



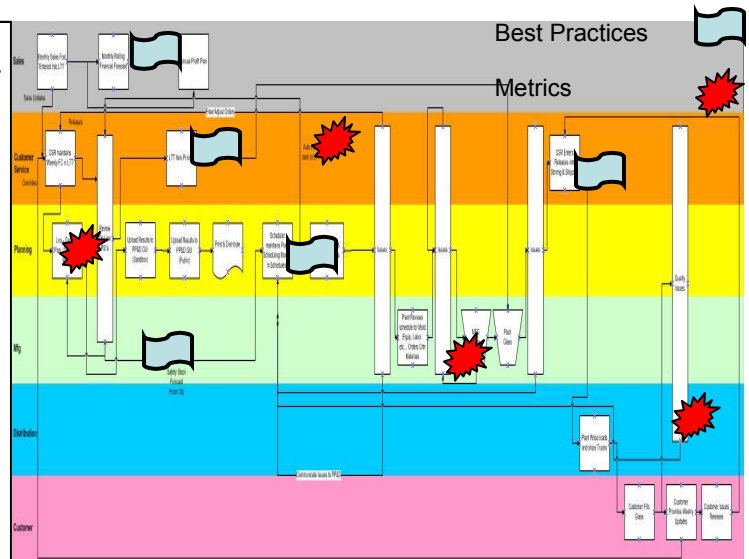
LTT SUPPORTS SALES AND OPERATIONAL PLANNING (S&OP)

For integrated Economic Business Optimization

According to AMR Research, no process is more fundamental to reliable earnings growth than Sales & Operational Planning (S&OP), which is defined as the cross-functional process that translates market opportunity into an optimal, actionable operating plan.

LTT provides processes and enabling technology for S&OP process based on Lean and Six Sigma principles rooted in SCOR™ methodology supported by optimization algorithms to generate optimal operating plans across the supply chain:

- ▶ Recommended process improvements are supported by a cross-functional decision support systems that economically optimizes inventory, resource utilization, and response time for all SKUs and locations simultaneously.
- ▶ Processes include:
 - Development of Business/Customer/Supplier scorecard
 - Identification and implementation of S&OP Best Practices for Supply-Demand optimization
 - Implement collaborative planning tools
 - Support for the change management process
 - Development and implementation of key Metrics to increase Shareholder Value
 - Segmentation of Products and Customers to improve service and promote value pricing
- ▶ The resultant Lean S&OP processes enabled by:
 - A 'right timed' decision support system with reporting and analytic services to enable comprehensive operating and performance management.
 - Daily re-forecasting for each SKU by location to improve short term accuracy and manage variability.
 - Integration of key customer demand, process, product and cost data.
 - Economically optimized, capacity constrained inventory targets
 - Adaptable processes that learn and as performance is enhanced.
 - 'What if' tools for easy scenario analysis
- ▶ Our Consultants have years of practical experience in developing, participating and leading S&OP processes for major Manufacturing Companies



Value Stream Mapping: Identify Best Practice and metric opportunities

RESULTS COUNT!!

Research* shows that S&OP Practices significantly improve corporate performance including:

- Complete Order fill Rate
- Gross Margin
- Customer Retention

Other benefits include:

- Improved data quality and predictability
- Improved communication processes
- increased agility to respond to new business opportunities
- Aligned performance metrics

*Supply Chain Management Review April, 2006

Evolve Existing Process to S&OP Processes, including:

Pre-S&OP meeting plan and design

Data collection made easy with LTT system

Unrestricted demand and unrestricted supply review

Qualify and confirm data

Resolution of issues

S&OP meeting

Refine demand consensus

Shape demand based on 'what-f' analysis

Consensus on constrained plan

Post meeting

Publish consensus plan

Measure against plan

	C	E	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
1	Mold	Jul FC	Jul Day	Jul Prod	Jul Inv	Aug FC	Aug Day	Aug Prod	Aug Inv	Sep FC	Sep Day	Sep Prod	Sep Inv	Oct FC		
148	C09795	0	0	0	1,450	0	0	0	0	1,450	0	0	0	1,450	1,229	
149	C09800	0	0	0	16,861	3,750	0	0	0	13,111	3,750	0	0	9,361	7,000	
150	C09806	23,925	0	0	9,587	17,333	0	15	28,263	20,517	27,183	0	6	10,331	3,664	19,260
151	C09811	885	0	0	4,890	1,905	0	0	0	2,985	0	0	0	2,985	0	
152	C09815	13,336	0	0	9,733	26,666	0	7								
153	C09816	0	4	9,811	64,380	0	0	0								
154	C09822	32,300	7	17,321	24,561	37,000	0	21								
155	C09824	2,800	0	0	2,253	2,600	0	0								
156	C09829	9,722	5	10,184	(734)	15,972	0	4								
157	C09830	0	0	0	23,051	758	0	0								
158	C09840	8,334	0	0	2,018	11,666	0	6								
159	C09844	16,664	6	13,469	2,763	10,143	0	7								
160	C09845	21,612	0	0	339	0	0	0								
161	C09850	7,366	4	9,913	17,002	9,400	0	0								
162	C09851	0	0	0	4,422	0	0	0								
163	C09855	0	0	0	737	0	0	0								
164	C09858	0	0	0	14,830	0	0	0								
165	C09859	1,654	4	8,515	6,297	1,472	0	0								
166	C09863	2,800	0	0	14,748	2,800	0	0								
167	C09864	20,541	5	14,862	7,784	18,750	0	5								
168	C09872	27,430	9	19,696	5,108	26,500	0	16								
169	C09873	24,532	12	26,359	25,155	22,000	0	19								
170	C09874	0	0	0	22,109	23,000	0	11								
171	C09875	0	0	0	0	0	0	0								
172	E04193	0	0	0	524	0	0	0								
173	GK08243	6,100	0	0	7,327	5,800	0	0								
174					2,377,818											
175																

	C	D	AA	AB	AD	AE	AF	AG	AI	AJ	AK	AL	AN	
1	Mold	Asset	adj	Aug Days	Aug End	Sep FC	Adj	Sep Days	Sep End	Inv	Oct FC	Adj	Oct Day	Oct Enc
7	C07444	19_D3	0	0	7,795	4,065	0	0	3,730	2,464	0	6	12,497	
11	C07671	19_D3	0	5	8,062	1,179	0	0	6,883	94	0	0	6,788	
13	C07888	19_D3	0	0	0	0	0	1	2,580	336	0	0	2,244	
57	C08872	19_D3	0	0	0	0	0	0	0	0	0	0	(
66	C09052	19_D3	14,079	0	27,212	1,666	6,000	0	19,546	1,666	7,500	0	10,380	
74	C09138	19_D3	0	0	0	0	0	0	0	0	0	0	(
84	C09255	19_D3	0	3	4,812	2,430	0	2	5,984	3,736	0	0	2,248	
85	C09256	19_D3	0	7	9,686	6,488	0	0	3,198	4,845	0	13	22,308	
100	C09785	19_D3	0	0	12,384	0	0	16	42,190	0	0	0	42,190	
107	C09806	19_D3	0	11	14,550	17,100	0	6	7,781	14,560	0	0	6,778	
108	C09811	19_D3	0	0	2,985	0	0	0	2,985	0	0	0	2,985	
122	C09850	19_D3	0	0	7,602	8,400	0	0	798	9,000	0	3	2,364	
128	C09859	19_D3	0	0	4,825	1,727	0	0	3,097	1,200	0	0	1,897	
143	C08479	19_D3	0	0	9,589	1,000	0	0	8,589	600	0	0	7,989	
144	C08683	19_D3	0	6	62,028	0	0	3	67,780	0	0	0	67,780	
147	liquor	19_D3		3									6	
153														
154				35				28					28	

Easy to use and manipulate S&OP tools

