

Continuous, granular visibility to help consumer brands move faster

Alloy.ai + SAP Integrated Business Planning

The key to competitive success for consumer brands lies in granular, daily visibility of demand and inventory

In today's dynamic business environment, consumer brands must have end-to-end visibility into their supply chain, from the DC to the store and SKU level, to stay competitive. Brands that lack this visibility will struggle to predict demand, optimize inventory and respond to supply chain disruptions. To address this need, Alloy.ai and SAP have partnered to incorporate SKU-store level demand and inventory data into SAP Integrated Business Planning for Supply Chain and to better understand the patterns in daily SKU-store level demand and inventory data, enabling brands to operate nimbly and efficiently

- **Superior demand forecasting & planning:** Super-charge IBP short and long-term demand sensing algorithms with high-frequency, granular demand and channel inventory data in Alloy.ai.
- **Intelligent, timely exception management:** Daily monitoring of POS sales & channel inventory vs. plans adds business insights to forecasts to surface critical issues and enable agile response.

How does Alloy.ai + SAP Integrated Business Planning help in today's reality?

Enhanced Demand Forecasts & Plans



Automated integration of daily, article-store level demand & channel inventory data into SAP IBP's demand sensing forecasting algorithms for more accurate demand planning on a continuous basis.

Optimized Inventory & Service Levels



Alloy.ai delivers a superior picture of demand for SAP IBP to more intelligently set inventory targets throughout the supply chain.

POS Performance vs. Forecast



Daily monitoring of POS sales & channel inventory from Alloy.ai vs. SAP IBP plans adds business insights to forecasts to surface critical issues and enable agile response.

Demand Driven Replenishment



Leverage daily POS & channel inventory data to more accurately predict when and where stockouts will occur, so that you can get ahead of them.

Key facts

6-7%

Forecast Accuracy Improvement
by incorporating POS data in demand forecasting

SAP DSM study, 2017

35%

Reduction in Out of Stocks
by using daily, SKU-article level data to earn the trust of the retailer to place direct store orders

Alloy.ai customer: Valvoline

Customers

- ▶ Global gaming brand uses Alloy.ai + SAP IBP to plan full lifecycle of each gaming console & attachments.
- ▶ [Ferrero](#) saved \$15.9MM/yr by correcting retailer over-ordering.
- ▶ [Bosch Canada](#) uses Alloy.ai to maximize retail and ecommerce sales.
- ▶ [Billie \(now part of Edgewell\)](#) uses granular retail insights to drive \$4M in additional sales.

Learn more

- ▶ Visit us online: [Alloy.ai](#), [SAP IBP](#)
- ▶ [Join the SAP IBP community](#)

What are the benefits?

With Alloy.ai + SAP Integrated Business Planning, leading companies can expect:

- **Faster, nimbler operations:** operate nimbly and efficiently by making timely, intelligent decisions to increase on-shelf availability, reduce excess inventory, improve forecast accuracy, and improve trade promotions.
- **More effective teaming:** teams can collaborate more effectively with a single source of information with the flexibility to surface bespoke views for each team member.
- **Productivity improvements:** unlock employee productivity by removing manual data pulling and harmonization, allowing them to focus on surfacing critical business insights instead.

Why Alloy.ai?

Alloy.ai is a demand and inventory control tower purpose-built to help consumer goods brands sell more products, save time and solve complex supply chain challenges. With daily SKU-store level insights in Alloy.ai, brands can quickly **sense** problems, **predict** issues their competitors won't see coming and **respond** in seconds instead of days.

Why SAP?

SAP is uniquely positioned to help companies achieve a much higher degree of business performance by digitally linking strategic and operational supply chain planning with real-time visibility, response and execution. Embedded optimization of resources and inventories across the supply chain not only decrease working capital, but enable a much more sustainable operation.

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