We bring machine learning to the supply chain and unlock untapped savings
The decision of *when* to order *how much* has sizeable impact on the gross margin.
WHEN TO ORDER HOW MUCH CONSISTS OF TRADE-OFFS

▼ Orders
▼ Price
▲ Capital
WHEN TO ORDER HOW MUCH CONSISTS OF TRADE-OFFS

- Orders
- Price
- Capital

▲ Orders
▲ Price
▲ Capital
| WHEN TO ORDER HOW MUCH CONSISTS OF TRADE-OFFS |

<table>
<thead>
<tr>
<th></th>
<th>Orders</th>
<th>Price</th>
<th>Total cost</th>
<th>Capital</th>
</tr>
</thead>
<tbody>
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</tbody>
</table>
THE CALCULATION GETS EVEN MORE COMPLICATED IF YOU
HAVE A LOOK AT THE REAL WORLD

<table>
<thead>
<tr>
<th>Orders</th>
<th>Price</th>
<th>Capital</th>
</tr>
</thead>
<tbody>
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<td>Orders</td>
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</tr>
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</tbody>
</table>

Full truck loads

Perishability

Seasonal raw Material prices

And many more...
SO HOW IS IT DONE TODAY?

- No automation
- Supply insecurity
- Millions of dollars left in the system
GenLots’ technology
Built with **machine learning**
Solves order planning
Once and for all

**OPTIMUM**
**REAL WORLD**
**SCALABLE &**
**READY**
**AUTOMATED**
4.16% saving or 35.4 EUR thousands taking into account the end of period inventory differential.

18.75% saving or 159.4 EUR thousands overall.

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
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<tbody>
<tr>
<td>Total costs with Historical Orders</td>
<td>850.10</td>
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<tr>
<td>Realized quantity discounts</td>
<td>0.00</td>
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<tr>
<td>Order Costs</td>
<td>16.40</td>
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<tr>
<td>Inventory Costs</td>
<td>19.00</td>
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<tr>
<td>Total cost with GenLots</td>
<td>814.70</td>
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</table>
DASHBOARD TO SEE ALL POTENTIAL SAVINGS IN ONE PLACE

Total Materials: 96
Total Positive Savings: 315,615 EUR
Saving % Average: 7.5%

Inventory Reduction: 34.7%
Quantity Discounts: 131,000 EUR
Order Reduction: 23.3%

<table>
<thead>
<tr>
<th>Material Status</th>
<th>Out of stock (25)</th>
<th>Below safety stock (15)</th>
<th>Reorder (26)</th>
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<tbody>
<tr>
<td>RANK</td>
<td>TYPE</td>
<td>ID</td>
<td>NAME</td>
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<td>1</td>
<td>101</td>
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<tr>
<td>2</td>
<td>1</td>
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<td>101</td>
<td>FLACON 1..</td>
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<td>FLACON DL..</td>
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<td>6</td>
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<td>101</td>
<td>CAPS X CA..</td>
</tr>
<tr>
<td>7</td>
<td>1</td>
<td>101</td>
<td>VIAL DIN2..</td>
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</table>
Learnings from a start-up perspective
THE BIGGEST DIFFERENCE BETWEEN CORPORATES AND START-UPS IS THE NEED4SPEED

- Yearly budget cycle vs. Monthly run rate
- Think in quarters/years vs. Think in weeks
- Many stakeholders to align vs. All depts. are aligned and go in the same direction
- Can afford inefficiency vs. Must prioritize always
WHAT CAN WE DO TO WORK BETTER TOGETHER?

- Get the right **stakeholders**
  - Ex.: end users, procurement, IT
- Set the **project** up through proper channels
- Go at it **iteratively**
- **Explain** internal processes & stakeholders **proactively**
- **Avoid time-wasters**
  - Clear Go/No Go
  - Short feedback loops

- **Clear roadmap**
- **Business case** (incl. internal costs)
- Make it **easy to say yes**
  - Ex: Code escrow
  - Professionalism
- Accept **corporate rhythm** and set up for it
- **Ask ask ask**
  - Spending limits, IT approval process etc.
EXAMPLE: MAKE IT AS EASY AS POSSIBLE FOR A CORPORATE TO GO TO THE NEXT ACTION POINT

**Proof of Savings**
- 1 week

**Pilot**
- 4-12 weeks
  - 4 Meetings
  - Weekly update of numbers
  - 30'000 CHF

**Implementation**
- 4-6 weeks
  - SAP integration (~1w)
  - User feedback (~2d)
  - 3 Meetings

**Time Investment Client**
- < 30 minutes data extraction
- 1 meeting
- 4 Meetings
- Weekly update of numbers
- 30'000 CHF
- SAP integration (~1w)
- User feedback (~2d)
- 3 Meetings

**Goal**
- *Show savings on* 5-15 products of the *client’s data*
- Show savings live, on site and interview end users
- Integrate with ERP & add customized features