SALES & OPERATIONS PERFORMANCE HISTORY INTELLIGENCE

Do you have difficulty analysing your business and planning effectively?

- Difficult to reconcile dollars and units
- Do you argue about the past or plan the future
- Can you see the information you need to plan
- Is the plan used day-to-day or ignored

Would it help if you could easily drill to underlying transactions and events?

Are you spending excessive time collecting and presenting planning data?

FLEXIBILITY

RELIABILITY

POWER

"Our planning process used to be reactive and centred around getting more data. Having an integrated view of financial and operational aspects has cleared the picture and we can focus on the future... The plan gets used!"

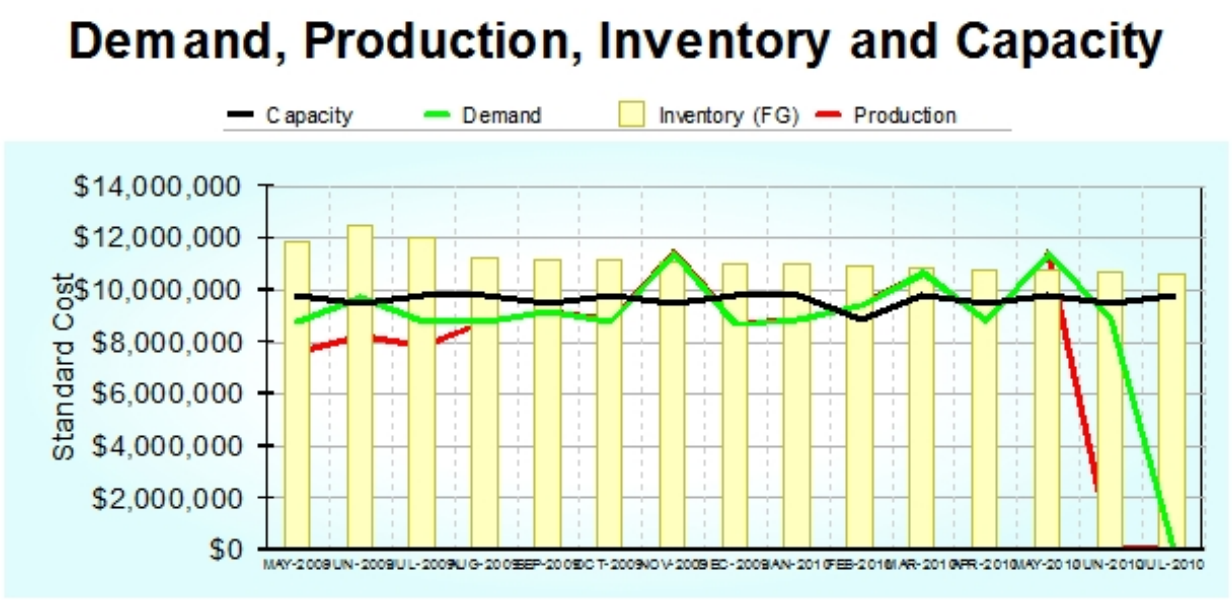
SOPHIA offers a new way of measuring and reviewing performance that results in better informed planning and decision making.

Designed with management's need for agility in mind, SOPHIA provides a window that allows you to see the organisation's progress and determine the strategies required for improvement into the future.

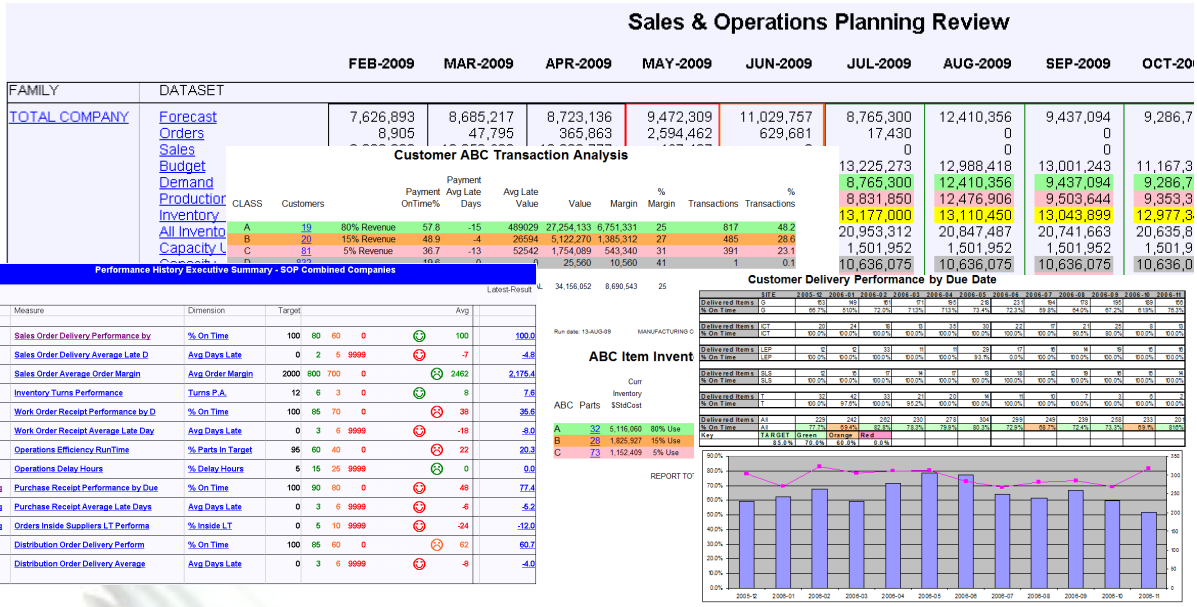
Getting the job done is encouraged through automated generation of action and tracking responses.

SOPHIA addresses the five major issues in Planning today:

- ***Time*** - Data collection and presentation is handled - allowing time for analysis and planning.
- ***Performance*** - Powered by Cyberquery, it is fast and independent of Database or Op. System.
- ***Strategy*** - Better informed decisions. Move between the helicopter view and detail in seconds.
- ***Execution*** - Automated reporting of required action and responsibility for plan implementation.
- ***Cost*** - Low perpetual or monthly subscription licences.



SOPHIA



SOPHIA's Unique Benefits

- ✓ Easy-to-use environment addresses the full range of Reporting and Planning needs.
- ✓ Integration of Operational and Financial views.
- ✓ Single window for Planning, Performance, Business ABC's and Data Quality.
- ✓ Over 50 practical measures and the ability to customize and add more.
- ✓ Powerful reporting of shortfalls, remedial action required and management of that action.
- ✓ Accessing your data directly from your applications… your truth.

Executive Summary
Business Operations

I expect your feedback on this report to create focus around the measures used to help support the business goals and objectives…. Your words…
Some areas of the business require support to capitalise on the ERP Implementation at ABCD:

Action Ticks ☑ indicate Trends in the correct direction.
Action Ticks ☒ indicate Trends in the ~~wrong~~ direction.
The colours are like traffic lights and indicate meeting the targets.

	Descript	Type	2005-12	2006-01	2006-02	2006-03	2006-04	2006-05	2006-06	2006-07	2006-08	2006-09	2006-10	2006-11	Action	TARGET	Green	Orange	Red
Purchasing																			
PO Delivery Performance by Due Date	All	Due Items	69.0	48.0	63.0	75.0	59.0	73.0	66.0	58.0	64.0	80.0	51.0	70.0					
PO Delivery Performance by Due Date	All	% On Time	53.6%	29.2%	61.9%	52.0%	50.8%	56.2%	47.0%	48.3%	37.5%	55.0%	43.1%	50.0%	☑	95.0%	85.0%	70.0%	0.0%
Warehouse																			
Invertory Cycle Count Accuracy	All	Items Counted	227.0	295.0	227.0	229.0	221.0	439.0	294.0	415.0	389.0	481.0	508.0	634.0					
Invertory Cycle Count Accuracy	All	% OK	98.0%	99.0%	98.0%	98.3%	96.4%	97.0%	96.6%	97.3%	96.9%	95.8%	95.3%	97.5%	☑	100.0%	96.0%	80.0%	0.0%
Warehouse																			
WO Order Delivery Performance by Due Date	All	Receipted Items	68.0	72.0	82.0	100.0	87.0	129.0	123.0	87.0	102.0	146.0	127.0	152.0					
WO Order Delivery Performance by Due Date	All	% On Time	22.1%	11.1%	47.6%	48.0%	38.1%	34.1%	32.5%	35.6%	30.4%	36.3%	32.3%	32.2%	☒	95.0%	85.0%	70.0%	0.0%
Sales																			
SO Delivery Performance by Promise Date	All	Delivered Items	229.0	242.0	262.0	230.0	278.0	304.0	299.0	249.0	239.0	258.0	233.0	201.0					
SO Delivery Performance by Promise Date	All	% On Time	77.7%	69.4%	82.8%	78.3%	79.9%	80.3%	72.9%	68.7%	72.4%	73.3%	69.1%	81.6%	☑	85.0%	70.0%	60.0%	0.0%
Operations																			
Invertory Turns Performance	All	Average Stock	1789550.4	1673507.2	1755006.9	1628668.4	1706947.9	1591193.1	1736703.4	1544668.1	1568289.2	1715487.0	1570597.1	1744790.4					
Invertory Turns Performance	All	Turns P.A.	2.4	2.1	2.8	2.9	1.8	2.9	2.4	2.2	2.6	2.0	2.1	1.9	☒	8.0	5.0	3.0	0.0

About Cyberscience

Cyberscience Corporation is a privately held software developer focused on delivering reporting and business intelligence solutions to over 4,000 customers worldwide.

About Manufacturing Computer Systems

MCS have consulted to industry and developed solutions to assist management for 15 years. SOPHIA is designed to fill the planning gap created by data heavy ERP systems that do not provide action oriented information about the business.

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