

## Demand Management

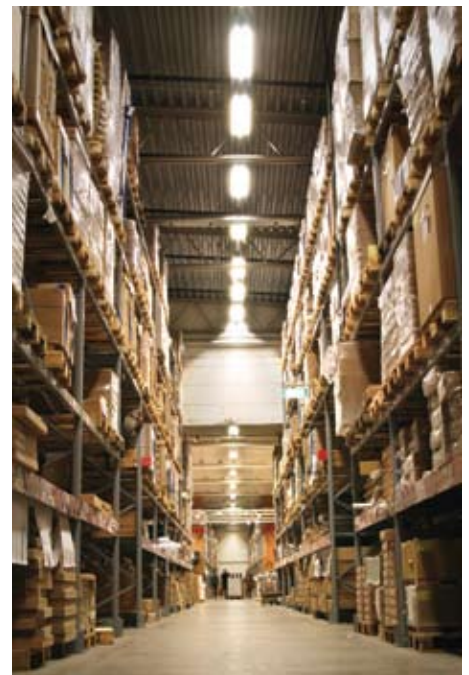
Balancing your inventory

Maximize the value of your solution

It's about having just enough –  
no more, no less.

Demand management is all about balance – balancing your current inventory with future customer demand. Having too much inventory costs you money. Not being able to fill an order costs you customers. Balancing your inventory levels requires forecasting your volumes, lead times, supply and demand. Collecting and combining this information can require mountains of data and complicated computer searches that sometimes leave you guessing.

Salient Performance Management can take the guesswork out of Demand Management. Our radical management innovation can deliver targets, forecast performance, ABC classification and more – with no complex computer searches. We deliver all of your business data and display it in an interactive format. You can act on the data today, without waiting for month-end. We automate the investigative process, allowing you to dig into the facts and find answers. Answer questions like: Are targets meeting demand? Do I have obsolete inventory? Which products have the fastest turn around? How can I have just enough – no more, no less?



# Demand Management

## Balancing your inventory

### Inventory Turns

Inventory turns targets are a measure of the average cost of goods sold divided by annual inventory levels. They reflect the ability to balance inventory with current, and future, demand.

Because Salient collects and stores all of your business data at the transactional level, you can display inventory turns at the item, store, branch, or corporate level. You have the information that best suits your needs – instantly at your fingers.

	Revenue	Inventory Value	Turns (Cost)
	This	This	This
GRANBY WHOLESALE STORE	\$9,606,230.17	1,324,120.23	7.25
HALSEY STORE	\$4,809,938.97	742,273.48	6.48
WINDHAM STORE	\$3,023,558.04	607,051.29	4.98
CANDOR STORE	\$7,106,850.89	1,377,390.09	5.16
GROTON STORE	\$8,841,139.52	1,779,816.12	4.97
ORWELL STORE	\$1,700,535.02	440,375.64	3.86
EATON STORE	\$4,297,281.03	1,099,501.41	3.91
GRANBY RETAIL STORE	\$306,424.03	117,748.90	2.60
Totals	\$39,692,005.03	13,852,326.31	2.87

Figure 1:  
Inventory Turns

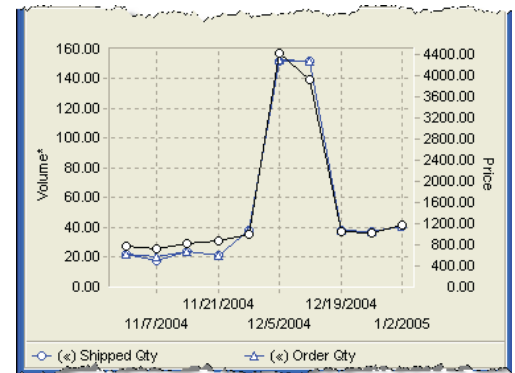
### Forecast Performance

Forecasts change. They must be continuously monitored and updated in order to perfect accuracy, detect trends and take action.

Salient's technology allows you to easily update your forecasts daily.

Figure 2:  
Forecast Performance

This graph shows possible seasonality in inventory turns for one product. Use this type of information to tweak forecasts to perfection.



### Inventory Management

Salient Performance Management collects and combines all of the data on your inventory. You can display individual products with sluggish inventory turns. Has demand for these products dropped? With Salient's UXT technology, you can instantly drill into any one product with a simple click of the mouse.

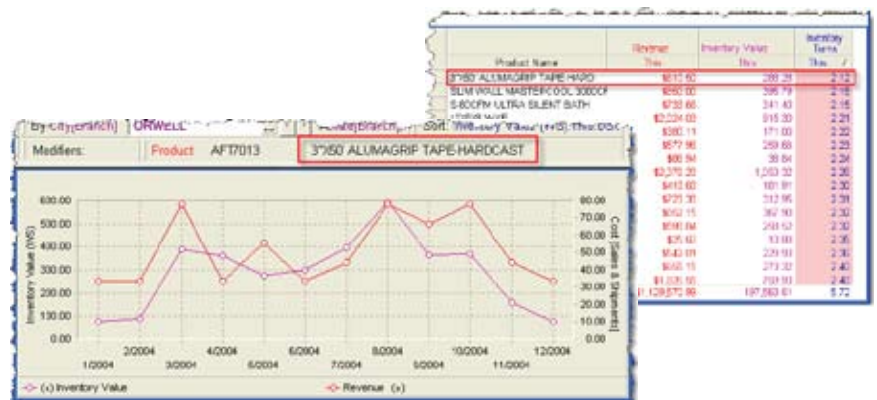


Figure 3:  
Inventory Management

This chart shows inventory trends for an individual product.

# Demand Management

## Balancing your inventory

### ABC Classification

High volume, standard items are managed differently than low volume, custom solutions. Our system is unique, it allows for continuous re-classification. Base performance on the SKU level or any other elemental factor. Display the totals for all classifications (top), or list the product in any one category (bottom).

	GMROI %		MC		Inventory Value [Inventory Values]		Shipped Qty	
	This	Last	This	Last	This	Last	This	Last
A Total	25.87	18.53	\$722,578.56	\$560,002.11	2,792,924.67	3,022,406.19	145,078.83	127,870.68
B Total	13.07	9.51	\$97,673.51	\$78,369.06	747,142.99	823,911.85	5,537.00	5,119.00
C Total	1.82	1.12	\$131,130.52	\$88,536.06	7,196,975.94	7,389,330.69	5,462.79	6,422.76
Totals	8.86	6.19	\$951,382.59	\$726,896.21	10,737,044.20	11,735,647.73	156,078.62	139,412.44

	This	Last	This	Last	This	Last
Total of A Classification	25.87	18.53	2,792,924.67	3,022,406.19	\$2,480,624.95	\$2,156,464.87
SHEET METAL	40.72	25.66	563,836.79	585,222.05	\$611,790.21	\$451,647.83
AIR FLOW PRODUC	31.47	21.11	232,249.15	280,145.23	\$195,630.74	\$150,336.72
WATER DIST	14.11	14.60	64,618.94	68,084.44	\$23,534.01	\$32,778.79
REFR & GAS PARTI	49.93	24.60	117,999.55	129,543.89	\$159,139.91	\$100,316.03
ELECTRICAL	32.29	21.62	162,280.50	163,802.01	\$165,928.28	\$133,699.16
COOLER MAINTENA	40.66	31.18	44,437.87	48,872.37	\$63,916.40	\$54,173.70
SPECIAL ORDERS	65.59	47.40	1,972.37	2,110.84	\$3,524.86	\$3,057.26
REFRIGERATION M	4.92	2.65	262,908.79	311,569.64	\$66,466.91	\$36,440.57
MOTORS	12.47	8.47	113,516.63	117,974.69	\$47,442.86	\$33,601.61
Totals	8.86	6.19	10,737,044.20	11,735,647.73	\$3,401,775.99	\$2,780,833.45

Figure 3:

### ABC Classification

### Radical Innovation

A radical innovation is any advance in technology that profoundly changes how you do business. UXT® compute engine is one such radical advance. UXT tracks commercial and operational data in near real-time. It integrates all aspects of your business, connecting the entire supply chain, and then organizes these data streams into a comprehensive accounting of the enterprise. Performers, managers, and executives get a never-before-possible capability to correlate their own actions to profit, growth, efficiency and productivity. UXT lets them see the connection graphically, continuously and in near real-time.

For a complete demonstration of how UXT can improve your wholesale distribution business, contact your Salient sales representative today, or call (607) 739-4511 to schedule a demonstration.

### About Salient

Salient Corporation makes very large scale in-memory intelligence technology for ad hoc data interrogation, visualization and root cause analysis. The company provides continuous audit, performance monitoring and forensic applications for business, health care, education and government.

