

Adaptive Suite

Focus on Manufacturing

Adaptive Insights provides manufacturing companies with a performance management system that facilitates coordinated planning and reporting for production and sales, automatically driving integrated P&L, balance sheet, and cash flow statements.

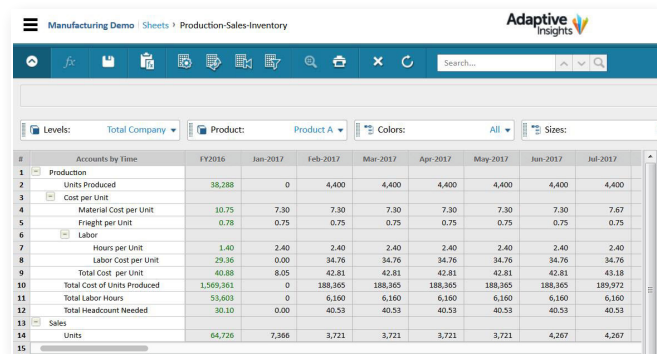
Planning & Reporting Challenges

Budgeting and forecasting in the manufacturing industry can be challenging, as companies must balance how they plan for corporate growth in light of demand fluctuations. Companies must match supply (from the production group) with demand (from the sales group). Production and sales planning must be coordinated, but the nature of their planning can be inherently dissimilar.

Production planning typically involves detailed units (product volumes, labor hours, etc.). This unit planning may be done in detail for specific products and for specific types of labor (e.g., plant shifts, overtime, and direct and indirect labor). The product volume forecast must be tied to the required labor and inventory forecasts. KPIs for production include labor rates, inventory turns, capital spending, costs per unit, and cost variances.

Sales planning may also involve units, though at a higher and different level than production planning. For example, sales units may be planned by product family rather than by specific product. Other dimensions may include customers, channels, geography, and sales reps.

Spreadsheet-based systems are inefficient, error-prone, and fundamentally unsuited for the complex, dynamic planning and reporting required by manufacturing organizations.



Accounts by Time		FY2016	Jan-2017	Feb-2017	Mar-2017	Apr-2017	May-2017	Jun-2017	Jul-2017
1	Production								
2	Units Produced	38,288	0	4,400	4,400	4,400	4,400	4,400	4,400
3	Cost per Unit								
4	Material Cost per Unit	10.75	7.30	7.30	7.30	7.30	7.30	7.30	7.67
5	Freight per Unit	0.78	0.75	0.75	0.75	0.75	0.75	0.75	0.75
6	Labor								
7	Hours per Unit	1.40	2.40	2.40	2.40	2.40	2.40	2.40	2.40
8	Labor Cost per Unit	29.36	0.00	34.76	34.76	34.76	34.76	34.76	34.76
9	Total Cost per Unit	40.88	8.05	42.81	42.81	42.81	42.81	42.81	43.18
10	Total Cost of Units Produced	1,569,301	0	188,395	188,395	188,395	188,395	188,395	189,972
11	Total Labor Hours	53,603	0	6,160	6,160	6,160	6,160	6,160	6,160
12	Total Headcount Needed	30.10	0.00	40.53	40.53	40.53	40.53	40.53	40.53
13	Sales								
14	Units	64,726	7,366	3,721	3,721	3,721	3,721	4,267	4,267
15									

Manufacturing Planning Sheet Example

Adaptive Planning allows us to be a lot more accurate in our planning because it is so much easier to update information as needed. We now have the flexibility to immediately react to keep information relevant and up to date.

— Manager of FP&A, Quidel

Adaptive Suite

THE ADAPTIVE INSIGHTS SOLUTION

Adaptive Insights has been successful in helping hundreds of manufacturing companies streamline their planning and analysis, allowing them to:

- Coordinate planning for production and sales unit volumes, matching supply and demand and automatically driving integrated costs and revenues
- Integrate inventory and capital planning with production and sales planning
- Plan multiple categories of employee expenses, such as direct and indirect labor, union and non-union pay grades, etc.
- Streamline complex consolidation of data from multiple worldwide plants, divisions, and functions
- Report on and analyze cost variances and other key metrics, such as inventory turns, COGS, and average prices
- Analyze profit margins by product, geography, channel, and other dimensions
- Run what-if scenarios related to changes in metrics like new products, labor, or shifting markets
- Use reports to perform variance analysis, including to drill down into underlying transaction detail
- Distribute report books via email for financial presentations such as board packages
- Improve accuracy and turnaround time in the planning and reporting process, and conduct frequent reforecasting

Adaptive Insights' software as a service (SaaS) model is a natural fit for the manufacturing industry because:

- It provides exceptional value. As a SaaS solution, the Adaptive Suite does not require new hardware, software, or IT support for initial implementation or ongoing maintenance. All upgrades are included in the annual subscription with no retesting required on the part of the customer. And it's low-risk, with the options of free trials and phased implementations.
- It's intuitive and easy to use. Adaptive Insights' CPM engine saves time and effort with built-in financial intelligence. Tight linkages with Microsoft Office products enable quick creation of board-quality reporting. The web-based, highly customizable interface utilizes and improves upon Excel, allowing interaction by all types of employees with virtually no training.

Corporate Headquarters

3350 W. Bayshore Road, Suite 200
Palo Alto, CA 94303

T: +1 800 303 6346
F: +1 650 528 7501

UK / Ireland Headquarters

88 Wood Street London,
EC2V 7RS, UK

T: +44 0 208 528 1767

Australia Headquarters

Level 1, 7 Clunies Ross Court
Eight Mile Plains, QLD 4113, Australia

T: +61 7 3118 5013
F: +61 7 3041 6020

adaptiveinsights.com

adaptiveinsights.co.uk

info@adaptiveinsights.com

sales@adaptiveinsights.com

press@adaptiveinsights.com

support@adaptiveinsights.com