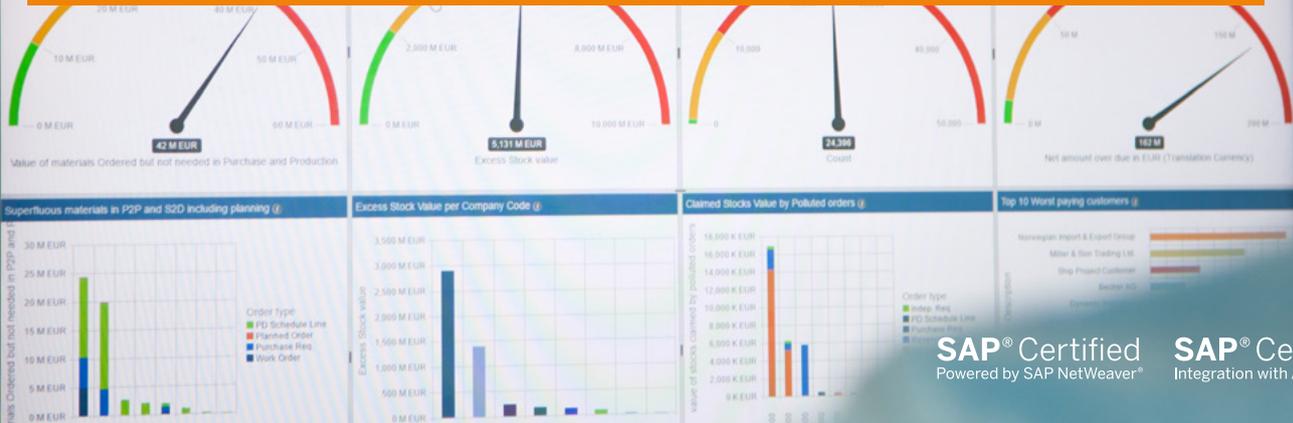




KNOW MORE. ACT FASTER.

# Identifying and Eliminating Waste

IN JUST 5 DAYS!



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Across the world, business leaders are under constant pressure to become more innovative, whilst at the same time facing the consistent demand to deliver improving returns, creating a constant balancing act to do much more, with much less. In most cases, the pressure to demonstrate short term shareholder value is greatest, because the results are more immediately felt.

CEOs across the world are therefore looking to save money, be more efficient and drive increased profitability. For many this pressure is unrelenting, leading to knee-jerk cuts in future investments by reducing headcount, slashing inventory, cutting expenses or cancelling training to meet short term financial targets.

Which may be good for short-term profits, but not so good for long-term growth and innovation.

Across the world projects are being launched with the goal of creating greater efficiencies and better outcomes, but as always, execution is much harder than strategy. Despite the vast number of lean and continuous improvement initiatives that are launched, many fail to be completed or deliver the desired benefits.

One of the primary areas where these projects stumble is in the ability to extract, analyze and report on vast amounts of operational business data that resides in ERP systems like SAP, so that waste can be identified. There are many reasons for this:

1. This data is usually very hard to extract.
2. To understand the flow of products and services you need to be able to extract and combine data across processes boundaries.
3. Making sense of this data requires insight into the unique configuration of the system to create understanding how processes integrate across the value chain.

Gaining this insight usually requires months of consultancy time, data extraction and analysis and deep dive analysis. But what if there was a way you could uncover and free your trapped or wasted valuable human, inventory and financial capital so they can be reallocated to more value-adding activities such as innovative new products and processes? One that didn't require months of effort to simply get a handle on what is actually going on, but where areas of waste could be identified by your own team in days?

Well now there is.

16 years of continual investigation and work with businesses who use SAP has allowed Every Angle to develop unique insight into the hidden locations where financial, physical and human capital gets trapped and wasted. Insight we have poured into our product and which is waiting to be used to unlock this value in your business.

There are two major ways Every Angle can help organizations to identify and eliminate areas of waste in their business:

1. Every Angle can eliminate the time-consuming process of data extraction, analysis and root cause analysis.
2. Every Angle can maintain these gains through the development of operational control towers that ensure that processes are executed, data is maintained and performance is being achieved.

# Identifying the issues

Undertaking a continuous improvement project, especially one focused on waste reduction, is usually extremely time consuming. Finding out what is really going on in the supply chain – and more importantly, why – requires deep cross-functional understanding and the ability to extract and validate data from the SAP system. This can be a problematic process, requiring a significant amount of IT assistance.

Every Angle takes the headache out of this task, dramatically reducing the time taken to deliver results. Rather than a long data definition and extraction process, Every Angle is live and highlighting issues in a week.

Every Angle contains a detailed understanding of your transactional and master data, and a full extraction of your company's unique configuration settings meaning that it can make sense of this data immediately. Also, Every Angle comes pre-loaded with unique cross-

process capabilities that do not exist in any other BI tool, enabling it to be able to identify where waste occurs and more importantly, why.

Where other tools can only measure, Every Angle can understand, monitor and report on process and data conformance as well as business performance.

This detailed understanding allows Every Angle to identify hidden, trapped or unnecessary waste in the following areas:



Purchasing



Inventory



Supply Chain



Customer Service



Accounts Payable

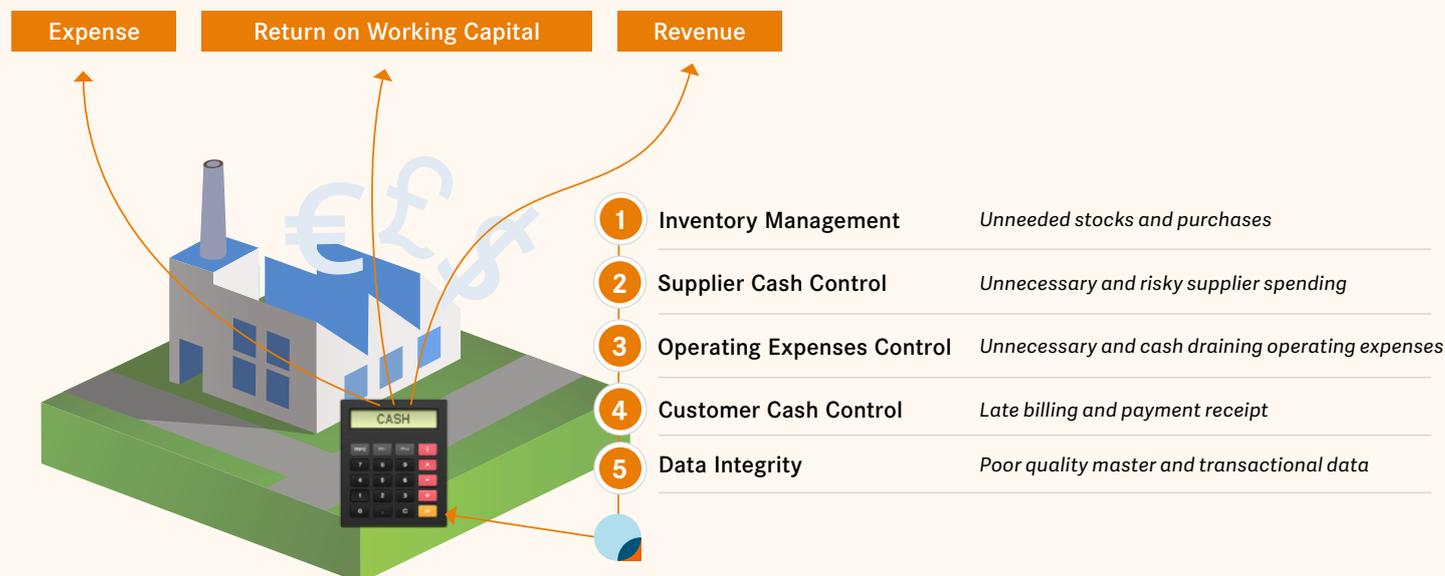


Accounts Receivable

This dramatically speeds up any continuous improvement or waste elimination initiatives, increasing the ROI and time to value by allowing the improvement team to focus on solving the issues, rather than extracting, manipulating and trying to understand the data. Every Angle provides the ability for business users with limited technical knowledge of SAP to execute an in-depth root cause analysis of the complete supply chain, highlighting waste such as:

- ✓ Inventory that is not required and could be reallocated or sold off, freeing warehouse space and reducing inventory management costs and obsolescence.
- ✓ Purchase orders that have limited demand, or are not required, and which could be rescheduled or cancelled reducing supplier spend and inventory risk.
- ✓ Unnecessary costs in production, including identifying work orders that could be cancelled or rescheduled.
- ✓ Overdue payments and cash collections that should be chased down.
- ✓ Polluted data such as remnants of old sales orders that are consuming stock, or old purchase documents that are over-inflating the available stock situation.

## How does Every Angle discover your hidden cash?



# Retaining the gains

Once these issues have been found, Every Angle's control tower capability can be used to ensure that these gains are maintained, and that business processes are followed. Due to its ability to understand configuration and cross-process integration elements, Every Angle's cross-process insight enables you to identify the purchases you can delay or cancel, inventory that can be released, costs that can be saved and hours of effort you don't need to waste.

Savings that, unlike normal cost reduction activities, will have a positive, not negative, impact on your levels of customer service.

The following screenshot shows an example of the type of control tower that could be developed, one which focuses on controlling four different types of waste:

- ✓ Redundant materials that are either about to be manufactured or purchased but which have no actual demand.
- ✓ Excess stock that could be liquidated or reallocated.
- ✓ Old and probably unrequired orders that are still open and which are either under or over stating the stock availability situation.
- ✓ Money the company is owed by late payers.



The reporting, root cause analysis and ultimate elimination of these forms of waste brings a multitude of benefits to the business. This enables your business team to be able to:

- ✓ Increase cash flow
- ✓ Eliminate unnecessary purchases
- ✓ Reduce risks
- ✓ Reduce the amount of non-value adding activities
- ✓ Turn inventory quicker

We are so confident that we will be able to uncover significant current and future savings, that we offer a trial risk-free.

In just 5 days and for a small fee, we will demonstrate Every Angle's waste discovery capabilities on your SAP data, and if not uncovered value that is at least 10 times greater than the project cost, then there will be no charge.

*“We were able to show the operating companies where they can save a lot of money and improve their processes - and we did that with a budget of zero as we had Every Angle.”*



Leonard Stein, Heineken International



# KNOW MORE. ACT FASTER.

Get control of your business  
with Every Angle!



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Find out how Every Angle can put **the power of actionable insight** into the hands of your users

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