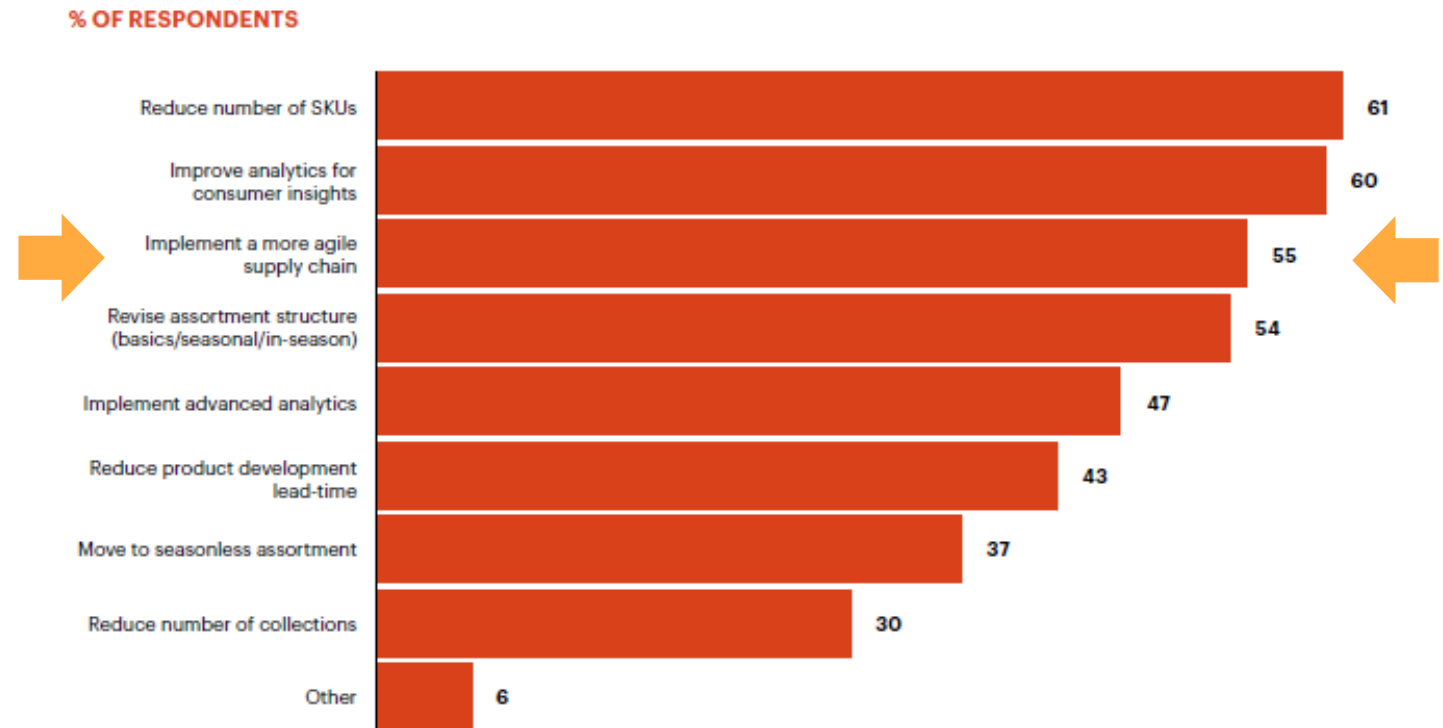**The world
is changing
all around us**

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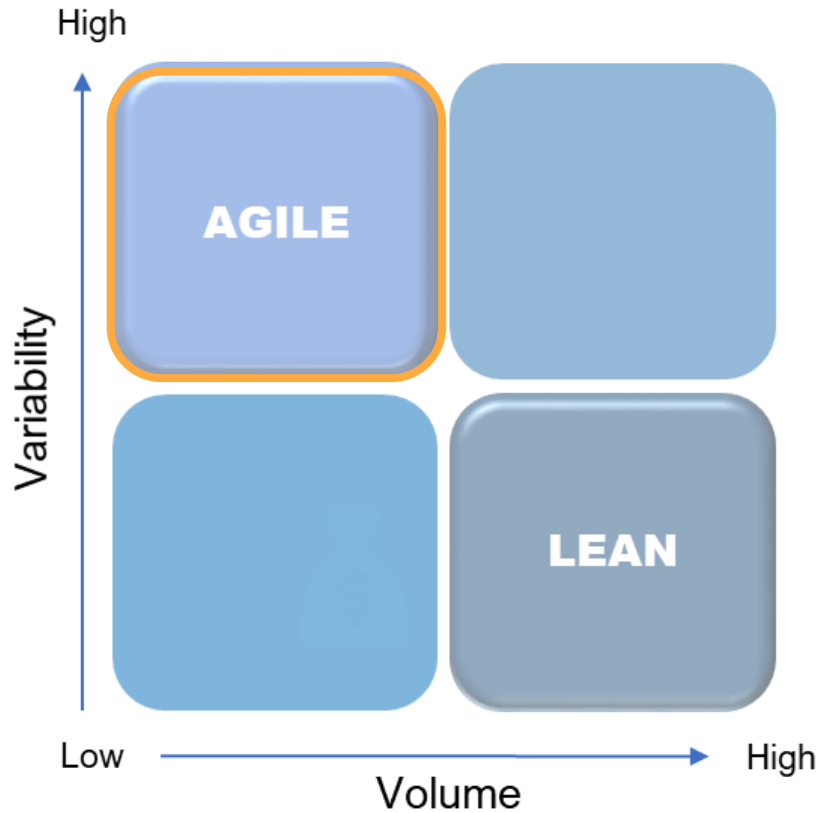
Implementing a more agile supply chain

35%

35% of fashion executives expect **resilience and partnerships in the supply chain** to be a top theme in 2021

Source: BOF-MCKINSEY State of Fashion 2021 survey

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

% OF RESPONDENTS

Strategy	%
Reduce number of SKUs	61
Improve analytics for consumer insights	60
Implement a more agile supply chain	55
Revise assortment structure (basics/seasonal/in-season)	54
Implement advanced analytics	47
Reduce product development lead-time	43
Move to seasonless assortment	37
Reduce number of collections	30
Other	6

SOURCE: BOF-MCKINSEY STATE OF FASHION 2021 SURVEY

sedApta **group**

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

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

Upstream supply chain	Downstream supply Chain

INNOVATION in a winning ecosystem
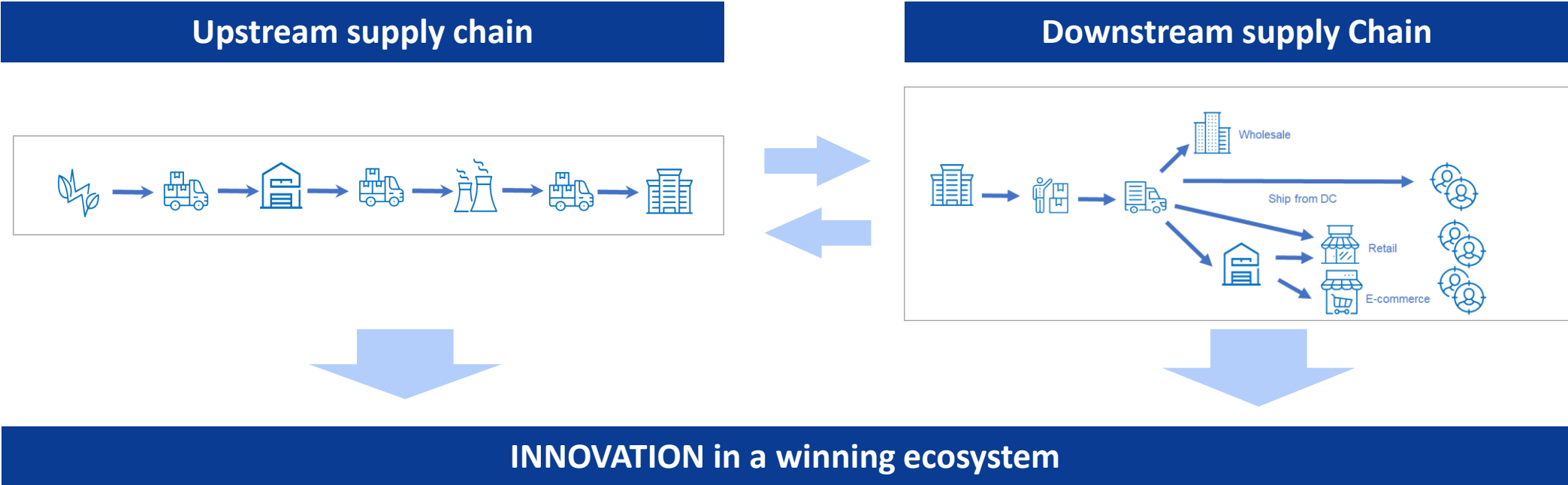
✓ **Break barriers** among different application and systems

✓ **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.

sedApta group

Building Blocks of a Supply Chain resilient model

Collaboration

Process Digital Twin
ELISA assistance

Flexibility
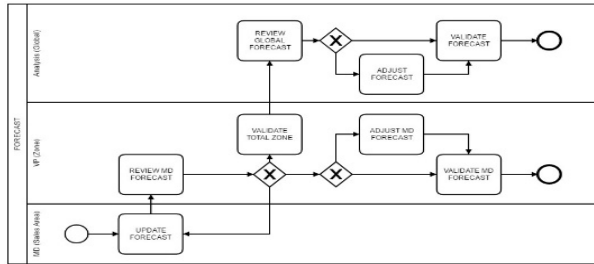
Processes
Analytics Bricks

- Demand Management
- Inventory Management
- Resource & Supply Planning
- Order Allocation
- Transportation Planning&Execution

| Web Supply Engine | ERP | Warehouse Management |

- Factory Scheduling
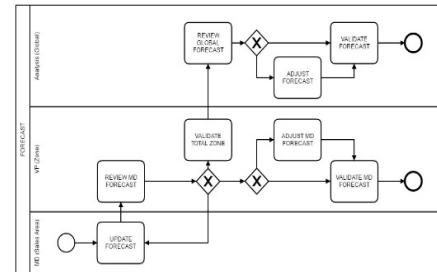- Shop Floor Monitor
- Smart Asset Management

Visibility

Simulative Control Tower

Global Demand 31,400 pz

Global Availability 31,698 pz

Average Backlog 30%
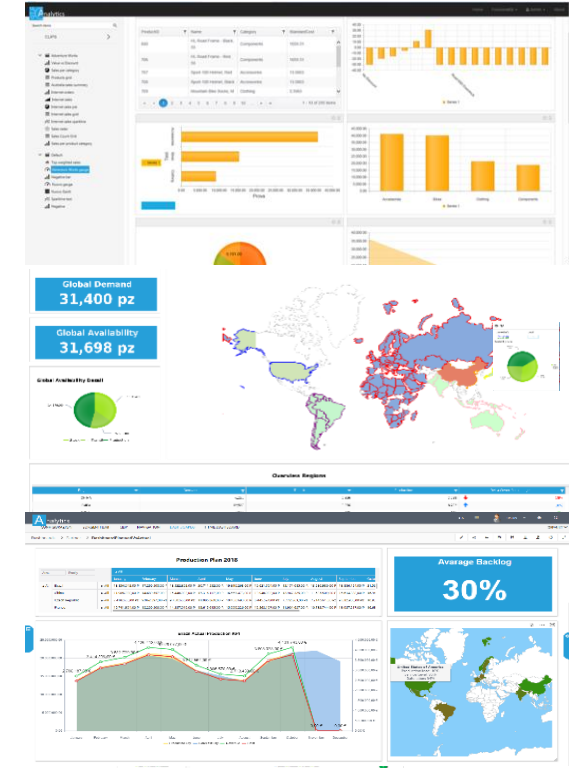
sedApta Orchestrated Approach

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)

3° party
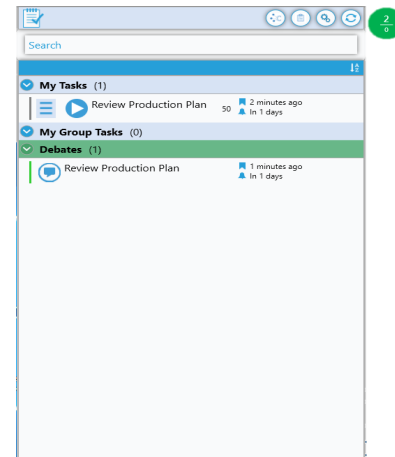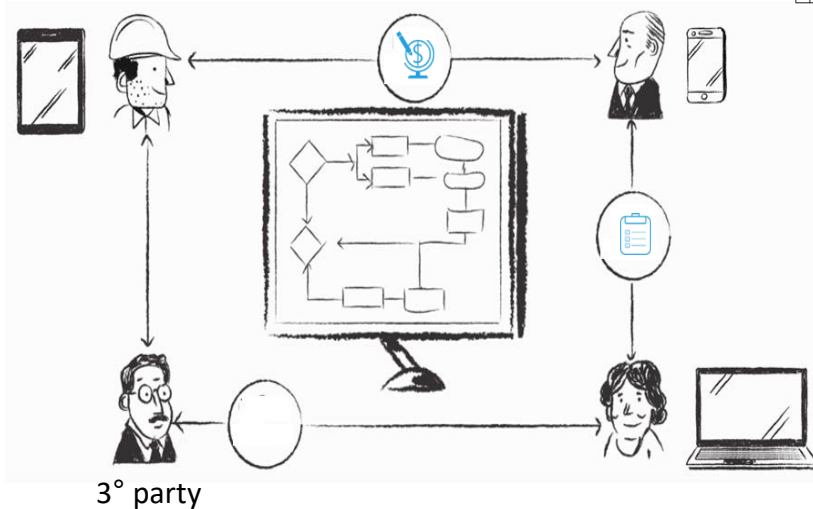
PROCESS EXECUTION
✓ Automatic / Manual task execution
✓ Pc / tablet / Mobile support
✓ Analytics real time support
✓ Time deadline control & support

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

CMT

Own production facility in Sri Lanka

Full Package
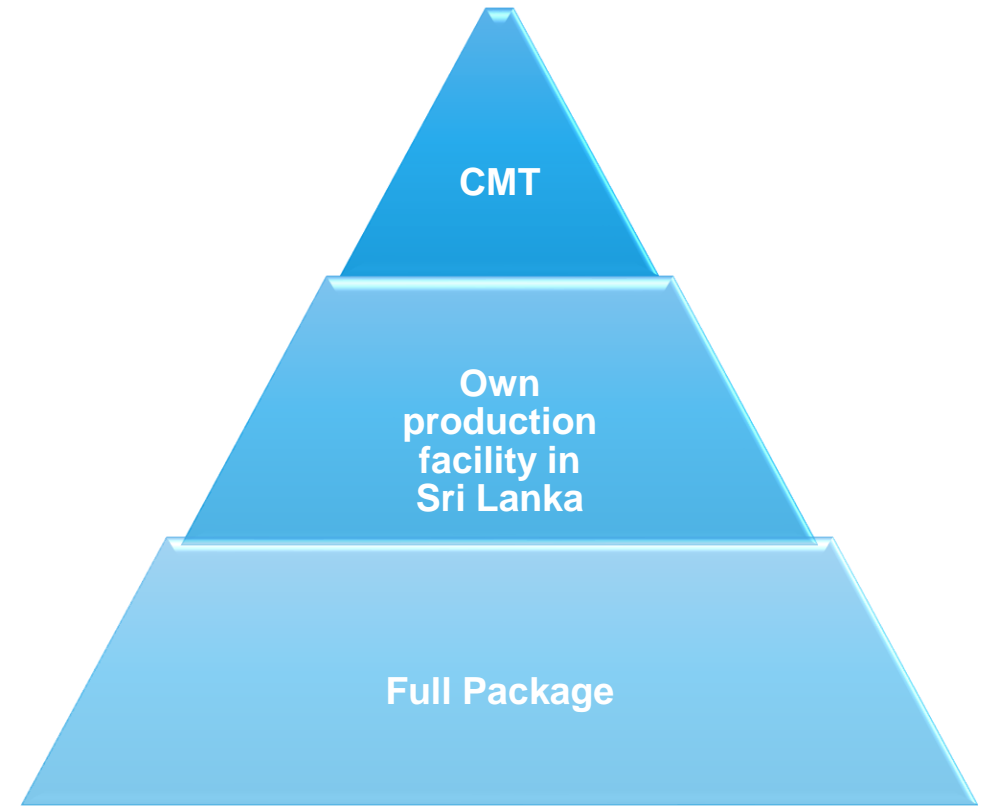
Well-balanced procurement portfolio:
- 55 % sourced in **Asia**
- 45 % in **Europe / Other**

The new digitilized collaboration Process

Order Transfer

- Order entry in ERP system
- Automatic provision in Web Supply Engine
- Automatic upload of documents from PLM system

Order Ackowledgement

- Debate on date, quantity and price

Order Processing

- Report delivery date, order progress, quantity change
- Report finished quantities

Shipping

- Delivery Organization
- Documents

Order Transfer

Customer Applications

PLM

Documents

ERP
Microsoft AX

Interface
Order Data

Goods Receipt Journal

Orchestrator

WSE | Shipping

Access Control Manager

Internal & External users

Access via URL - Domain https://xxxx-xxxx.de

Web supply engine

Supplier ERP

Supplier ERP

Supplier ERP

Automatic Progress (via Web Serivce)

Order Ackwoledgement

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

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 2nd choice) by supplier
- **Messages** integrated in the platform and not via email
- **Documents** exchanged and attached in the platform

Shipping

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

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
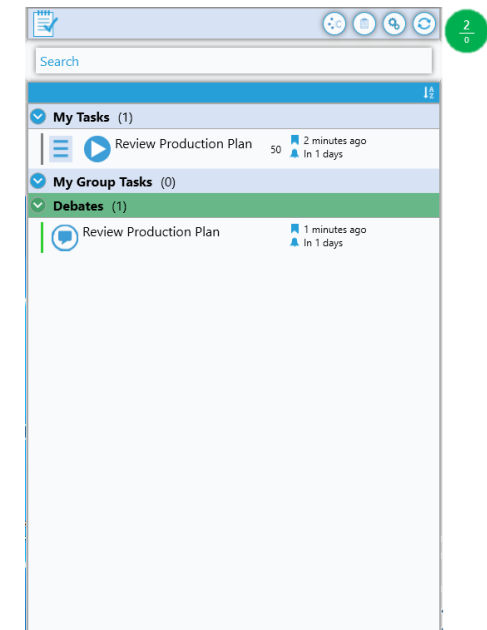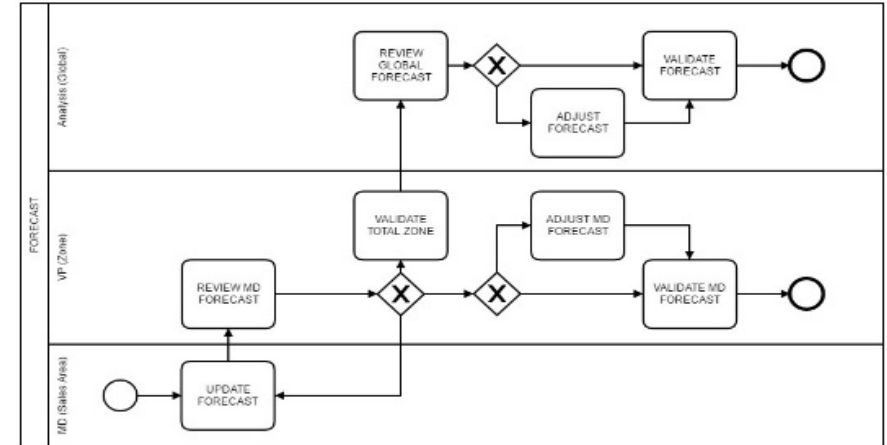
Benefits

- 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

Origin

Destination

Master Leg

FACTORY OUT

ETD

ETA

DC IN

Factory Outbound WH/ Supplier

Inbound Warehouse / Customer

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

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
Shiprent 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)

A second case – collaborative materials management with subcontractors

24

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.

SUBCONTRACTOR	INSERT A NEW REQUEST (STATUS **1. OPEN**)	REQUEST APPROVAL (STATUS **3. REJECTED - CLOSED**)

PRODUCTION DEPT

INSERT A REPLENISHMENT ORDER (STATUS **9. REPLENISHMENT ORDER- CLOSED**)

CHECK LEAD TIME (STATUS **11. CHECK LT**)

YES

NO

YES

RM QUALITY DEPT

CHECK 100% MATERIAL STOCK in WAREHOUSE (STATUS **7. RM QC**)

FP QUALITY CONTROL DEPT

REQUEST APPROVAL (STATUS **2. TO BE APPROVED**)

NO

NO

PURCHASING DEPT

YES

INSERT PURCHASE ORDER (STATUS **10. PURCHASE ORDER**)

CANCEL PURCHASE ORDER (STATUS **12. PO CANCELLATION- CLOSED**)

PRODUCTION PLANNING

WAREHOUSE AND LOGISTICS

INSERT DN REF and CHECK MATERIAL OF THE SAME PRODUCTION LOT (STATUS **4. WAREHOUSE**)

Digitalized and connected process flow

The process flow is designed in sedApta Orchestrator Designer
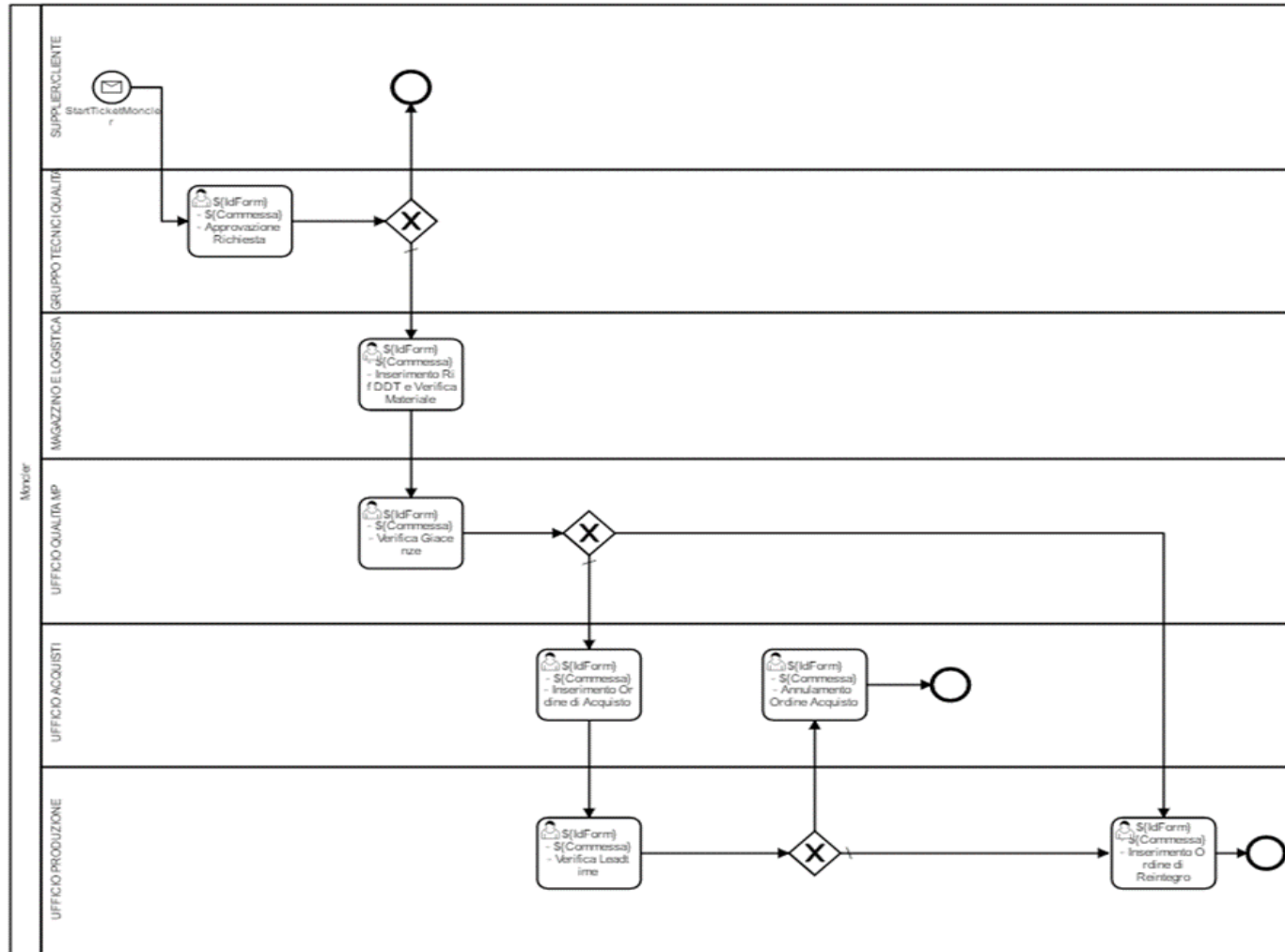
Digitalized and connected process flow

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 avaible to give transparency internally and to suppliers

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

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
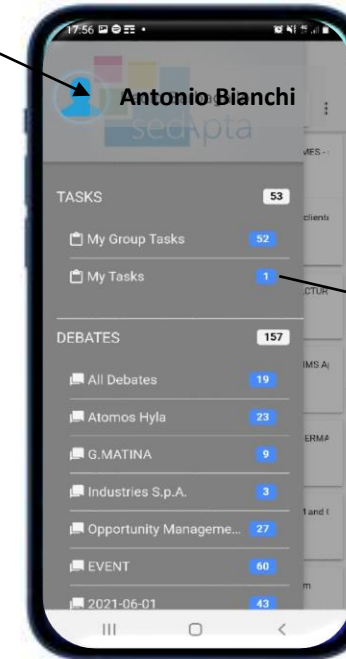
Digitalized and connected process flow

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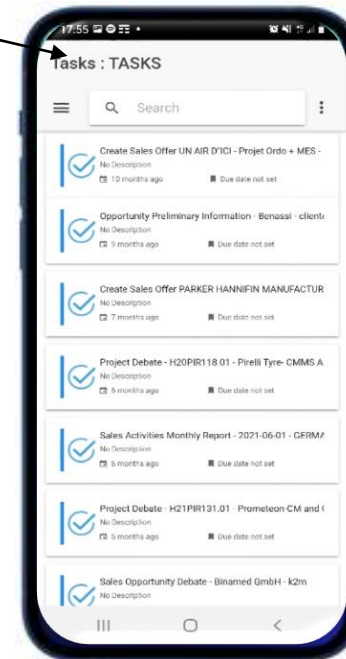# sedApta GO – Tablet & Mobile visualization
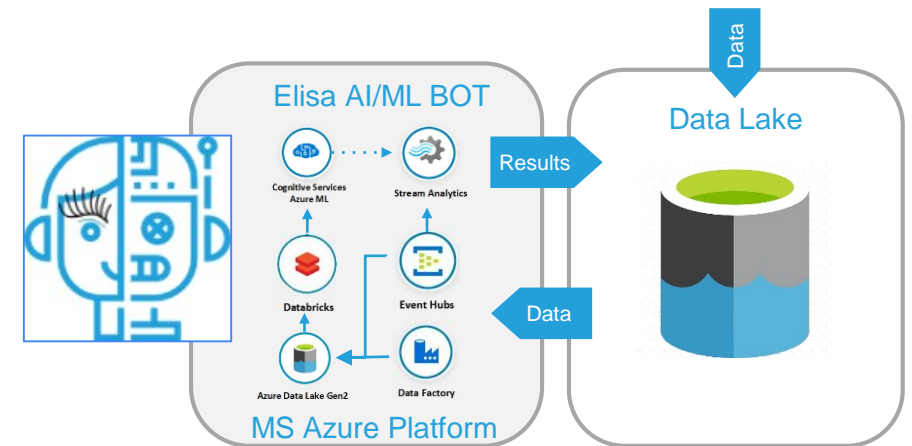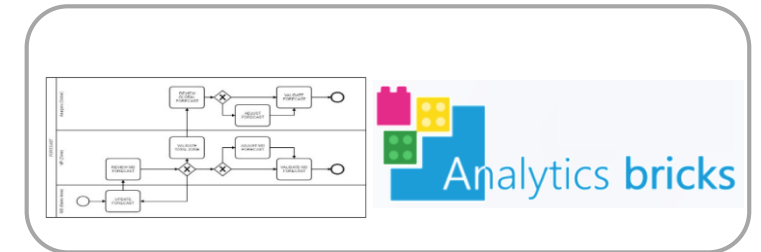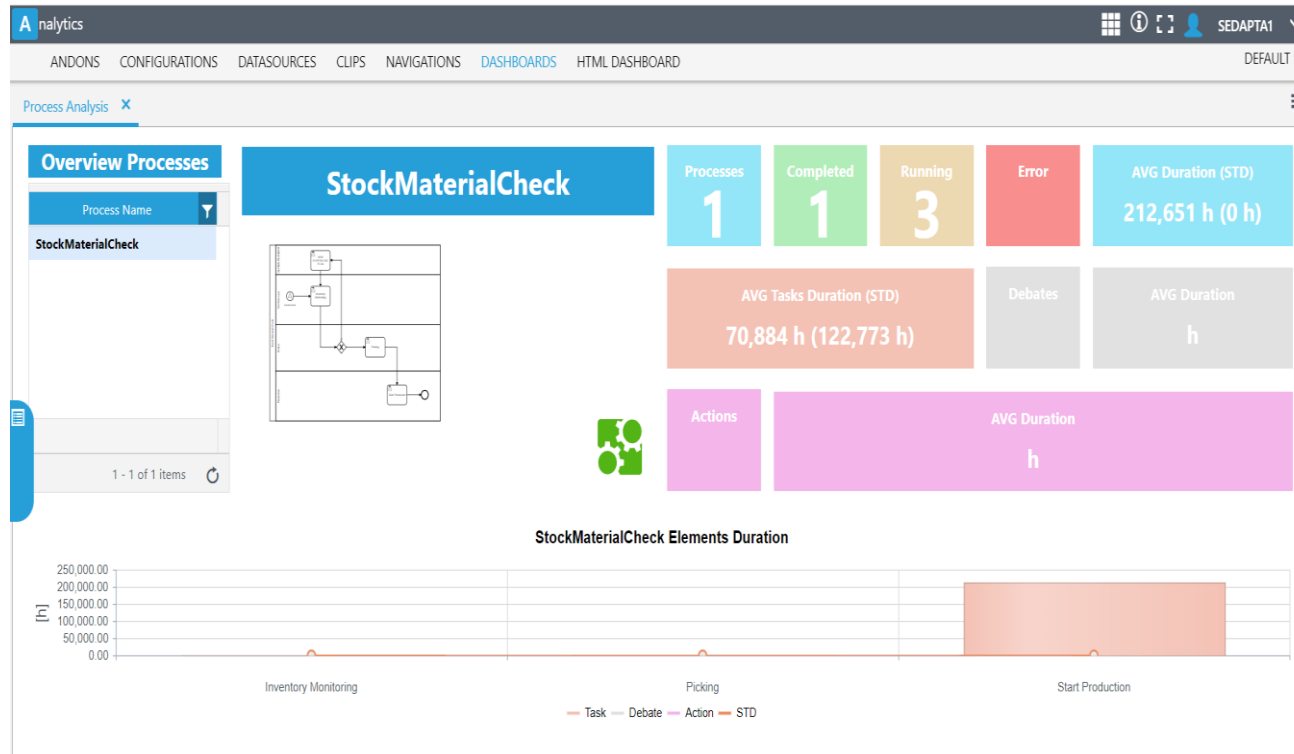
Widget
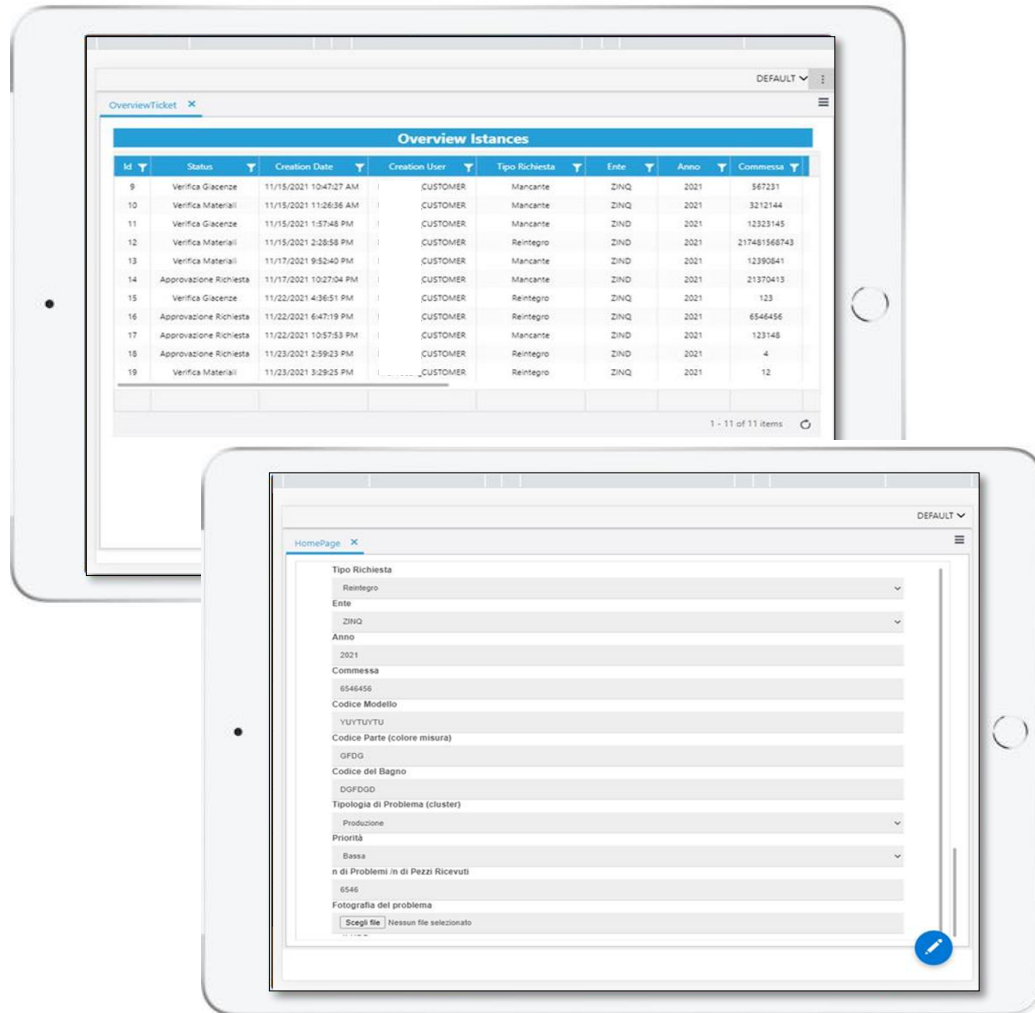
List tasks and debates

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

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