

**The world  
is changing  
all around us**





DIGITAL TRANSFORMATION

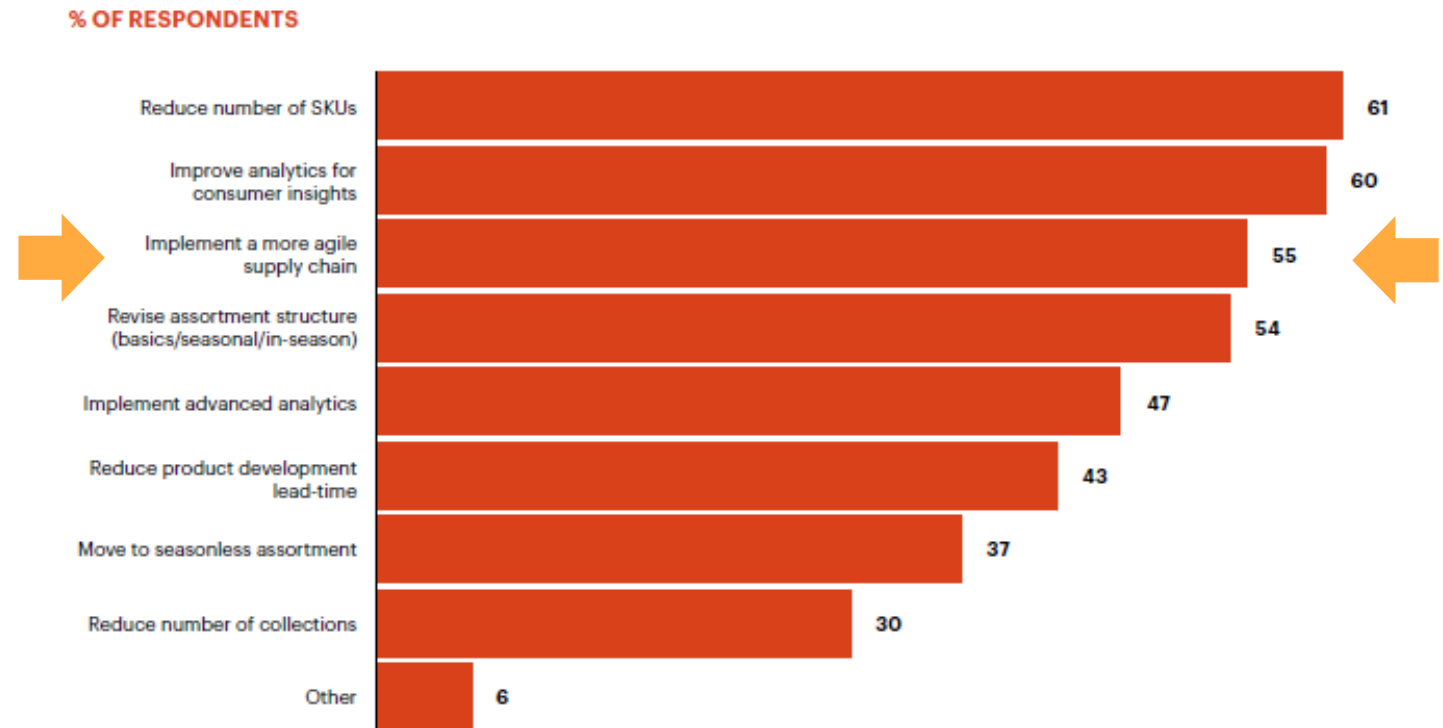
Visibility, collaboration and integration in the fashion supply chain supporting a more agile and connected supply chain.

# Implementing a more agile supply chain



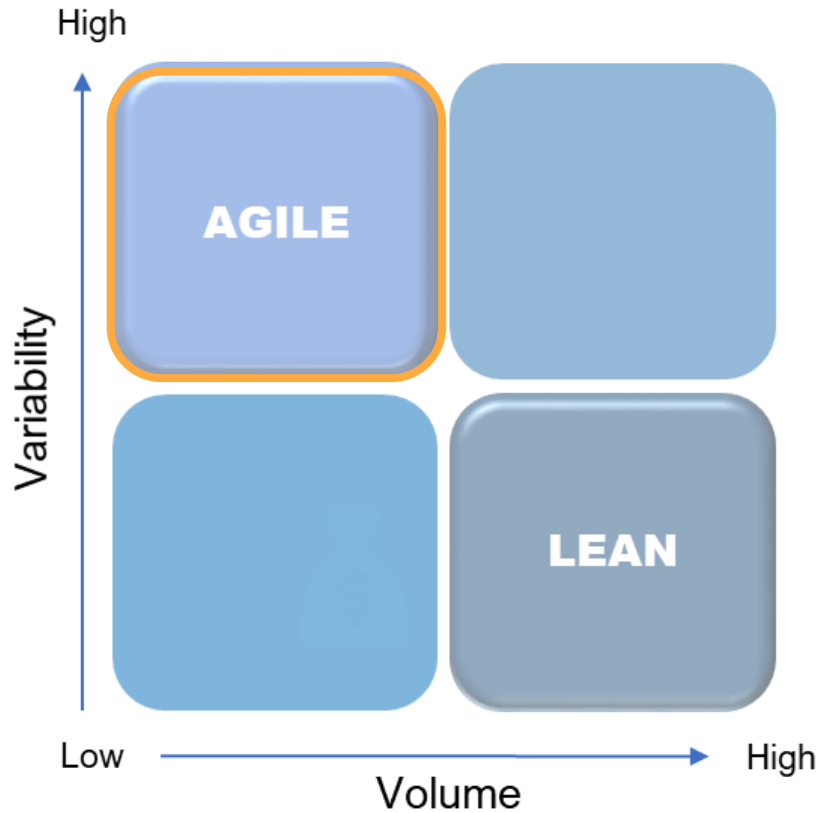
Source: BOF-MCKINSEY State of Fashion 2021 survey

## Fashion executives plan to employ several strategies to avoid overstock in the future



SOURCE: BOF-MCKINSEY STATE OF FASHION 2021 SURVEY

# Enabling the resilient model with sedApta



**sedApta**, a leader in supply chain **planning** & **execution**, enables Fashion & Luxury companies to develop a **resilient** and **agile** Supply Chain model.

sedApta supports a **Demand Driven** approach and rapidly simulates and realigns plans, from **raw materials sourcing** to **production/manufacturing** and **distribution to customers and stores**.

# The As-is context – the “disconnected” world

[illegible]

## Planning on Excel

- Time consuming (1 week / 2 weeks)
- Disconnected from the everchanging world
- disconnected from other departments



Communication with subcontractors or suppliers by phone or via email

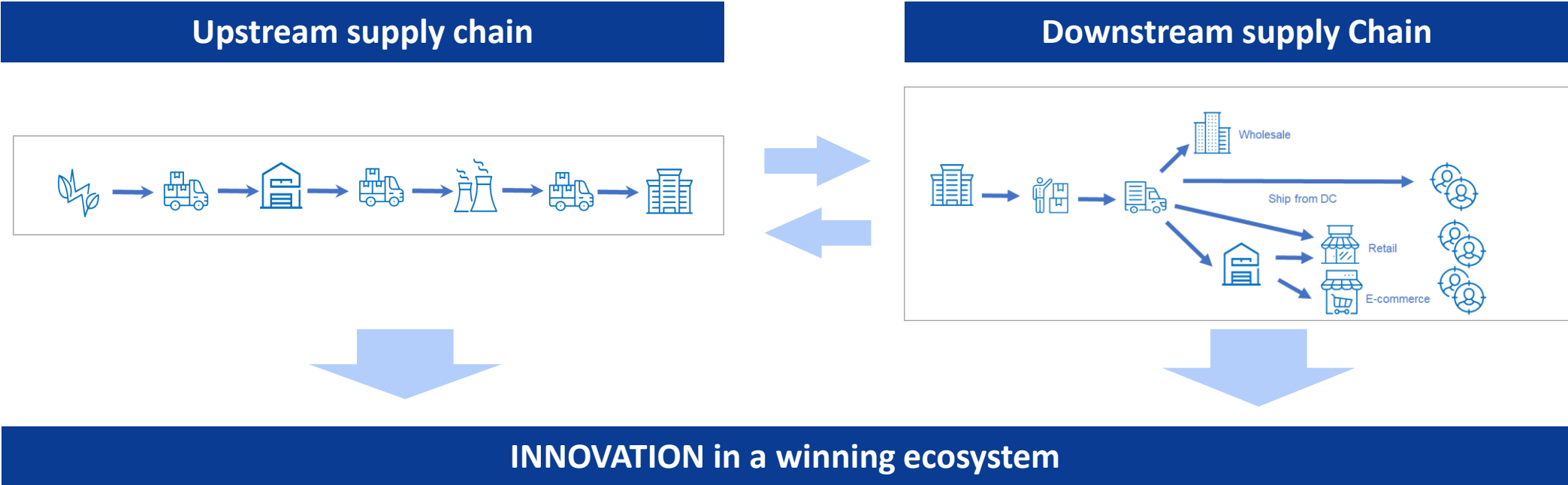
- Effort spent in manual entries (excel or ERP)
- No tracing of decisions
- Lack of visibility to downstream teams



Communication with logistics transport service provider through site 1 to 1

- Manual consulting of shipment on different web sites
- No real time visibility, data available only when I'm querying
- Manual entry in "local" excel
- Lack of visibility to downstream teams

# From “integrated” Supply Chain Planning to a “Connected” one



- ✓ **Break barriers** among different application and systems



- ✓ **Automatize** as much as possible, reducing manual effort / declarations



- ✓ **Adopt PUSH technology** : each action generates an event that can raise potential alerts. Reactions are focused and resolution is faster.



- ✓ **Deploy on Cloud** : it guarantees higher service level and updated solutions to latest features and technology



- ✓ **Data integrity**: all data from different sources/applications, upstream and downstream, are integrated thanks to an ERP and they're available as a single point of truth.

# Building Blocks of a Supply Chain resilient model



**Collaboration**



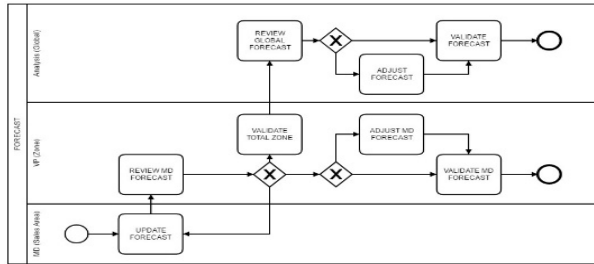
**Flexibility**



**Visibility**



Process Digital Twin  
ELISA assistance



Processes  
Analytics Bricks

Demand Management

Inventory Management

Resource & Supply Planning

Order Allocation

Transportation  
Planning&Execution

Web Supply  
Engine

ERP

Warehouse  
Management

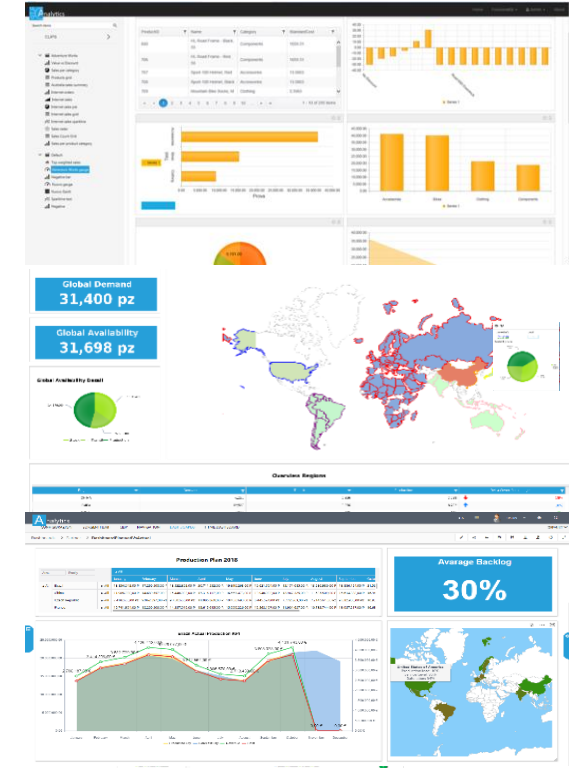
Factory Scheduling

Shop Floor Monitor

Smart Asset Management

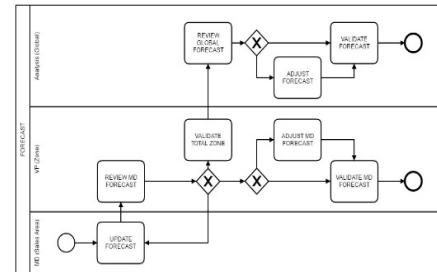


Simulative Control Tower



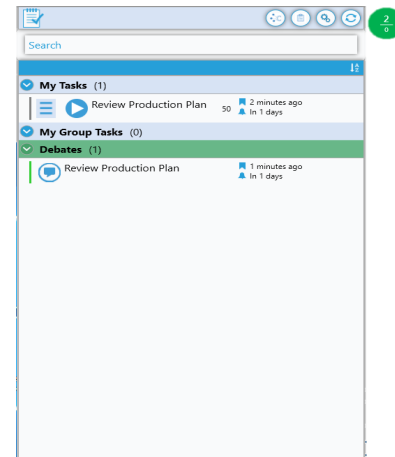
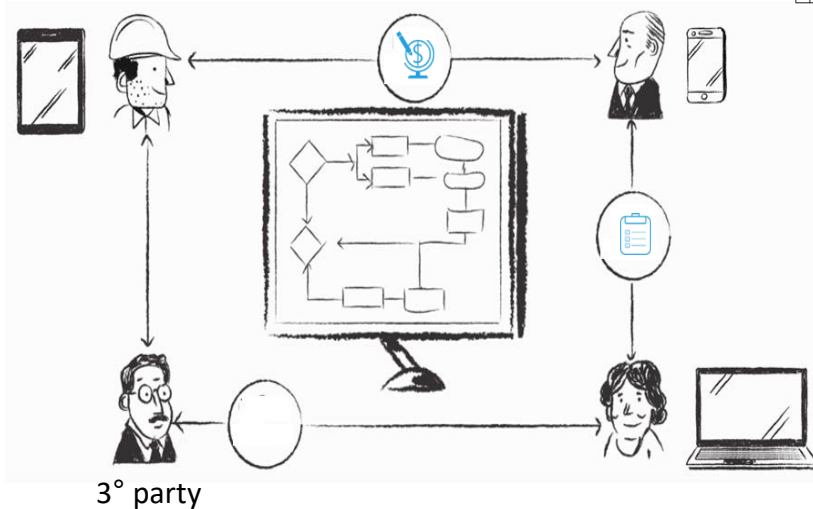
# sedApta Orchestrated Approach

**sedApta Orchestrator** allows structured **process collaboration** between people, task and tools in real-time supported by contextual information and on-line **debate**.



## PROCESS DEFINITION

- ✓ Definition of business process & workflows
- ✓ Analytics template definition
- ✓ Integration outside the company (suppliers / customers)



## PROCESS EXECUTION

- ✓ Automatic / Manual task execution
- ✓ Pc / tablet / Mobile support
- ✓ Analytics real time support
- ✓ Time deadline control & support



## ON-LINE DEBATE

- ✓ Alarm generation in case of delays
- ✓ Instant messaging support
- ✓ Ad-hoc report generation



## Case Study in menswear clothing company

# The customer

A group of about 200 M€ and it is one of the leading manufacturers of fashionable menswear in Germany and Europe. It produces modern, functional and sustainable high-quality menswear



# The objectives and the challenges in supply chain

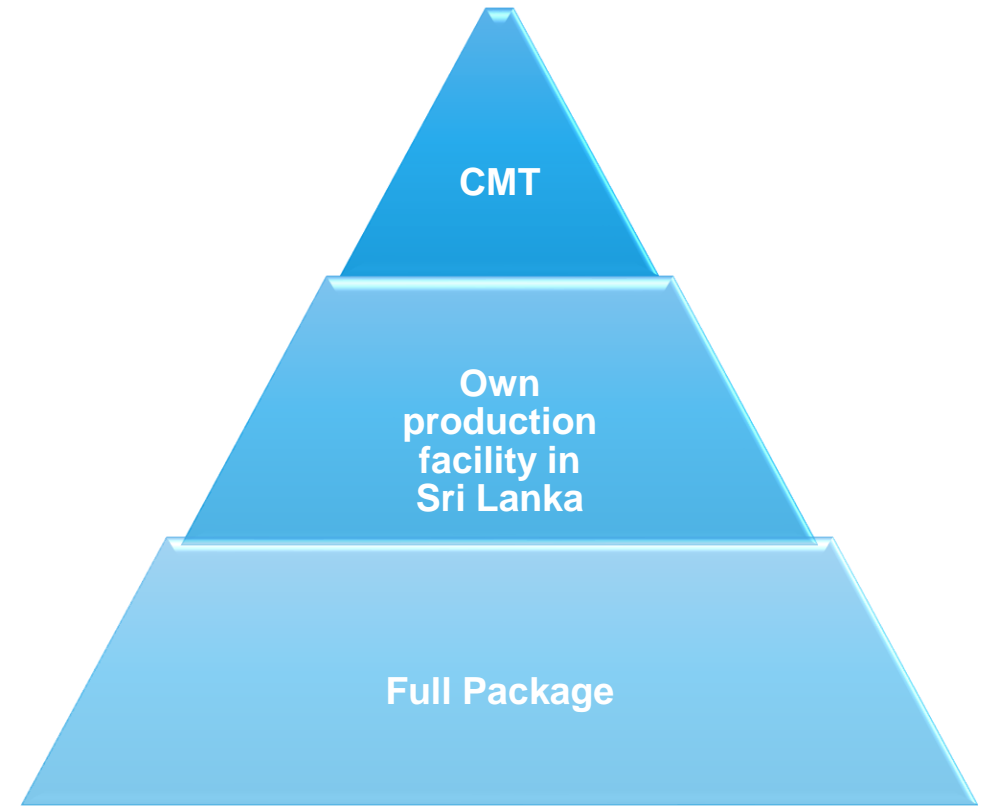
Key objective is cost leadership in procurement and logistic processes.

The optimization of procurement and logistics is an ongoing challenge to the clothing sector.

The customer is continuously working on the choice of suppliers as well as the logistic processes with the objective of **optimizing quality, reliability, speed** and **procurement costs**.

Initiation of **various digitalization projects** to support the future-oriented development of the business

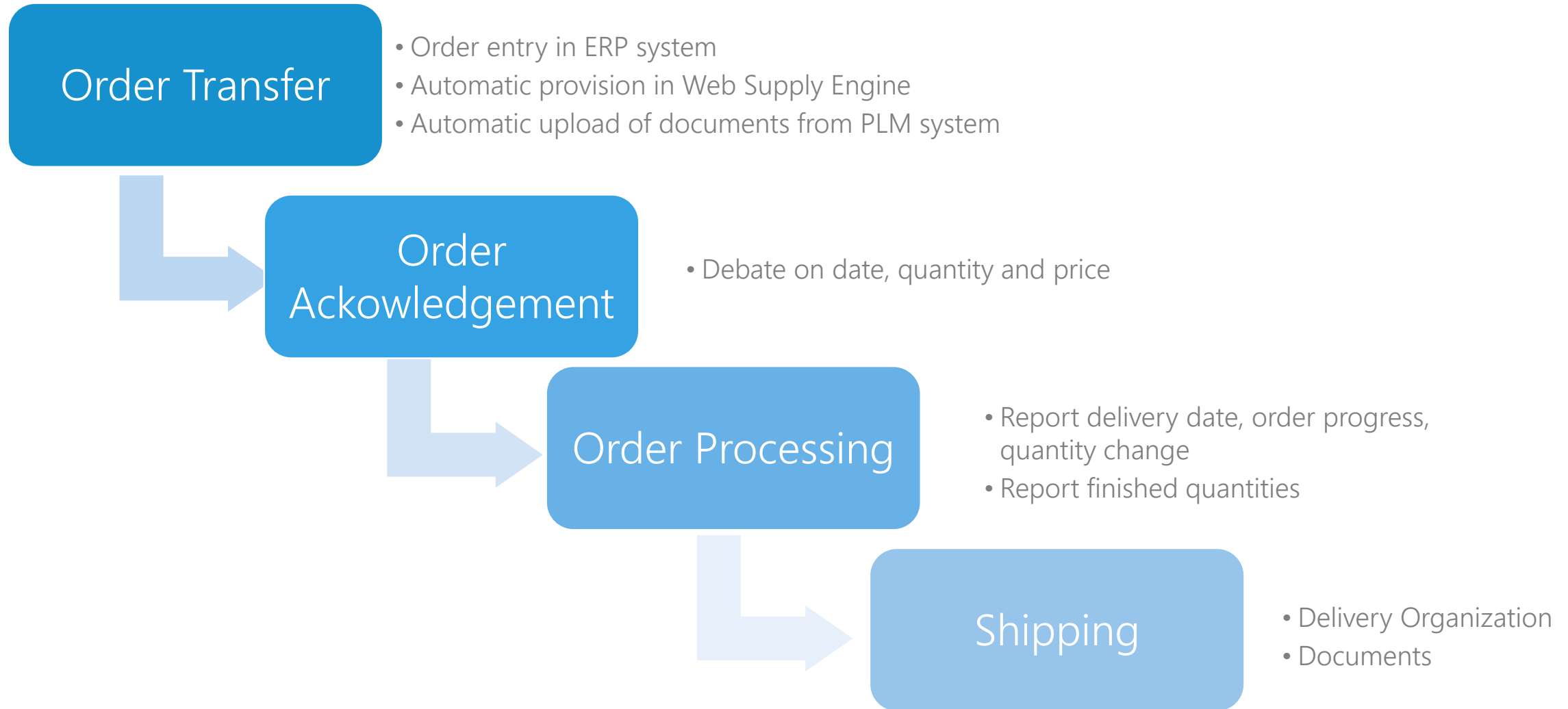
Adjust the company precisely to the new trends to **increase internal and external transparency**: efficient IT tools are being implemented



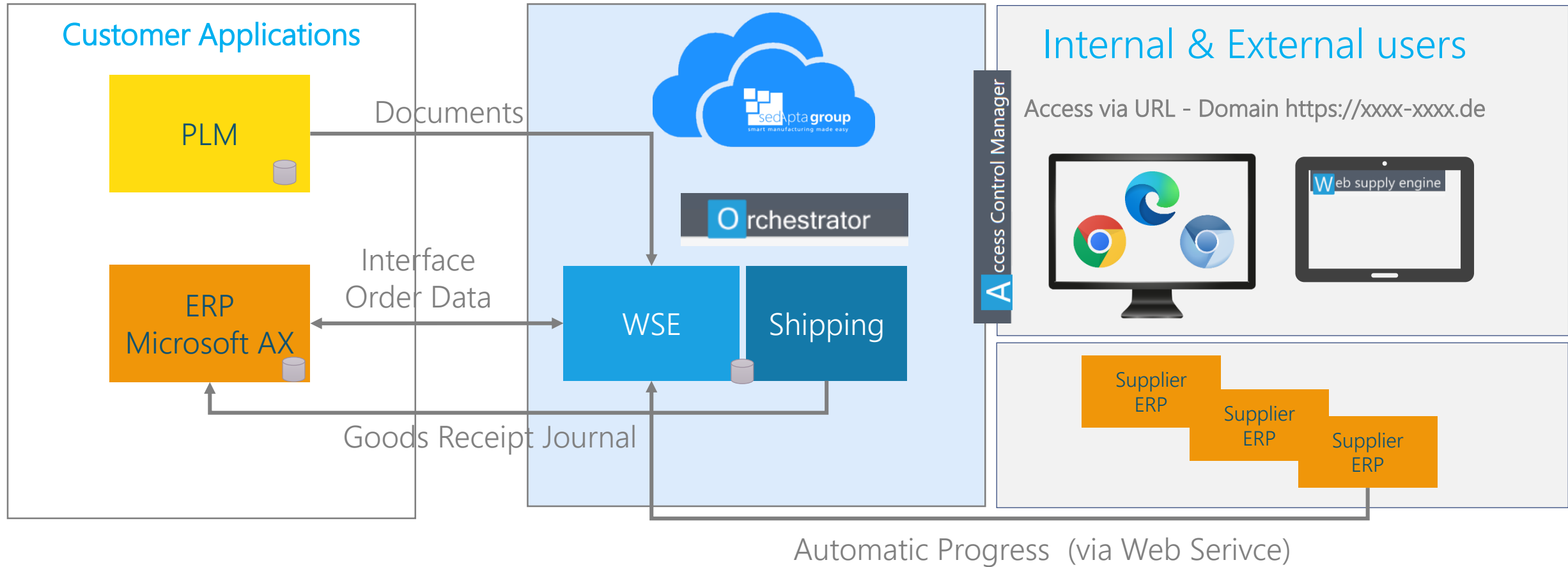
Well-balanced procurement portfolio:

- 55 % sourced in **Asia**
- 45 % in **Europe / Other**

# The new digitilized collaboration Process



# Order Transfer



# Order Acknowledgement

- Debate dates on position level (item/color)
- Debate quantities and prices on size level
- Report date for size classification by supplier

Web supply Engine

ENG Polaris

Dashboard Messages Order Confirmation Order Processing Raw Material Blockorders Documents

Confirmation Confirmed Rejected All Orders

# Order Processing

- Feedback of the current delivery date by supplier
- Entry of **order progress** by supplier
- Entry of **additional and missing quantities** by supplier (after cutting)
- **Approval** of the change in quantity by customer
- **Entry of finished quantities** (good quantity, partly 2<sup>nd</sup> choice) by supplier
- **Messages** integrated in the platform and not via email
- **Documents** exchanged and attached in the platform

### New Document

File Name  Select File

Description

Revision Rev. 0

Type Others

Locked ☐

Dimension 0 B

### New message

To  ✗ HHD;

Cc

Priority Normal

Code Delivery Date

Attachments

Object Production not possible

Unfortunately we cannot produce this order because of capacity reasons

Text

Ok Cancel

Web supply Engine

ENG

Skytex Garments Garment...

DashboardMessagesOrder ConfirmationOrder ProcessingRaw Material BlockordersDocuments

Order ProgressFinished Orders

# Shipping

- Transfer of finished quantities into a goods output (= Delivery)
- Entry of additional information by supplier (transport information, dates)
- Generation of delivery documents

Delivery

<b>Goods output *</b> WA0001002	<b>Transport Category</b> 31 Luftfracht	<b>Carton Qty.</b> 4
<b>Dest. DC (Customer) *</b> FZ089 FW Raben Zwischenlager	<b>Forwarder</b> SHASHATI FREIGHT	<b>Selection Box</b> 03 hanging in carton
<b>Delivery address *</b> POL Poland 59-220 Legnica ul. Spoldzielcza 10	<b>Vessel</b> ABC	<b>Total Weight</b> 525
<b>Issued *</b> 8/16/2021	<b>Flight</b>	<b>Dimension</b> 4
<b>Incoterm</b> 02 FCA	<b>Container/Truck No.</b> CONT 20 : MSKU5613063	<b>Invoice</b> INV123
<b>ETD</b> 9/20/2021	<b>ETA</b> 9/23/2021	<b>DC IN Date</b> 9/25/2021
<b>Remarks</b> Additional information		

ENG Skytex Garments Garments Co. Default

Style	Order No.	Line	Item	Var. 1	Var. 2	Qty.	Finished	Shippable Qty.	Qty. in Go.	Shipped	Open Qty.		
0060	003	2122 (2021 H/W)	1	06080001016	1	PO 16741.6509	6815	31 32	6	6	0	14	14
0060	003	2122 (2021 H/W)	1	06080001016	1	PO 16741.6509	6815	32 32	14	14	0	15	15
0060	003	2122 (2021 H/W)	1	06080001016	1	PO 16741.6509	6815	33 32	15	15	0	10	10
0060	003	2122 (2021 H/W)	1	06080001016	1	PO 16741.6509	6815	34 32	15	10	0	15	15
0060	003	2122 (2021 H/W)	1	06080001016	1	PO 16741.6509	6815	34 34	15	15	0	15	0
0060	003	2122 (2021 H/W)	1	06080001016	1	PO 16741.6509	6815	35 32	15	15	0	15	0
0060	003	2122 (2021 H/W)	1	06080001016	1	PO 16741.6509	6815	36 34	15	15	0	15	0
0060	003	2122 (2021 H/W)	1	06080001016	1	PO 16741.6509	6815	36 34	15	15	0	15	0
0060	003	2122 (2021 H/W)	1	06080001016	1	PO 16741.6509	6815	44 32	15	15	0	15	0

1 - 14 of 14 Items

Goods output	Carton	Status	Incote	ETD	ETA	DC IN Date	Transport Cat.
WA0001002	4	Delivered	FCA	9/20/2021	9/23/2021	9/25/2021	Luftfracht
WA0001003	0	Retrieved	FCA	9/20/2021	9/23/2021	9/25/2021	Luftfracht

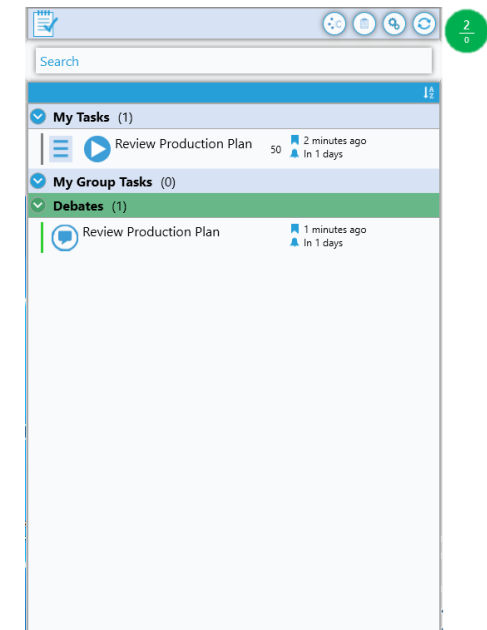
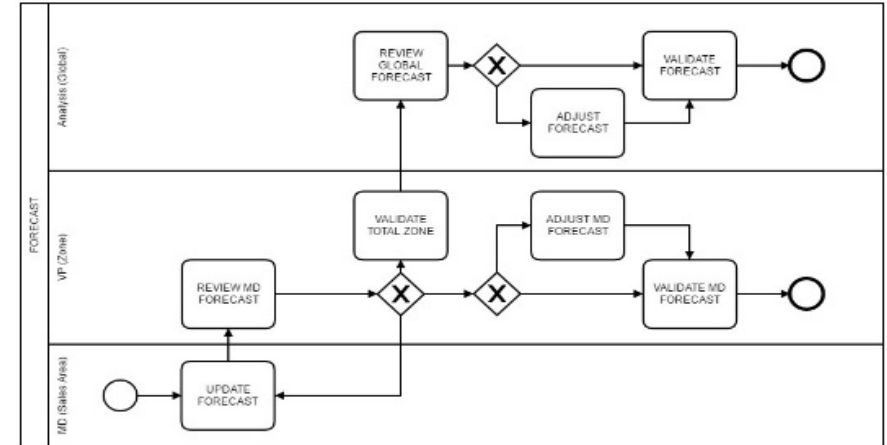
1 - 2 of 2 Items

Carton	Type	Package	In package	Packed	Qty.	Item	Var.
0	Package	PS_0001010		<input checked="" type="checkbox"/>	1	Package	
0	Package	PS_0001009		<input checked="" type="checkbox"/>	1	Package	
0	Package	PS_0001008		<input checked="" type="checkbox"/>	1	Package	
0	Package	PS_0001007		<input checked="" type="checkbox"/>	1	Package	
0	Packaged goods	PS_0001010		<input type="checkbox"/>	10	PO 16741.6509	6815
0	Packaged goods	PS_0001009		<input type="checkbox"/>	6	PO 16741.6509	6815
0	Packaged goods	PS_0001009		<input type="checkbox"/>	4	PO 16741.6509	6815

1 - 9 of 9 Items

# Orchestrator

- Definition of workflows to inform customer users about important supplier actions in WSE
  - Price changed
  - Actual Delivery Date changed
  - Cutting Quantity changed
- Proactive user support by displaying task in widget



# Benefits



- Replacing different information sources (Excel lists, e-mails) with a browser solution
- Standardization of working methods
- Provision of orders on central platform
- Transparency of order progress through feedback from external suppliers via platform
- Transparency about deadline situation
- Shipping organization by suppliers via platform with generation of standardized delivery document
- Automated data exchange

# Next steps – connect logistics for real time visibility



# Transportation AS-IS

## Date calculation

- Calculation of the planned dates for
  - ETD (Estimated Time of Departure)
  - ETA (Estimated Time of Arrival)
  - DC IN (Goods receipt date in the destination warehouse)
- Set of rules based on:
  - Latest delivery date information (planned → confirmed → current)
  - Incoterms
  - Leadtimes

Item Code	Color	Qty.	In Production	Delivery Date Confirmed	Delivery Date Actual	Inco-Term	Transport Category	Planned ETD	Planned ETA	Planned DC IN Date
P0 16201.5201	6000	400	400	05/08/2021	20/08/2021	DAP				20/08/2021
P0 16161.6606	6834	135	135	01/10/2021	05/10/2021	CFR	Seefracht		05/10/2021	08/10/2021
P0 16201.6565	9831	450	450	05/10/2021	10/10/2021	EXW	Spedition	10/10/2021	16/10/2021	17/10/2021
P0 16801.6744	9800	1055	1	29/10/2021		FOB	Seefracht	29/10/2021	18/11/2021	28/11/2021

# Transportation TO-BE with sedApta NextRoute

**Search A Quote**

Port (FOB): Ningbo | Port: Ravenna | Ready Date: 25/01/22

Package Type: Containers (FCL) | Container Type: 20 Standard | # of units: 1

**Track & Trace**

CS: 003766 Ref: ONG13183

Created: 19.01.2022 M/BL: 216075598 H/BL: SHHJ22011068 Booking Number: 216075598

Ongoing Departed 20' Box X1 Ready Date: N/A

China Actual Pick Up: 22.01.2022 Shipper: QINGDAO LONGY UN...

Port of Qingdao ATD: 05.02.2022 1 Day Delay

Constantza ETA: 08.04.2022

Romania Estimated Delivery: 08.04.2022 Consignee: STIFT LUX DESIGN S...

**\$8,295**

Payment Due Date: 14.04.2022

Event/Status	Ex Factory	ETD	ETA	DC IN
Production progress	Declared by Supplier	Calculated based on Next Route Booking	Calculated based on Next Route Booking	Calculated based on Next Route Booking
Shipment execution (shipment from Factory)	Actual exF (4d late)	Calculated based on NextRoute Tracking	Calculated based on Next Route Tracking	Calculated based on Next Route Tracking
Shipment execution (after departure)	Actual exF (4d late)	ATD (7d late)	Calculated based on Next Route Tracking	Calculated based on Next Route Tracking
....	--	--	--	--

# Benefits



- Automatic integration with all carriers by default
- Real Time visibility
- Ability to investigate and book alternative routes with related in the source-destination route
- Reduce manual effort to query multiple web sites of different Freight Forwarders
- Always up-to-date delivery date to your warehouse
- Ability to anticipate issues and expedite or plan interventions in case of major delays
- Efficiency thanks to easy search on all axis: native matching between logistic units (container id / shipment id) and customer commercial units (Purchase order number or SKU number)



DIGITAL TRANSFORMATION

A second case – collaborative  
materials management with  
subcontractors

# The context

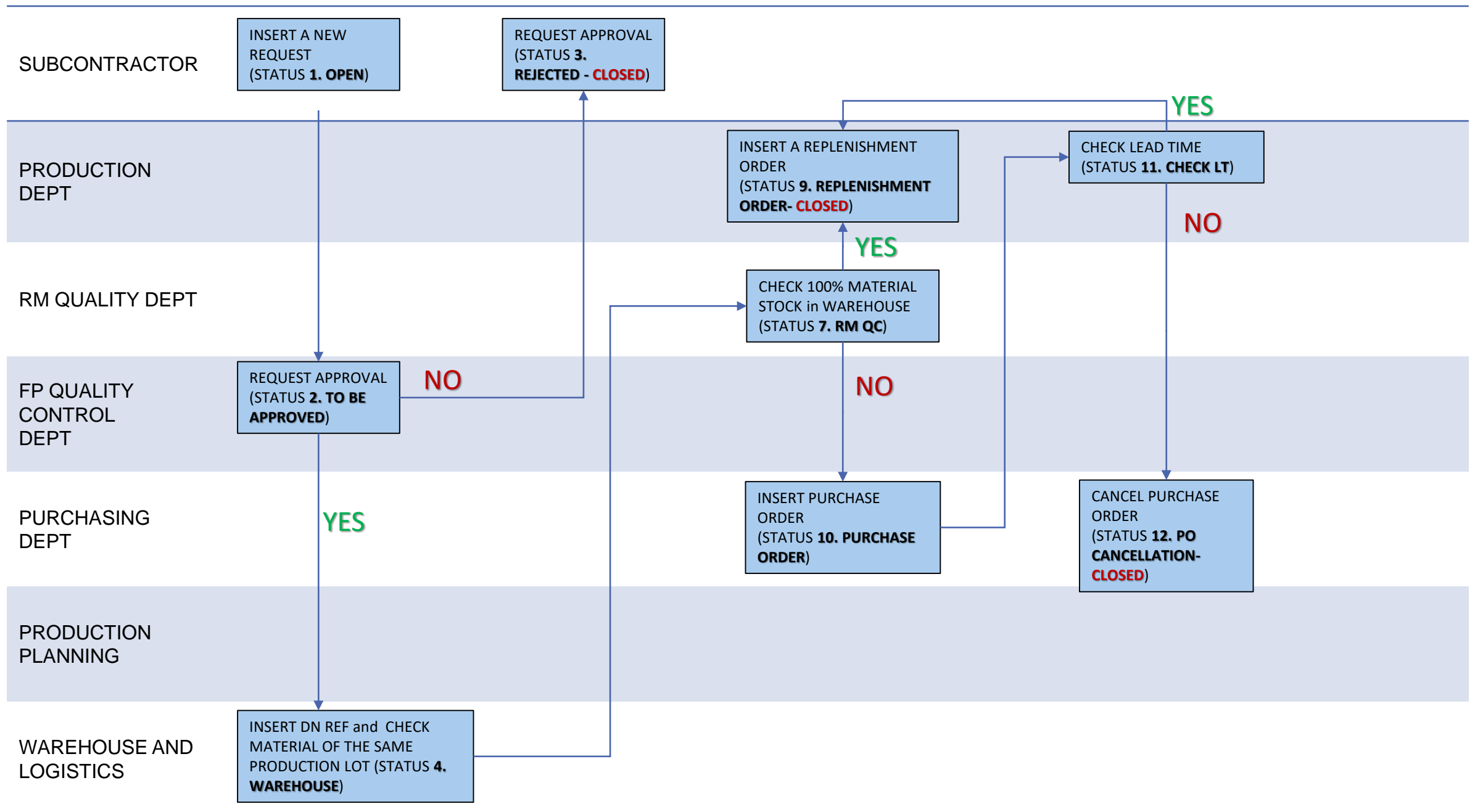
A fashion company has a **CMT production process**.

In this context, materials are purchased by customer and shipped to the subcontractor.

Many times the subcontractor has to ask for additional materials or to replace a scrapped material, or it has to return a material if in overstock and not used anymore.

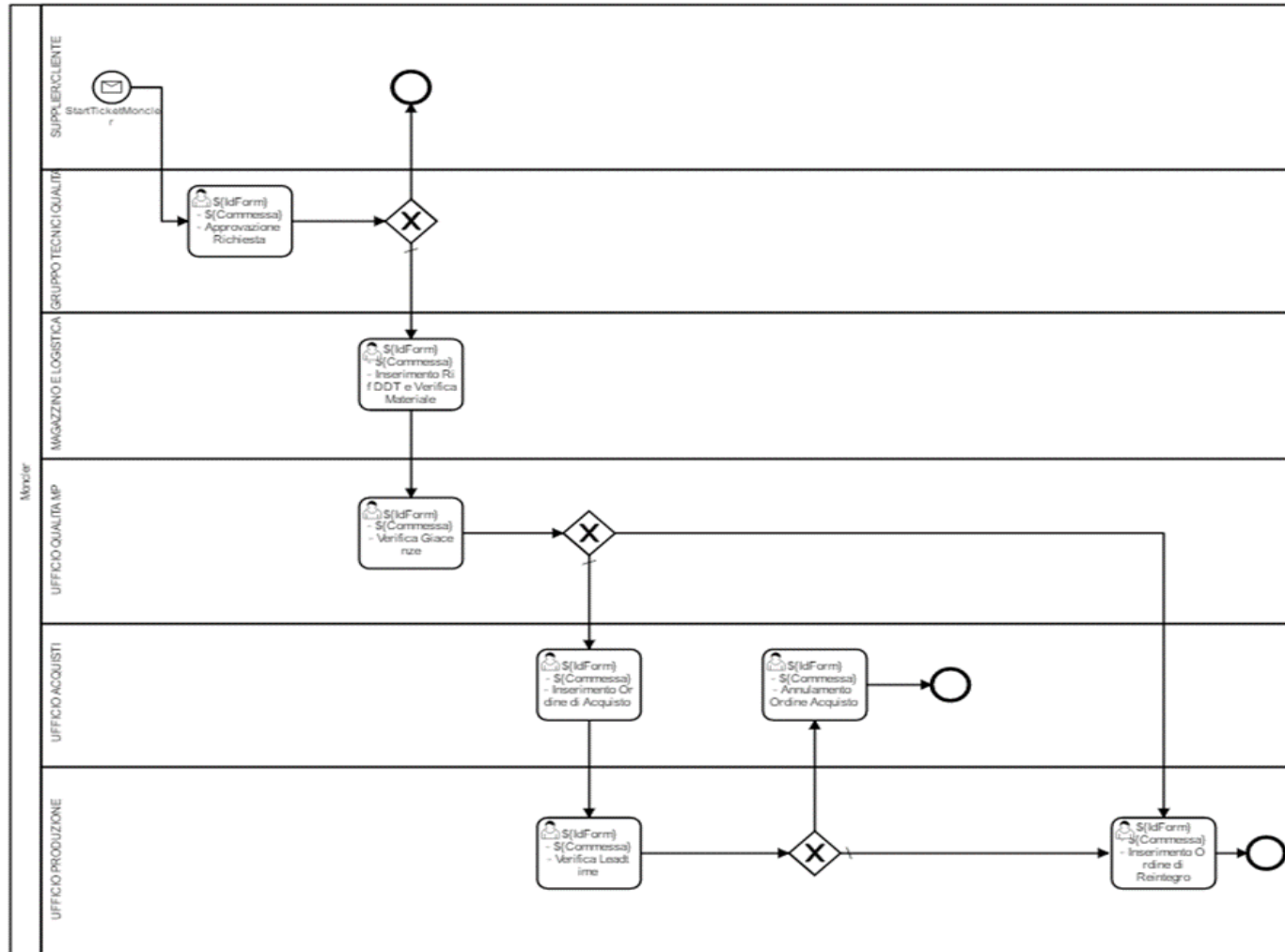
The **process starts with an email** from the supplier and it goes through several departments of the customer. And **several times the request is lost somewhere**, the subcontractor calls to understand the status and there's no clear visibility.





# Digitalized and connected process flow

The process flow is designed in sedApta Orchestrator Designer



# Digitalized and connected process flow

A screen with the list of all new requests / tickets for special order is made available. From this screen a new request can be created. The status of all tickets is always available to give transparency internally and to suppliers

**Available Ticket List**

Form

Ticket Missing Material

Ticket Material Request

Ticket Material Return

**Create New Item**

**Detail**

Id	Status	Creation Date	Request Creator
19	Verifica Materiali	11/23/2021 3:29:25 PM	CUSTOMER
18	Approvazione Richiesta	11/23/2021 2:59:23 PM	CUSTOMER
17	Approvazione Richiesta	11/22/2021 10:57:53 PM	CUSTOMER
16	Approvazione Richiesta	11/22/2021 6:47:19 PM	CUSTOMER
15	Verifica Giacenze	11/22/2021 4:36:51 PM	CUSTOMER
14	Approvazione Richiesta	11/17/2021 10:27:04 PM	CUSTOMER
13	Verifica Materiali	11/17/2021 9:52:40 PM	CUSTOMER
12	Verifica Materiali	11/15/2021 2:28:58 PM	CUSTOMER
11	Verifica Giacenze	11/15/2021 1:57:48 PM	CUSTOMER
10	Verifica Materiali	11/15/2021 11:26:36 AM	CUSTOMER

**Tipo Richiesta**  
Mancante

**Ente**  
ZIND

**Anno**  
2021

**Commessa**  
123148

**Codice Modello**  
Test Modello

**Codice Parte (colore misura)**  
Test Parte

**Codice del Bagno**  
Test Bagno

**Tipologia di Problema (cluster)**  
Logistica

**Priorità**  
Alta

**n di Problemi /n di Pezzi Ricevuti**  
10

**Fotografia del problema**  
Scegli file Nessun file selezionato

**n di UDP**  
4923075

**Tecnico di riferimento**

# Digitalized and connected process flow

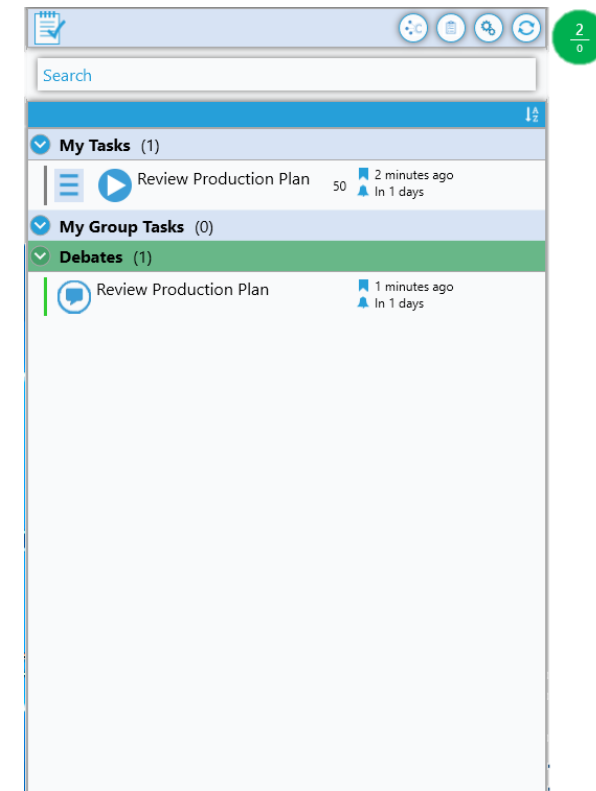
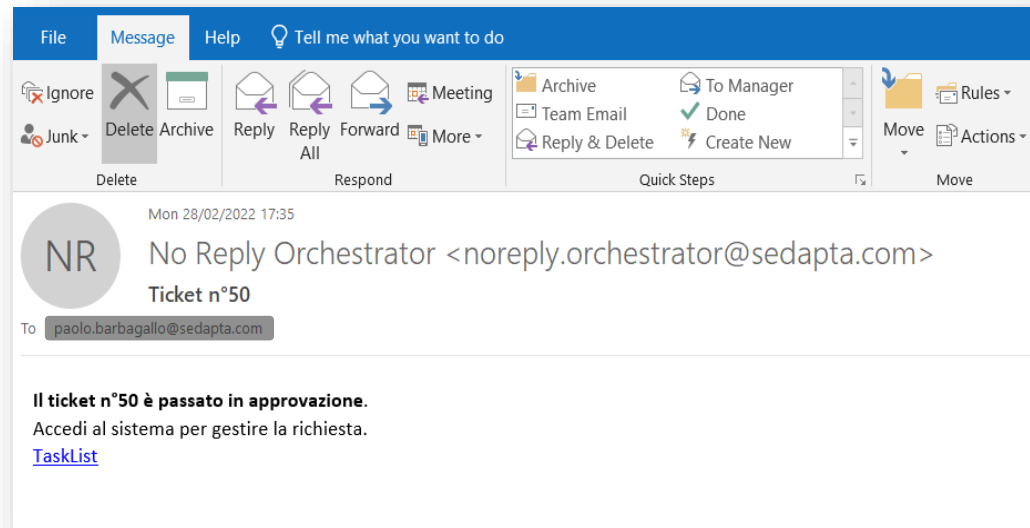
A screen with all required fields is created, so that the store can insert the required data, replacing the template email

The screenshot shows a web application interface for a digitalized process flow. The top navigation bar includes the 'analytics' logo, a grid icon, an information icon, a user icon, and a dropdown menu for 'CUSTOMER'. Below this is a 'DASHBOARDS' section with a 'DEFAULT' dropdown. The main content area is titled 'Form' and contains a series of input fields for data entry. The fields are: 'Tipo Richiesta' (Mancante), 'Ente' (ZIND), 'Anno' (2022), 'Commessa', 'Codice Modello' (X), 'Codice Parte (colore misura)' (FPX), 'Codice del Bagno' (Y), 'Tipologia di Problema (cluster)' (Logistica), 'Priorità' (Alta), 'n di Problemi /n di Pezzi Ricevuti', 'Fotografia del problema' (with a 'Scegli file' button and 'Nessun file selezionato' text), 'n di UDP' (null), and 'Tecnico di riferimento'. A 'DOWNLOAD FILES' button is located next to the 'Fotografia del problema' field. The interface also features a blue sidebar on the left with a document icon and a blue sidebar on the right with a gear icon. A blue circular button with a pencil icon is located in the bottom right corner.

<b>Tipo Richiesta</b>	Mancante
<b>Ente</b>	ZIND
<b>Anno</b>	2022
<b>Commessa</b>	
<b>Codice Modello</b>	X
<b>Codice Parte (colore misura)</b>	FPX
<b>Codice del Bagno</b>	Y
<b>Tipologia di Problema (cluster)</b>	Logistica
<b>Priorità</b>	Alta
<b>n di Problemi /n di Pezzi Ricevuti</b>	
<b>Fotografia del problema</b>	<input type="button" value="Scegli file"/> Nessun file selezionato
<b>n di UDP</b>	null
<b>Tecnico di riferimento</b>	

# Digitalized and connected process flow

Notifications are sent (via email or through sedApta GO) and received real-time by the different actors involved in the process, which can access to a specific action in the task list



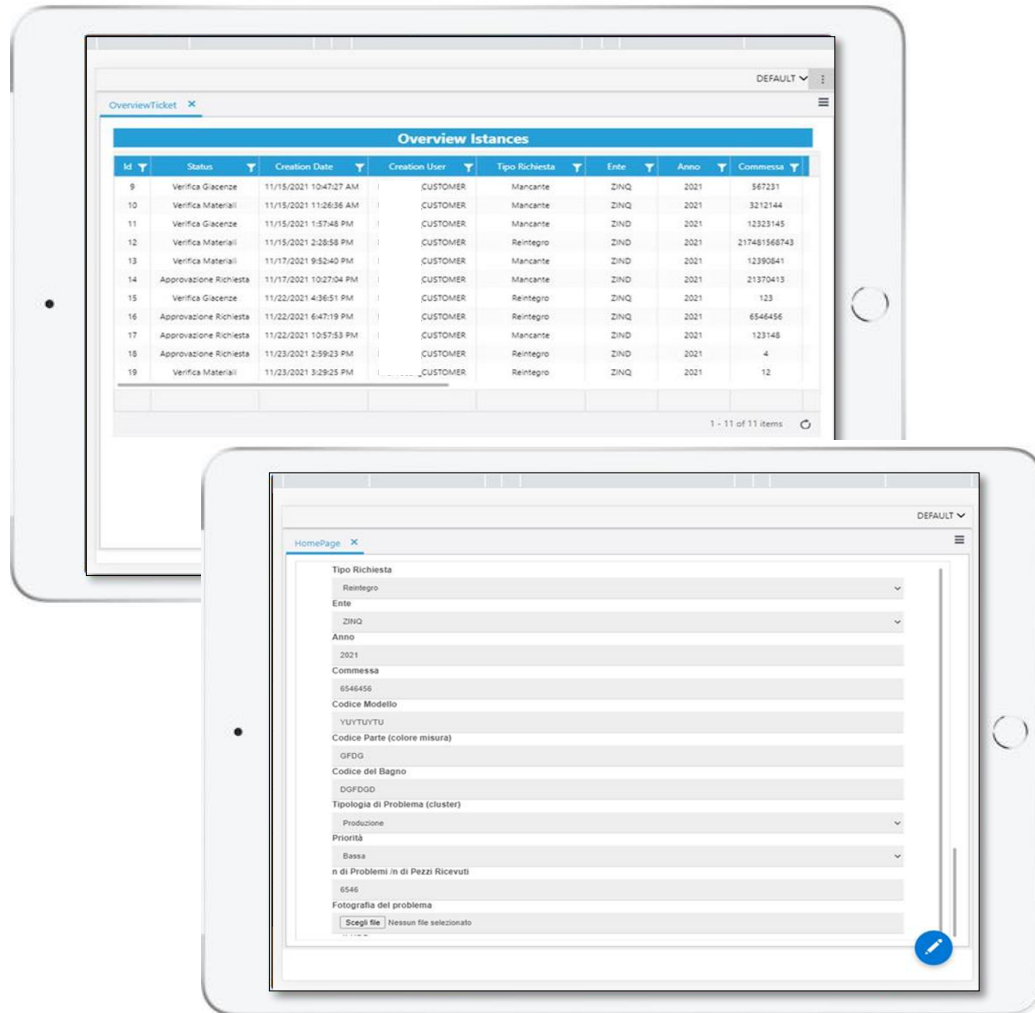
# Digitalized and connected process flow

Notifications are sent (via email or through sedApta GO) and received real-time by the different actors involved in the process, which can access to a specific action in the task list

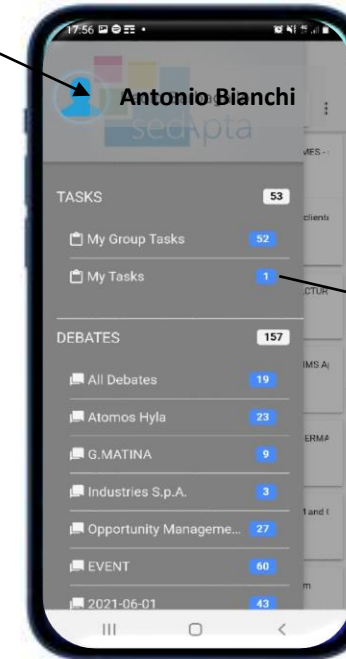
The screenshot displays the 'Orchestrator' web application interface. On the left, a sidebar contains 'My Tasks (1)', 'Available Tasks', and 'All Tasks'. The main area shows a task list with one entry: '50 - 05681 - Approvazione Richiesta'. The task details are expanded, showing a 'Demo' status and a 'CREATION an hour ago' timestamp. The task details include a large blue box with the text 'Customer logo'. Below this, the task title 'Approvazione Richiesta' is followed by a list of attributes: 'Tipo Richiesta: Reintegro', 'Ente: ZIND', 'Anno: 2022', 'Commissa: 05681', 'Codice Modello: 9876', 'Codice Parte (colore misura): A8745 9876', 'Codice del Bagno: null', 'Tipologia di problema (Cluster): Qualità', 'Priorità: Alta', 'Nr di Problemi / Nr Pezzi Ricevuti: 5', 'Download Fotografia', 'Nr di UDP: null', and 'Tecnico di Riferimento: ANTONIO BIANCHI'. At the bottom, there is a section 'Approvi la Richiesta?' with radio buttons for 'No Selection', 'Si', and 'No'. Below this are two buttons: 'Debate' and 'Complete'.

# sedApta GO – Tablet & Mobile visualization

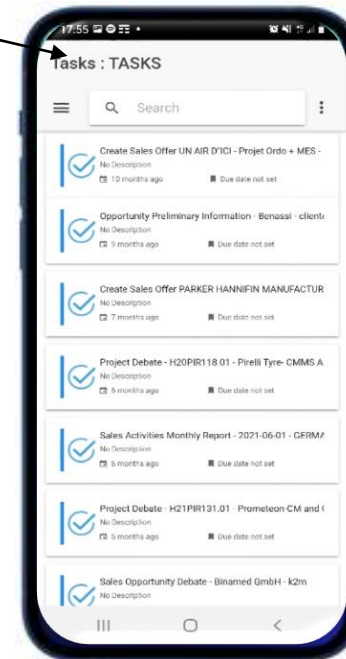
Widget



List tasks and debates

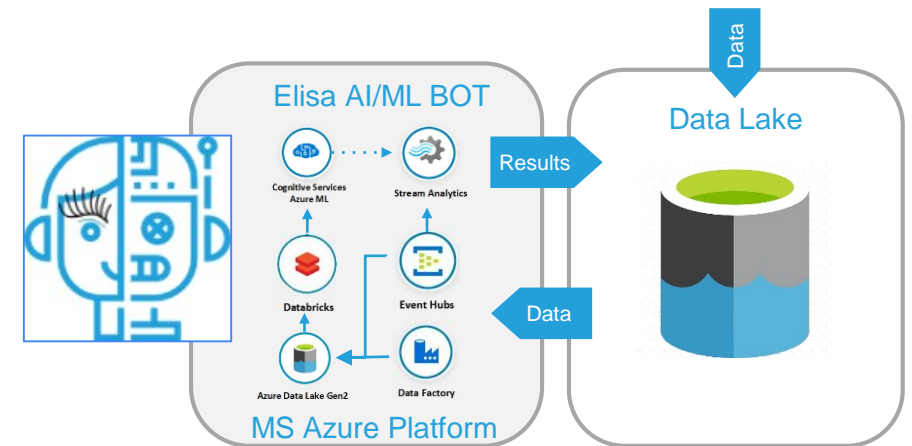
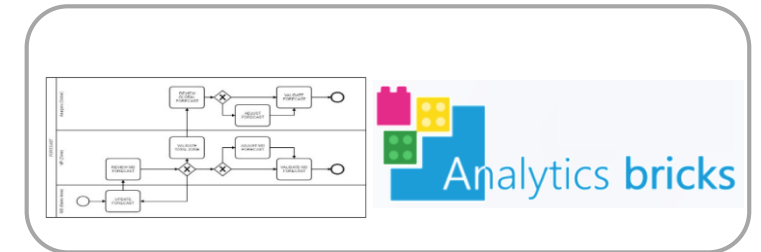
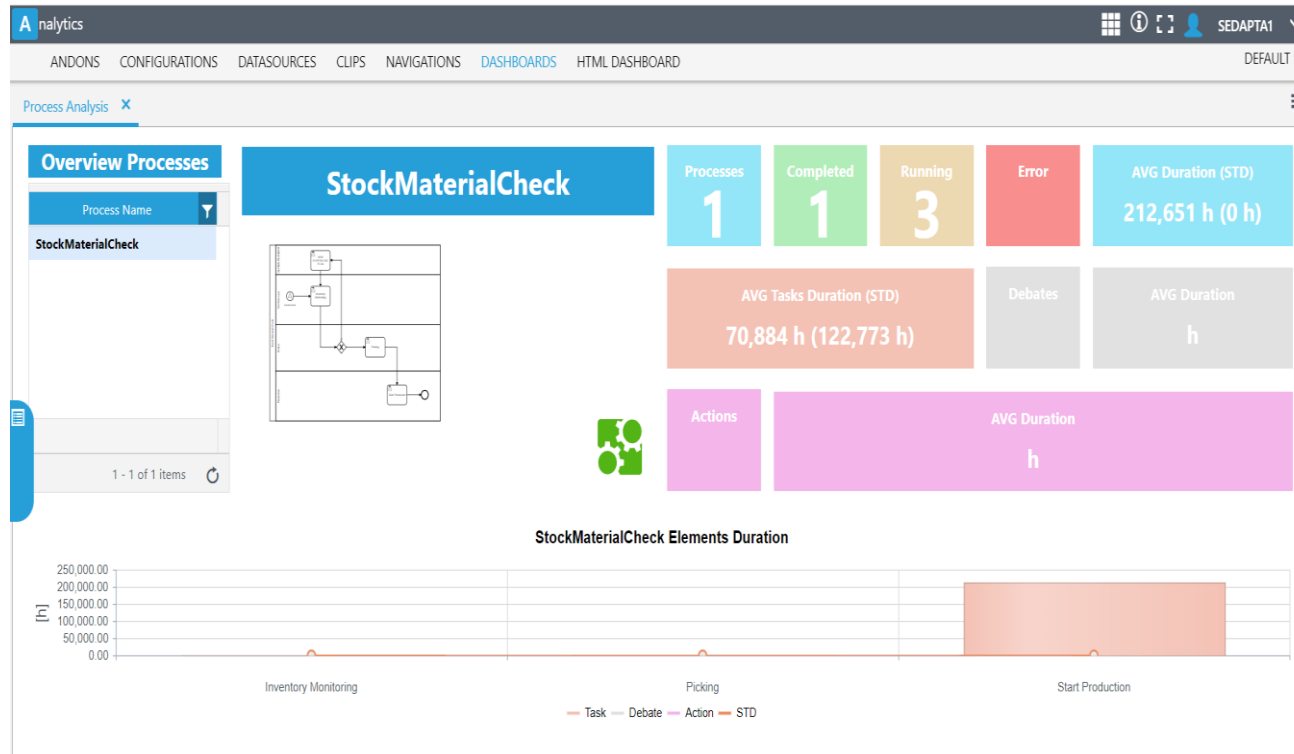


Task List



# Process analytics

A cockpit is available to monitor all historical and current active process, for analysis and assessment in a **continuous improvement** logics, and enabling ability for future **system guided decision support** or **automation** of some steps



# Benefits



- Full control of the process
- Internal visibility about all open request, status and progress
- External transparency: supplier knows status and last update of the request
- Better coordination among departments
- Improved service level to suppliers
- Ability to analyze collected data and improve the process

# Thank you

[www.sedapta.com](http://www.sedapta.com)  
[www.sedapta.com/contact-us/](http://www.sedapta.com/contact-us/)

