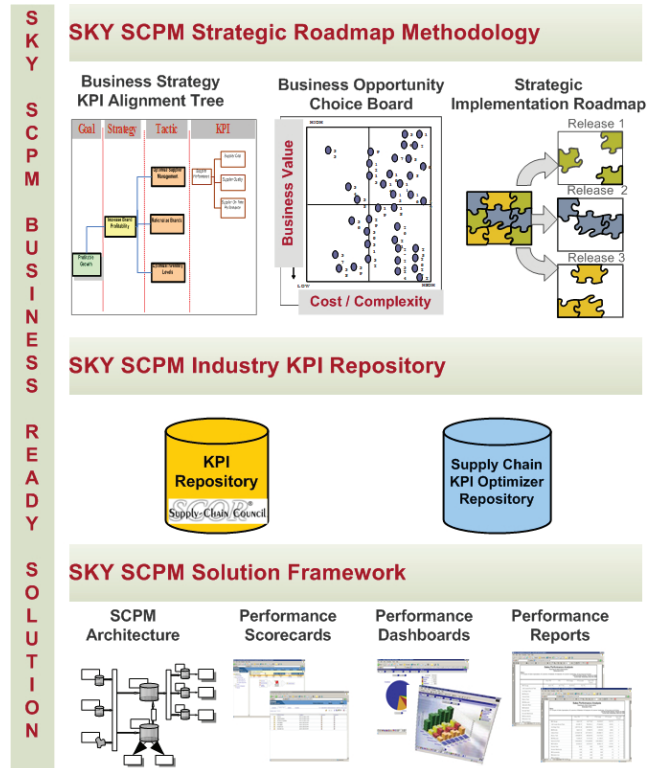
- Too many Supply Chain metrics cause unnecessary overhead and ineffective management
- Existing Supply Chain metrics are not well aligned with the organization's strategic goals
- Supply Chain metrics must traverse the organization's value chain crossing divisional and functional group boundaries
- Maturing the existing Business Intelligence solution into a Performance Management solution
- Proliferation of analytical silos makes it difficult to observe and manage performance company-wide

Our Business-Ready Solution

Sky's **Business-Ready Solution for Supply Chain Performance Management** combines all the components necessary for successful, actionable performance management:

1. SCPM Strategic Roadmap Methodology

- Business Strategy KPI Alignment Trees: alignment of goals with strategies, tactics and KPIs
- Business Opportunity Choice Board: identify the cost / complexity of implementation and the business value for group of KPIs
- Strategic Implementation Roadmap: ensure tactical steps will be taken within the overall strategy



SUPPLY CHAIN PERFORMANCE MANAGEMENT

2. SCPM Industry KPI Repository

- Supply Chain KPI Repository: collection of pre-constructed industry KPIs for Supply Chain that can be extended and customized to your needs
- Supply Chain KPI Optimizer: collection of supply chain taxonomies and best practices that allow the identification of optimized sets of actionable KPIs for your supply chain

The pre-constructed KPIs are aligned with SCOR models and metrics.

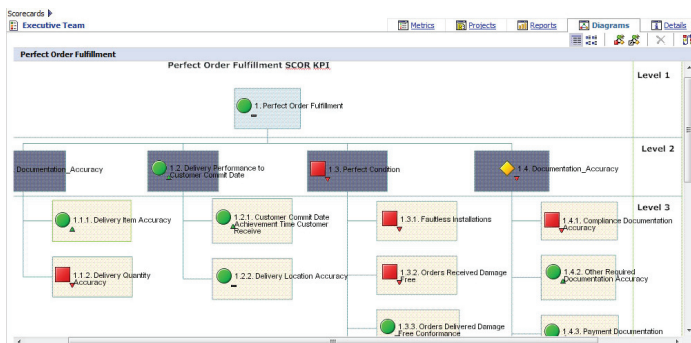
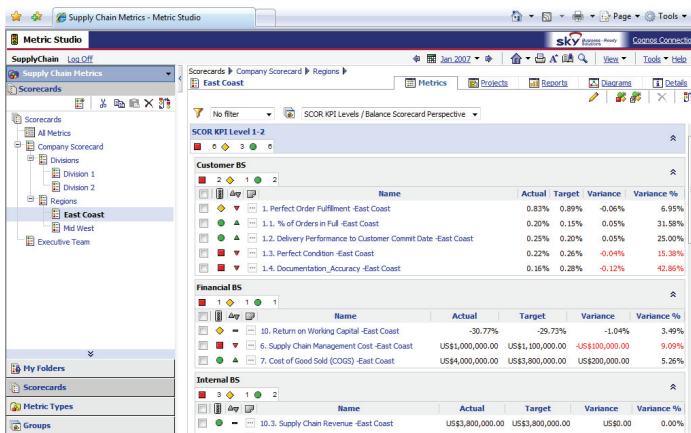
Level 1 Metrics	Performance Attributes				
	Customer-Facing			Internal-Facing	
	Reliability	Responsiveness	Flexibility	Cost	Assets
Perfect Order Fulfillment	✓				
Order Fulfillment Cycle Time		✓			
Upside Supply Chain Flexibility			✓		
Upside Supply Chain Adaptability			✓		
Downside Supply Chain Adaptability			✓		
Supply Chain Management Cost				✓	
Cost of Goods Sold				✓	
Cash-to-Cash Cycle Time					✓
Return on Supply Chain Fixed Assets					✓
Return on Working Capital					✓

SCOR is a registered trademark in the United States and Europe

3. SCPM Solution Framework

Our Solution framework can leverage existing Performance Management analytics for Supply Chain and consists of:

- Pre-constructed scorecards, dashboards and analytics that allows you to monitor, analyze and investigate your supply chain performance
- Performance Management Architecture framework



Benefits

Implementing the Sky Business-Ready Solution for Supply Chain Performance Management will benefit your organization in several ways, some of which include:

- Guaranteed high Business Value
- Reduced cost and fast ROI
- Accelerated implementation

Sky SCPM Strategic Implementation Roadmap

- ✓ Alignment with your organization's strategic objectives
- ✓ Support for Balance Scorecard, Six Sigma
- ✓ Guaranteed business value and accelerated ROI

Sky SCPM Business KPI Repository

- ✓ Pre-defined KPIs optimized for your organization
- ✓ The core and actionable KPIs are identified
- ✓ Leverage best practices for Supply Chain
- ✓ Alignment with SCOR model and metrics
- ✓ Built-in business value

Sky SCPM Solution Framework

- ✓ Speed of deployment
- ✓ Cross-functional visibility across the organization
- ✓ Performance Management architecture best practice
- ✓ Leverage existing Performance Management analytics such as **Cognos™ Performance Applications**

Why Sky Solutions

Only Sky Solutions can offer you the complete package of performance management expertise, Supply chain domain knowledge, business-ready solutions, technical acumen, project management expertise and strong commitment to continue the research and development for the Supply Chain Business-Ready Solution. All of which will guarantee your success.

Sky's success is evident by many customers for whom we have exceeded expectations. Visit our website or contact us today for more information on how Sky Solutions can improve your supply chain performance.

For More Information
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