



Every Angle

KNOW MORE. ACT FASTER.

THE FASHION INDUSTRY

Where 'ready to wear' means just that

Automotive

Discrete Manufacturing

Fashion

Food and Beverage

Non-food products

Pharma

Processes and Chemicals

Retail

Utilities

Wholesale

Fashion is a dynamic industry facing several challenges. Volatility in consumer needs and market demand combined with an increased complexity in the supply chain result in a pressure on costs and inventories. Fashion companies are driven to increase seasonal selections while cost pressure is forcing them to reduce inventory, transport costs and also out-of-stocks.

Speed in translating consumer demand into tangible products is critical, yet synchronizing demand and supply require utmost accuracy. Thus, maintaining end-to-end supply chain visibility is imperative to enable responsive supply networks. Matching sales orders to purchase orders, while ensuring that a maximum of deliveries are received on time, are also critical to maintain a high service level at a low cost.

“ Without Every Angle, our SAP project would have been considerably more complex and more drawn-out. ”



RUDY BOOGAARD

VP Central Operations Europe

TOMMY HILFIGER



Efficient Processes are Crucial

To support their core business process transactions, the world's leading international fashion brands use SAP. Many brands use SAP AFS (Apparel and Footwear Solution) while others are using SAP Retail to support their business. In fact, many fashion firms are running both to cover core business processes of the industry. SAP AFS is dedicated to support the complete value chain of the fashion wholesale business, with its particular master data requirements custom designed to handle style, color and size of materials while also supporting specific processes such as allocation.

SAP Retail supports the complete value chain of a classic retailer all the way from purchasing down to the store business. It also covers retail-

“ With Every Angle, we were able to respond to and deal with the issues that came up, we overcame problems before they escalated and identified problems before they arose. ”



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specific processes such as: merchandise planning, assortment planning, retail price and promotion management, store operations, and warehouse management.

Beside a world-class transactional system, it is crucial to have fast and flexible analytical capabilities to ensure complete visibility and get relevant insights across the entire value chain. Fashion companies need to identify incidents automatically and wherever they may happen in the supply chain. In addition, immediate identification of the root cause of an issue is required in order to maximize the service level and give the end-consumer a positive experience.

Every Angle Delivers Full Control

Every Angle is able to give control to business user of a fashion brand, no matter whether they are using SAP Retail, SAP AFS or both. Every Angle has developed specific out-of-the-box solutions to enable operational analytics for either of the two ERP solutions. Every Angle is tailored for the

business user and is an intuitive self-service application which enables them to easily access and analyze data content from SAP AFS or SAP Retail. The built-in analytical intelligence delivers value to users in all departments, be it Logistics, Purchasing, Human Resource and Finance.

The product improves business performance quickly, through, for example, stocks & bottleneck analysis. Every Angle is, of course, certified by SAP and an ideal addition to SAP BI (BW) for operations management.

“ The speed at which data can be translated into concrete usable and actionable information is really powerful ”



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Customer Case: Tommy Hilfiger - Identifying Critical Orders

Being a worldwide company, Tommy Hilfiger manages its supply chain based on forecasting. It is a challenge when matching purchase orders and sales orders to ensure deliveries are made on time. Therefore, end-to-end supply chain visibility is imperative to its business success.

Since Tommy Hilfiger started working with Every Angle, business users who engage SAP were able to replace Excel and Access reports with Angles generated from Every Angle. Moreover, they improved the quality of master data as well as the information provided to customers.

Communication with key accounts also improved since these accounts are informed, well before the shipping season, what the expected delivery time will be. By drilling down into the information, Tommy Hilfiger can link open purchase orders to sales orders and make accurate assessments whether to prioritize certain orders or not and answer the question, “what do I do today to influence our business.”

Having a data bank with over 5 million sales order records, Tommy Hilfiger is monitoring and focusing on it continuously. But with Every Angle they are able to trace old open purchase orders and old open sales orders and clean the data pollution in the system.

The beautiful thing about Every Angle is that the users are able to create queries themselves instead of relying on the SAP development team and external consultants to generate actionable reports.

Customer Case: Fox Head - Supply Chain Visibility

Fox Head, Inc. is headquartered in Morgan Hill, CA, with additional offices in Irvine, CA and Newcastle, UK. Fox Head is responsible for an extensive clothing line for the high intensity, physically demanding sport of motocross, as well as an international leader in the youth lifestyle clothing market.

Being in such a fast-paced industry and offering a variety of dynamic product lines, Fox Head needs to be in complete control of the complex operational processes necessary to meet customer demand. Implementing the Every Angle solution gives Fox Head visibility over their complete supply chain, because Every Angle is able to extract and connect the precise data needed to answer a business question from the massive

amount of information contained inside of their SAP ERP. Every Angle has a clear understanding of SAP AFS, the industry solution that Fox Head runs.

When you deliver products to high-intensity customers, speed is the name of the game. Using the Every Angle solution, Fox Head business users can create tailor-made reports in minutes, based on the current SAP data. This enables them to detect issues, such as potential future bottlenecks and make the necessary operational changes to avert the problem.

Every Angle for SAP Retail

Every Angle has developed a Retail version matching the SAP Retail application. Business users are able to have better insight into the input fields pertaining to generic and variant articles, reference articles, and delivery statuses. This more detailed overview of the supply chain shows clear relations between purchasing on vendor, DC and store level. In addition, it provides a better understanding of daily deliveries and available stock on retail level. Dealing with the equally massive amount of data and the complex purchasing process, Every Angle provides retailers with the important information, on site level, to get control over daily operations.

Main Capabilities

Every Angle is able to map to:

- ✓ Purchasing and store replenishment processes
 - Vendor reliability and service level analysis
 - Vendor confirmation process
 - Backlog analysis
 - Allocations DC/Store
- ✓ Stock analyses (out-of-stock, obsolete)
- ✓ Planning analyses
- ✓ Retail specifics such as:
 - Assortment modules
 - Listings
 - Promotions
- ✓ Retail- specific Master Data
- ✓ Quick checking Master Data
- ✓ Pre-programmed calculations to create smart analyses

Results

Our Retail customers report a quick ROI by:

- ✓ Improving critical KPIs
- ✓ Detecting bottlenecks in the supply chain with ready-made calculations to create smart analysis
- ✓ Lowering warehouse and/or transportation costs
- ✓ Assigning priorities based on out-of-stock and contract/purchase order for inactive articles
- ✓ Classifying Master Data
- ✓ Improving quality of Master Data
- ✓ Providing easier and faster access to SAP data
- ✓ Delivering transparency and visibility in the SAP data structure
- ✓ Saving cost in IT in respect to creating operational reports
- ✓ Improving the SAP IS-Retail performance (less load on SAP DB as result of reduction of online-queries)



“ So once the sales orders are coming in we always have the challenge to make sure that the purchase order side, the supply part is actually delivered on time to our warehouse and to our customers ”

RUDY BOOGAARD
VP Central Operations Europe



TOMMY HILFIGER

Every Angle for AFS

The Every Angle AFS solution provides complete end-to-end visibility in the complex value chain, making it easy for business users to engage the information in SAP AFS and get in control of their respective tasks and processes in sales, logistics and other corporate functions.

Main Capabilities

Every Angle is able to map to:

- ✓ The SAP AFS logic in order to effectively analyze purchase-to-pay (SAP MM) and order-to-cash (SAP SD) processes which does include the GRID logic
- ✓ Stock analyses (over planned, shortages)
- ✓ Planning analyses (reschedule-in and reschedule-out)
- ✓ Supplier reliability and service level analyses
- ✓ Great Master Data checks
- ✓ Pre-programmed calculations to create smart analyses

Results:

Our AFS customers report a quick ROI by:

- ✓ Improving important KPIs such as DSO
- ✓ Increasing customer service levels trough increased fulfillment of customer demand (minimizing late orders)
- ✓ Delivering better bottleneck detection throughout the entire supply chain
- ✓ Lowering transportation costs by, for example, significantly reducing air freight
- ✓ Lowering warehouse and/or transportation costs
- ✓ Managing better forecasts
- ✓ Improving supplier service levels
- ✓ Improving Master Data quality
- ✓ Providing easier and faster access to SAP data
- ✓ Achieving transparency and visibility in the SAP data structure



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Every Angle

Cross-process self-service analytics for SAP®

Every Angle's self-service, cross-process analytical capability empowers organizations with new levels of actionable insight - enabling them to **'know more and act faster'**. Every Angle provides real **understanding** of what is actually going on across the business (and why), enabling people to act early enough to **control** performance and drive significant financial **improvements**.