

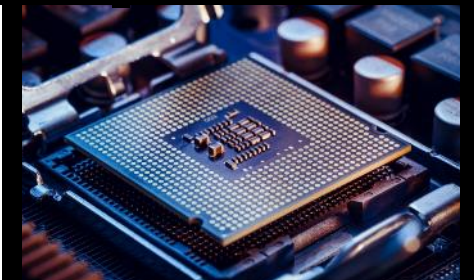
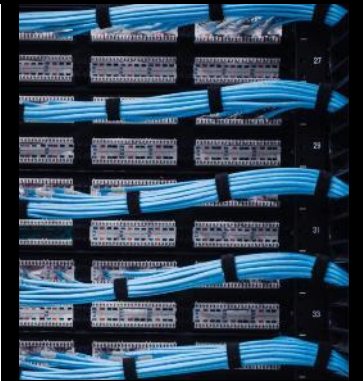
Maîtriser l'information pour maîtriser sa Supply Chain : de la donnée à la prise de décision



Richard VIOT COSTER, Cofondateur SNEXT

Blaise ZARKA, Cofondateur SNEXT

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Votre budget dédié à la transformation digitale est-il en augmentation ?



Qu'attendent de la technologie les entreprises?

Top Priorities for 2018 and 2019

Percentage of Respondents

	Financial Services (n = 327)	Top Performers (n = 225)	Typical Performers (n = 2,244)	Trailing Performers (n = 274)
1	Digital transformation 31%	Digital transformation 31%	Digital transformation 23%	Revenue/business growth 24%
2	Revenue/business growth 18%	Revenue/business growth 20%	Revenue/business growth 21%	Operational excellence 15%
3	Operational excellence 10%	Operational excellence 16%	Operational excellence 13%	Cost optimization/reduction 11%
4	Customer experience 10%	Customer experience 11%	Customer experience 9%	Digital transformation 10%
5	Cost optimization/reduction 9%	Data and analytics 7%	Cost optimization/reduction 8%	Business/financial goals 8%
6	Data and analytics 8%	New products/services 7%	Business/financial goals 7%	Modernization (of legacy systems) 7%
7	Modernization (of legacy systems) 7%	Cost optimization/reduction 7%	Business model change 6%	Data and analytics 7%
8	Business model change 7%	Artificial intelligence/machine learning 6%	Industry-specific 6%	Industry-specific 7%
9	Security 6%	Business model change 6%	Data and analytics 5%	Enterprise resource planning 6%
10	New products/services 5%	Industry-specific 6%	New products/services 5%	Business model change 5%

Base: All answering, excluding prefer not to answer; n varies by segment.
 Showing the 10 most common answers per segment, coded open-text responses; multiple responses allowed.
 Q: What would you say is your organization's top priority for 2018 and 2019?
 ID: 368227

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Qu'attendent de la technologie les entreprises?

Top Priorities for 2018 and 2019

27)	Top Performers (n = 225)		Typical Performers (n = 2,244)		Tr			
34%	Digital transformation	31%	Digital transformation	23%	Reve			
18%	Revenue/business growth	20%	Revenue/business growth	21%	Oper			
6	Data and analytics	8%	New products/services	7%	Business/financial goals	7%	Modernization (of legacy systems)	7%
7	Modernization (of legacy systems)	7%	Cost optimization/reduction	7%	Business model change	6%	Data and analytics	7%
8	Business model change	7%	Artificial intelligence/machine learning	6%	Industry-specific	6%	Industry-specific	7%
9	Security	6%	Business model change	6%	Data and analytics	5%	Enterprise resource planning	6%
10	New products/services	5%	Industry-specific	6%	New products/services	5%	Business model change	5%

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L'investissement dans la transformation digitale est élevé

\$1.1 Trillion. 2019 Technologies et services mondiaux pour la transformation digitale

\$288 Billion. 2019 Dépenses mondiales en logiciels pour la transformation digitale

18.8%. 2019 Transformation digitale – Taux de croissance annuelle

Sources: IDC, Digital/McKinsey

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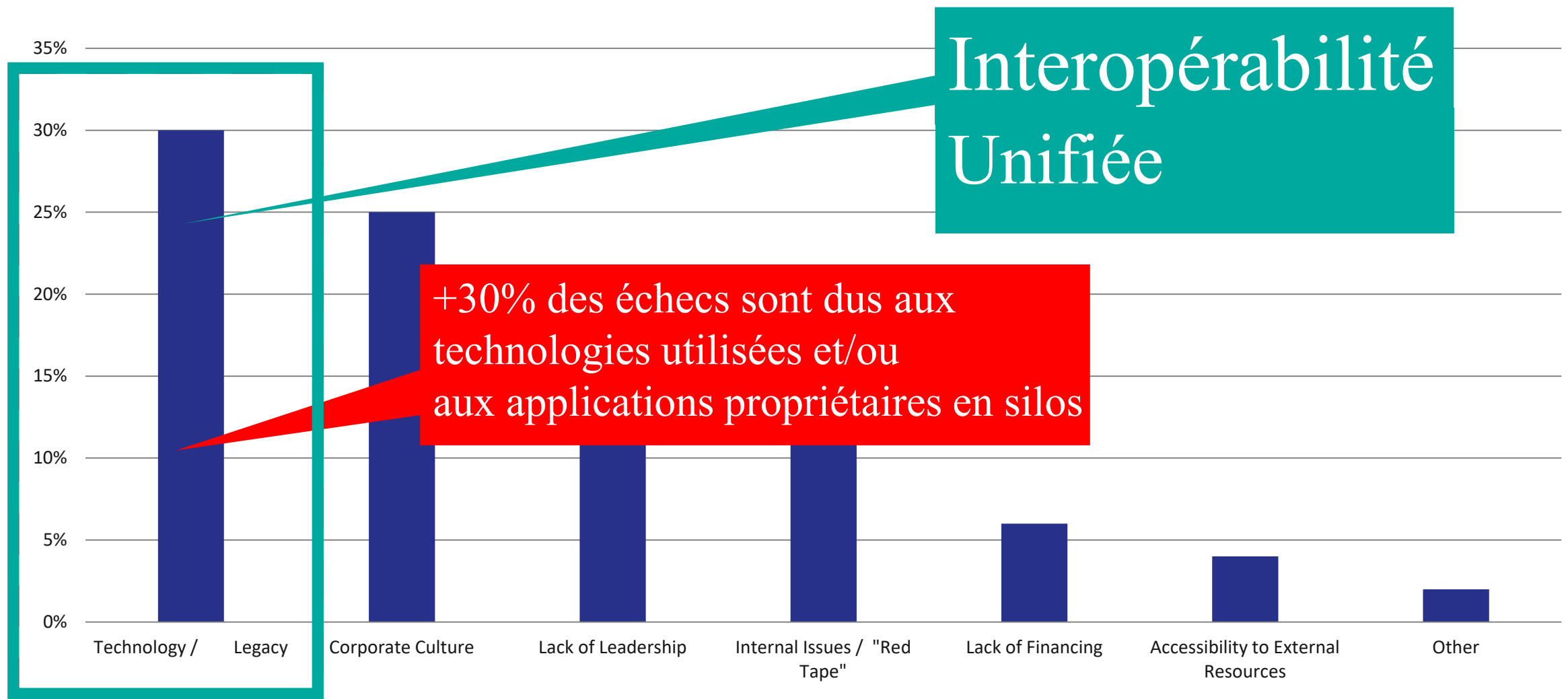
\$288 Billion. 2019 Dépenses mondiales en logiciels pour la transformation digitale

18.8%. 2019 Transformation digitale – Taux de croissance annuelle

47-80%. Taux d'échec des initiatives de transformation digitale

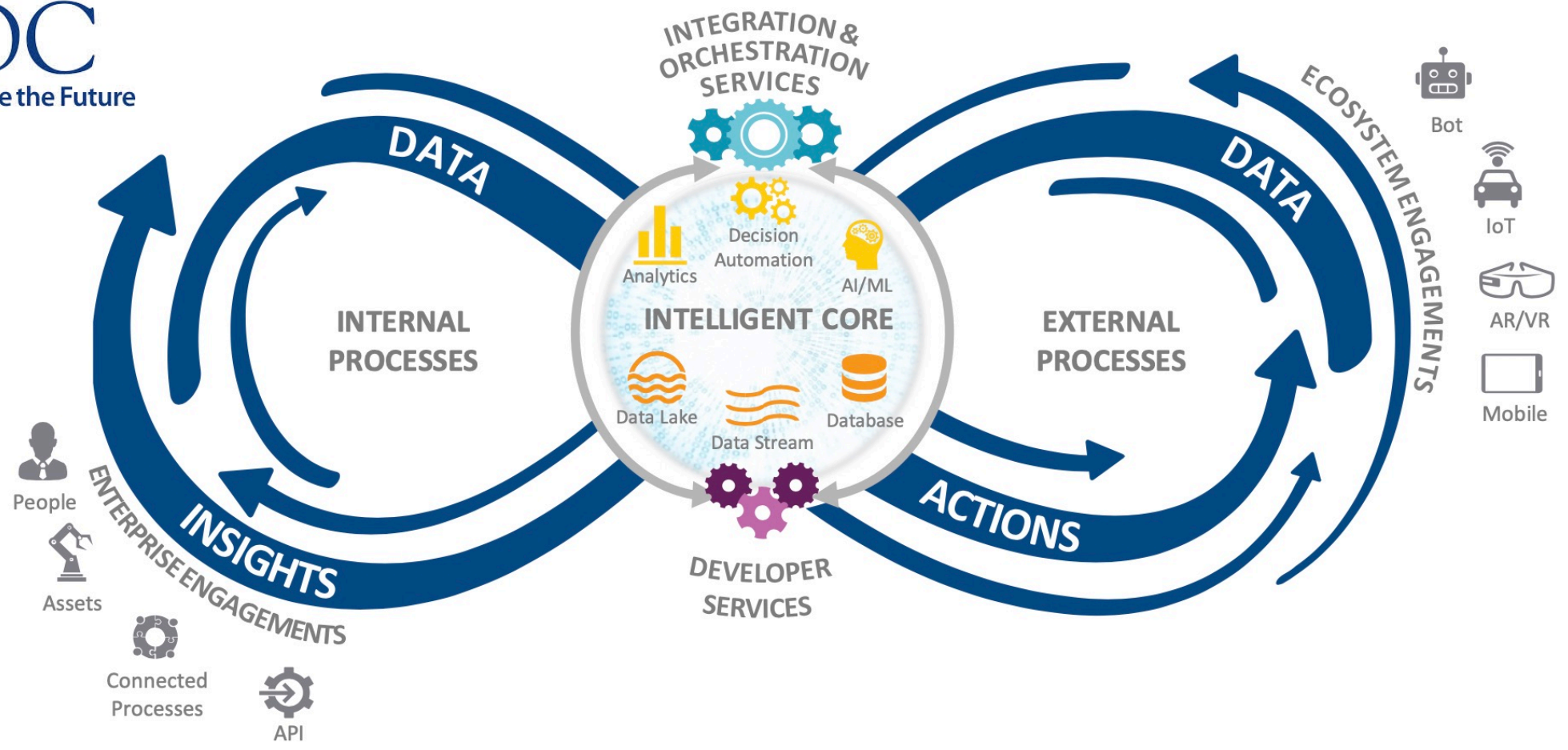
Sources: IDC, Digital/McKinsey

Quelles sont les principales causes d'échecs des initiatives de transformations digitales?



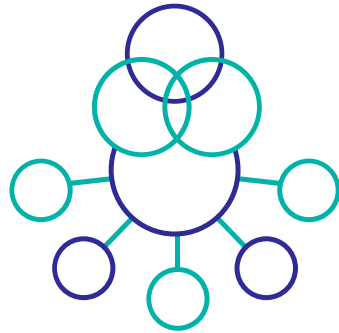
+30% des échecs sont dus aux technologies utilisées et/ou aux applications propriétaires en silos

Interopérabilité Unifiée

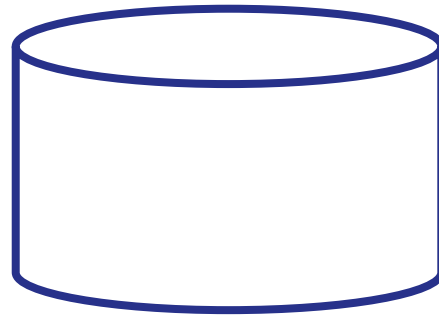


Source : IDC, 2019

Processus continu de la transformation digitale



Interopérabilité



Stockage



Décisionnel

InterSystems **simplifie** et **accélère** la transformation digitale des entreprises. Associée à un expert métier comme **SNEXT**, elle offre une solution unique pour « Ajouter de l'intelligence à votre Supply Chain ».

Cas client dans la logistique



MEDITERRANEAN SHIPPING COMPANY

**GLOBAL
CONTAINER
SHIPPING**



- 2ème plus grande compagnie maritime au monde
- Suivi de plus d'un milliard de mouvements de conteneurs 24 x 24 x 7
- OneVision « Initiative de transformation digitale »
- Au service de 1500 consommateurs de données dans le monde entier
- Assure une haute disponibilité 24h/24h, 7j/7j, dans 150 pays.
- Intègre plus de 80 règles métiers complexes à l'appui du cycle de vie de la logistique des conteneurs
- Cloud natif

“This unique technology is the best-kept secret in the IT industry....”

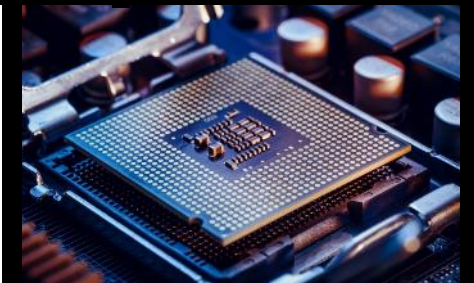
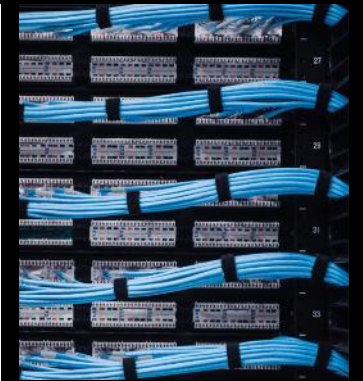
...and the support from InterSystems is excellent.”

Supply Chain management on demand services



Richard VIOT COSTER, Cofondateur SNEXT

Blaise ZARKA, Cofondateur SNEXT



Fill the gaps in the management of your Supply Chain





Product portfolio management



Predictability index

Sales / product

Average

Variability

- Forecast
- Order Point
- Make To Order

Sale's history detail

time series sales

1-2017, 5-2017, 9-2017, 1-2018, 5-2018, 9-2018, 1-2019, 5-2019, 9-2019

Category Alert

List of products

Product	Product Name	Category	Supply Leadtime	Seasonal	Trend	PLN New	PLN End	Behaviour	Categorization ALERT	Categorization RECO	Categorization VALID	Inventory Parameter ALERT	Safety Stock RECO	Order Point RECO	Safety Stock VALID	Order Point VALID
990025955	mp3 player Dark blue	Dark blue	3							Make to order	Make to order		238	790	238	790
990259620	apple Purple	Purple	3							Make to order	Make to order		1793	5727	1793	5727
9900659952	headphones Grey	Grey	3							Make to order	Make to order		2360	7360	2360	7360
530025829	air freshener Red	Red	3	yes	yes			yes	active	Forecast	Order point		154	201	154	201
70262973	toothpaste Black	Black	3							Forecast	Forecast		2345	8542	2345	8542
70262972	bracelet Black	Black	3							Forecast	Forecast		2020	7306	2020	7306
9909946965	cat Grey	Grey	3							Order point	Order point		2	3	2	3
990026580	slipper Grey	Grey	3							Make to order	Make to order		2356	7356	2356	7356
530026248	bowl Red	Red	3							Order point	Order point		54	88	54	88
990026209	sun glasses Grey	Grey	3							Order point	Order point		39	62	39	62



ERP inventory parameters management



List of products

Search Product

Product	Product Name	Category	Supply Leadtime	Seasonal	Trend	PLN New	PLN End	Behaviour	Categorization ALERT	Categorization RECO	Categorization VALID	Inventory Parameter ALERT	Safety Stock RECO	Order Point RECO	Safety Stock VALID	Order Point VALID
9900663699	box Blue	Blue	3							Order point	Order point		9	16	9	16
990025666	video games Blue	Blue	3							Order point	Order point		20	34	20	34
9902534996	watch Random	Random	3							Make to order	Make to order		4478	11660	4478	11660
9902609924	outlet Random	Random	3							Make to order	Make to order		4545	11817	4545	11817
990026356	tweezers Blue	Blue	3		yes			yes		Forecast	Forecast		1570	2404	1570	2404
990026358	television Blue	Blue	3		yes			yes		Forecast	Forecast		1966	2931	1966	2931
990026384	ring Blue	Blue	3		yes			yes	active	Forecast	Order point		2998	3438	2998	3438
990026380	clock Blue	Blue	3		yes			yes		Forecast	Forecast		2714	3938	2714	3938
70262686	bananas Black	Black	2							Forecast	Forecast		155	526	155	526



Pave the way to the future

To be continued



Product portfolio management

- Trend and seasonality sensing
- Lifecycle management
- Demand predictability
- Product categorization



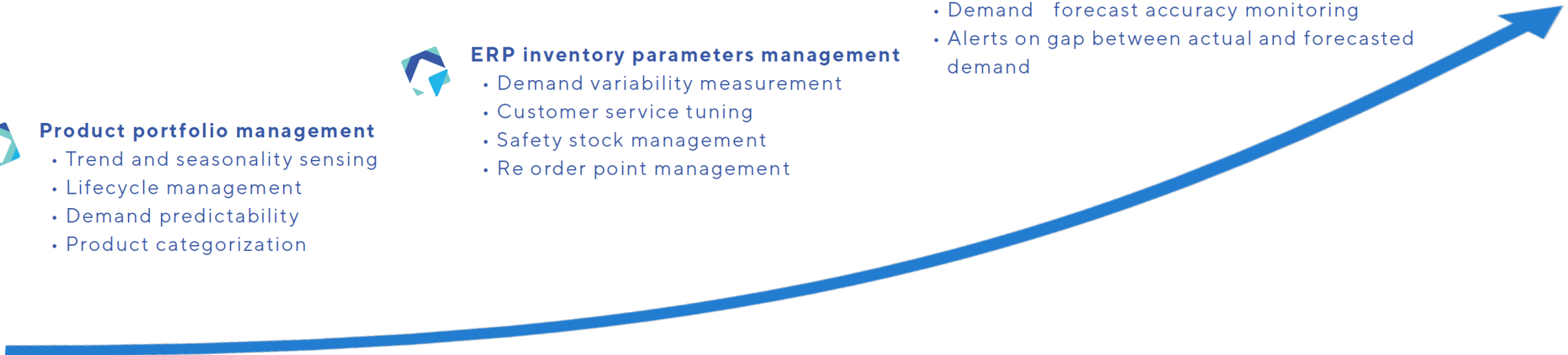
ERP inventory parameters management

- Demand variability measurement
- Customer service tuning
- Safety stock management
- Re order point management



Demand monitoring

- Advanced alerts on demand behavior
- Advanced lifecycle management
- Demand forecast accuracy monitoring
- Alerts on gap between actual and forecasted demand



Embrace the mindset of future leaders



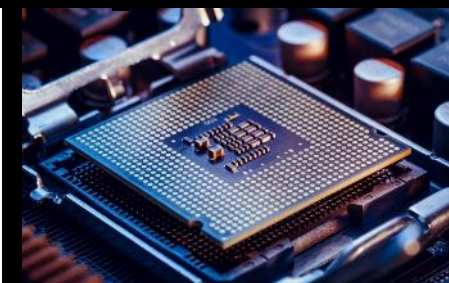
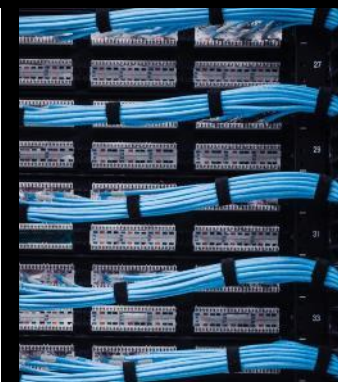
Make the digital transformation easy

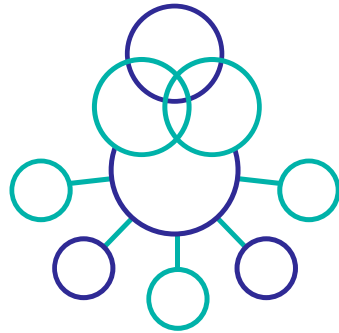


En conclusion, le secret d'une transformation digitale réussie...

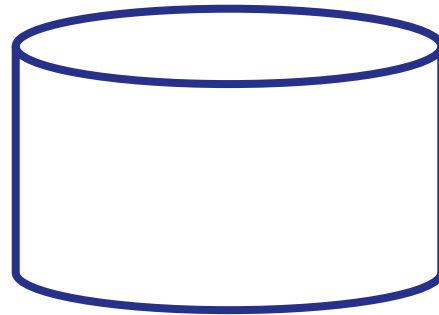


... une data platform unifiée





Interopérabilité



Stockage



Décisionnel

Unifier pour Simplifier



Démos cas d'usage Supply Chain

La puissance par la simplicité



Merci.

