

Kinaxis[®]

RapidResponse[®]

RapidResponse bridges the gap between project management and supply chain operations to empower stakeholders in their respective roles.

- ▶ Project Managers – communicate project updates, make tradeoffs with competing priorities, formulate options to ensure project success/goals
- ▶ Operations Planners – ensure projects are supplied with all materials and resources necessary to execute on schedule, develop material options, perform resource leveling
- ▶ Finance – track costs, spend curves, billing, and revenue recognition

RapidResponse enables enterprises to manage their projects in the same system they manage their supply chain.

With better visibility and coordination of the interdependencies between functions, project management teams are able to keep projects on track despite ever-changing demand and supply variables.

Supply chain management is challenging because of

- ▶ unexpected changes in supply and demand,
- ▶ data silos that obscure the root causes of disruptions, and
- ▶ the inability to identify exactly who is responsible for making necessary corrections.

RapidResponse enables the world's leading manufacturing companies to create a plan, actively monitor performance to that plan, and quickly respond to disruptions wherever and whenever they occur across the value chain.

RapidResponse eliminates the divide between siloed business functions with a single product that truly delivers on the promise of integrating information, capabilities, and people for holistic coordination of an enterprise's operations across functional groups and business processes.

Integrated Project Management

The supply chain is core to a company's performance and has a significant cause-and-effect relationship with several parts of a business—Project Management is a prime example. For many enterprises, engineer to order companies in particular, successful project management relies heavily upon the maintenance of the supply chain, and the effective and efficient provision of materials, supplies, equipment and manpower.

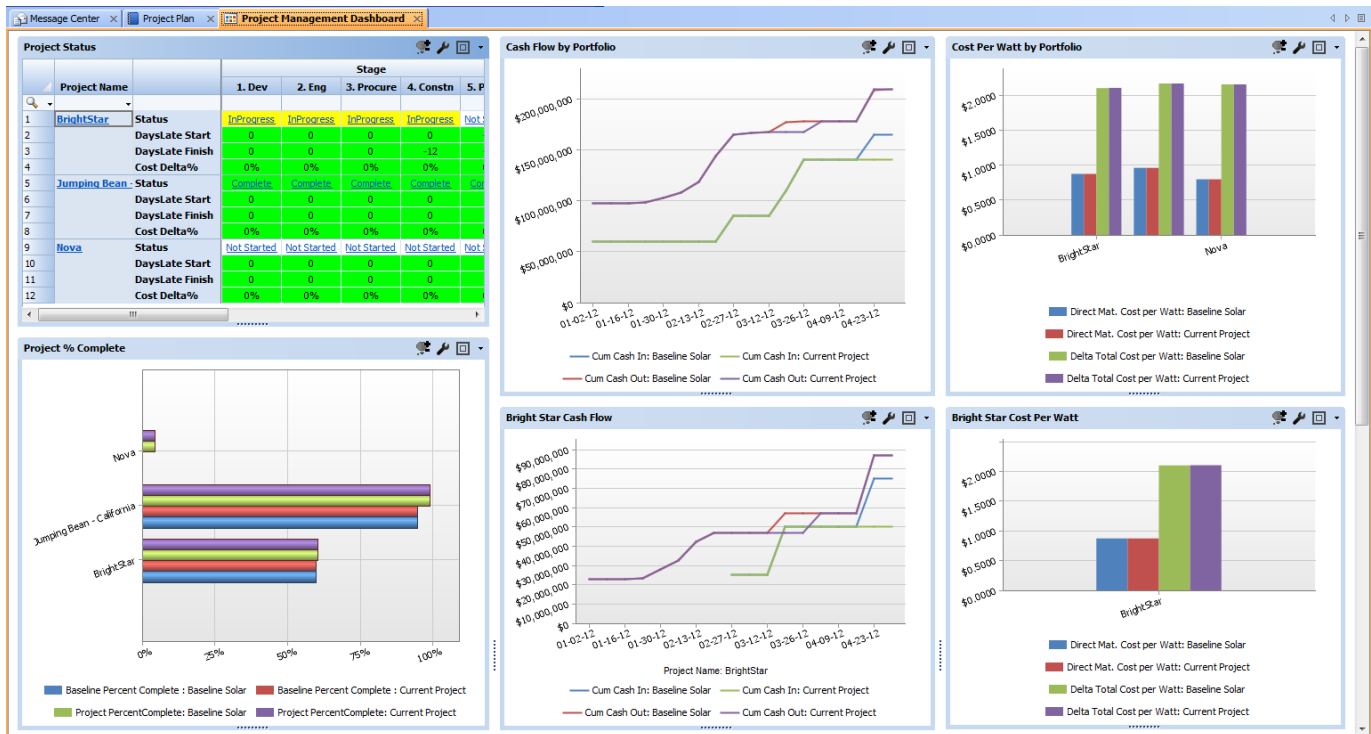
Understanding the Interdependencies

Companies are faced with the challenge of managing complex projects and complex supply chains, yet they do so in systems that run independently of one another. This means, for most, there is no accurate, single view of

- ▶ how a project is impacted by supply chain disruptions, or conversely,
- ▶ how a project change (e.g. change in scope) alters supply chain requirements.

With RapidResponse...

- actively monitor a project's critical path,
- be alerted to activities and events that put milestone dates at risk,
- collaborate with the supply chain on action alternatives, and
- respond quickly with the most profitable option.



As a result, most decisions are made without an idea of their true implications. These events, and the subsequent decisions, can have cascading negative impacts across the organization in the form of missed billing/revenue milestones, penalties, cost overruns, excess inventory, and idle or overburden resources, to name a few. With a high degree of material and resource volatility, it has become essential to establish tighter integration between project management and supply chain operations.

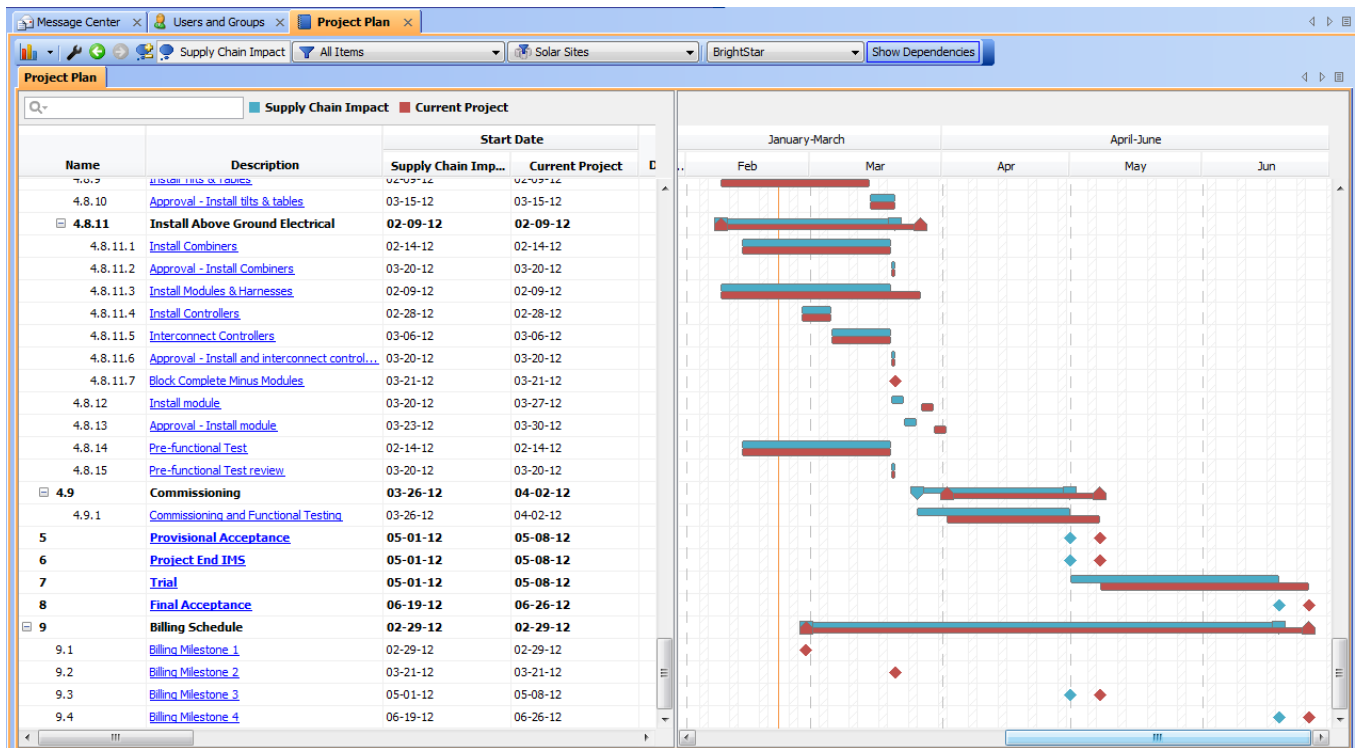
RapidResponse provides project management teams with resources to effectively and efficiently manage projects despite ever-changing demand and supply variables.

Asking the Right Questions

RapidResponse links project management “what-if” scenario capabilities to the supply chain analytics, and therefore can accurately calculate (and re-calculate) project schedules, enabling companies to quickly assess the implications of changes.

Working within one product, project managers are able to instantly analyze and answer key questions, such as:

- ▶ What adjustments can be made to keep to the schedule and maintain scorecard objectives?
- ▶ Who to action when there are issues with materials or resources?
- ▶ Which schedule or supply adjustment is financially optimal?



Providing the Right Information

RapidResponse's integrated project management capabilities enable users to:

- ▶ create and modify project templates
- ▶ view project tasks in a Gantt chart format, with associated project grid
- ▶ perform resource allocation and level balancing
- ▶ define KPIs that reflect project performance
- ▶ track approved projects against a baseline and configure alerts for key project milestones or KPI thresholds
- ▶ create and evaluate different planning scenarios
- ▶ establish a single view of projects/commitments in terms of cash flow, revenue recognition, and project performance

- ▶ compare different plan options (as a result of change), assess overall impact on project tasks, and optimize the use of project/program resources by evaluating profit/loss metrics
- ▶ tailor dashboards and project scorecards to view KPI's from a variety of perspectives

- ▶ Improved cash utilization
- ▶ Optimized deployment of resources
- ▶ Alignment between all stakeholders; Project Office, Supply Chain Operations, Finance, and your customers.

Reaping the Benefits

By embedding critical project management resources in the same system that you are managing the supply chain, decisions can be aligned and actions synchronized. By leveraging the project management capabilities of RapidResponse, customers can expect to achieve:

- ▶ Fewer missed project milestones
- ▶ Less financial penalties
- ▶ Decreased time to revenue recognition



ABOUT KINAXIS

Kinaxis delivers a cloud-based solution at the heart of planning and response management for value chain operations. Large manufacturing companies with complex supply chain networks and volatile business environments rely on [RapidResponse](#) for collaborative planning, continuous performance monitoring, and coordinated response to plan variances across multiple areas of the business. With RapidResponse, enterprises are able to attain a control tower solution that encompasses a full spectrum of supply chain related business processes, including such functions as: [S&OP](#), [supply and capacity planning](#), [demand planning](#), and [supplier collaboration](#). As a result, Kinaxis customers have replaced disparate planning and performance management tools and are realizing significant operations performance breakthroughs. From a single product, customers are able to make both long-term and real-time demand and supply balancing decisions quickly, collaboratively, and in line with the shared business objectives of multiple stakeholders.

www.kinaxis.com

Kinaxis World Headquarters
700 Silver Seven Road
Ottawa, Ontario
Canada K2V 1C3
tel: +1 613.592.5780
toll free: +1 866.236.3249
support: +1 866.463.7877
fax: +1 613.592.0584
email: info@kinaxis.com

To the best of our knowledge, this case study is accurate as of the date published. This data sheet may be updated by Kinaxis from time to time at its discretion.

Copyright © 2012 Kinaxis Corp. All rights reserved. Kinaxis, the Kinaxis logo and RapidResponse are trademarks of Kinaxis Corp. All other brands and product names are trademarks or registered trademarks of their respective companies.

05.12



KINAXIS[®]