



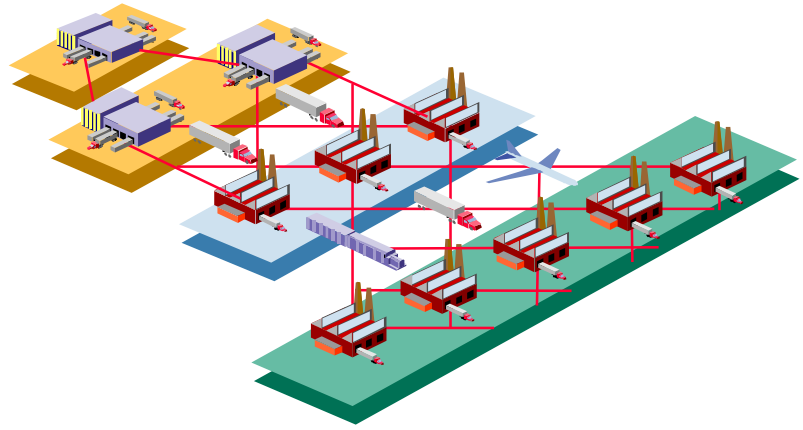
# Supply Chains in Sync



**EN**vision and  
**I**nteractive  
**C**ollaboration in information and  
**MA**terial supplies

Nothing is more powerful than an idea  
whose time had come - V. Hugo -

Gartner, AMR and Meta Group predict the substitution of established EDI standards along with the legacy rigid and expensive point-to-point solutions by the share of information over the Internet. AMR expects the market for ASP based SCEM solutions (Hosted Supply Chain) to grow considerably in the next years.



## Information replaces Inventory

### MARKET NEEDS

Globalization, outsourcing and mass customization raised complexity and dependencies in whole related groups of yet stand alone but connected enterprises. Gaining competitive advantages within multitier supply networks will more and more depend on having best-in-class supply chains rather than enterprise or product specific features. Increasing service levels and at the same time reducing inventory and process costs are the critical factors. ENICMA's goal is to connect Value Added Networks (VAN) to e-enabled supply chains. Thus to support real time information exchange to coordinate and synchronize demand, supply and transport over the net.

### GOALS

The services of ENICMA are based on the effect of immediately available knowledge on the complete state of a supply chain and the visualization of critical processes - wherever and whenever needed. Our aim is to raise flexibility and service levels while simultaneously decreasing the cost for inventory and processes in single companies and whole networks.

Customers and suppliers communicate their demands and deliveries over a common communication platform. This enables the coordination of production and transports between the different nodes of the supply chain. This integration is independent from company size and IT-infrastructure and supports decentralized decision processes and inter-company control loops - essential building blocks for the successful collaboration of independent companies.

### CONCEPT

ENICMA offers innovative solutions to manage intra- and inter-company supply chains. The range of product and services encompasses support of operational logistics, integration platforms for suppliers and customers and management and control of value chains. ENICMA offers its clients complete services and proven Internet-based solutions. The concept contains:

- a **software environment** for managing, visualizing and observing stock, orders and deliveries in company networks. Access to this environment is provided over the Internet
- the **service** of integrating the participating companies into a common environment both organizational and IT-specific
- the **supply of the necessary infrastructure** for connecting each company as well as the use of the offered functionality in a hosted environment (Application Service Provider)

## Information replaces Scrap

## Information replaces Down times



## Solutions

ENICMA offers a set of solutions dedicated to cover specific needs and requirements in integrated supply networks as well as to address different levels of logistical partnerships.

### SUPPLY CHAIN MAPPING (ICON-SCMap)

ICON-SCMap supports the analysis of a network structure and detection of critical paths. It allows distributed modeling of a supply chain, the exchanged products and the relations between companies (nodes). Identifying production capacities and their short and mid term raising options enables accurate operational forecasting over the whole chain. Key figures of the supply chain like depth, width, planned lead times, buffers, multi sourcing supply, transportation modes are visualized and exchanged within the participating partners.

### VENDOR MANAGED INVENTORY (ICON-VMI)

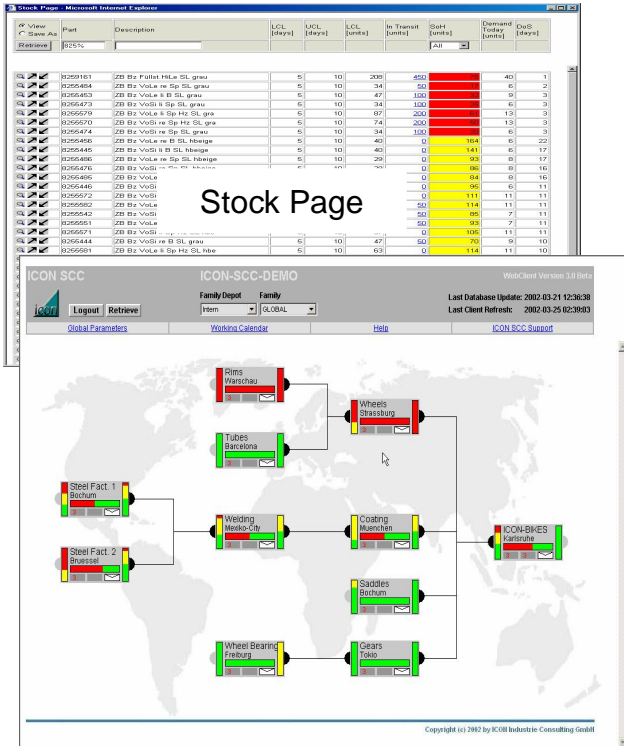
ICON-VMI allows the implementation of a consignment stock environment with your direct suppliers. The suppliers receive demand, forecast and promotional data in real time and take care of ordering, replenishment and inventory control. Inventory is owned and controlled by the supplier resulting in higher flexibility and reactivity in respect to changing demand. ICON-VMI visualizes actual as well as planned demand and inventory levels. It supports automatic alerting and highlights the forecasted critical issues, i.e. out-of-stock situations, so that corrective actions can be taken (management by exception). ICON-VMI helps to smooth your demand curve and raise your service level.

### SUPPLY CHAIN CONTROL (ICON-SCC)

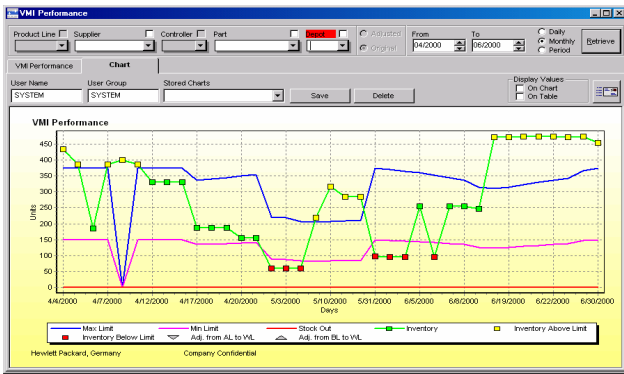
ICON-SCC is the new generation Supply Chain Event Management tool (**SCEM**) and goes beyond the one level VMI-supplier integration. It visualizes and monitors all material and information flow in multilevel supply networks. The maximum transparency of cascading demands, inventory levels and material supplies leads to significant savings in logistics and handling costs for every partner in the chain. Both intuitive graphical display and threshold based automatic alerting allows for the first time monitoring and control of complete value chains over the Internet. ICON-SCC integrates all the different ERP- and legacy-systems independent from enterprise size and system complexity thus allowing a simple and affordable integration of small and medium enterprises (SME).

### BUSINESS PERFORMANCE MANAGEMENT SYSTEM (ICON-BPMS)

- Anything measured improves - Based on this principle ICON-BPMS allows definition and calculation of key performance factors relevant to the supply chain of your company. Using OLAP functionality company specific operating figures are integrated in the analysis of performance indicators like delivery reliability, lead times, quality compliance etc. ICON-BPMS can be integrated in a web based portal solution and supports data comparison and reporting based on performance figures from the Supply Chain Council (SCOR).



"SCEM software allows a company to respond to unplanned events on an exception basis. SCEM comprises a set of integrated software functionality supporting five business processes: monitor, notify, simulate, control & measure. SCEM will become extremely important as supply chains move from a single enterprise controlling multiple processes to multiple enterprises that control a single process distributed across trading partners."  
*From the AMR Report On Supply Chain Event Management,*





### Customers of the ICON Product family (excerpt from +100 Customers)



### Access to ENICMA's services

Solutions and services are easily accessible over the Internet via standard web-browsers at any time (24x7). Each user can retrieve the relevant information and display it in various styles. The graphical monitoring allows fast content visualization and easy tracking of critical issues and explanation of exception causes.

Error prevention can be supported even more through automatic alerting in case threshold values are exceeded. New and altered demand or supply data is constantly exchanged and updated between each partner in the chain and the central information platform. The platform therefore being the central integration link between the independent partners in the value chain.

### Benefits

- Reduction of goods on stock and goods in transit
- Fast and smooth connection to single companies without altering the existing IT-infrastructure
- Easy access with a web-browser acting as "window" to the supply chain
- Transparency of goods on stock and goods in transit
- Reduction of unscheduled "emergency actions"
- Significantly smoother production flow
- Reduction of scrap parts
- Reduction of routine work - Management by Exception
- Low roll-out cost - short ROI
- Communication over a central information platform - prevention of time-consuming and error-prone one-to-one data exchange
- Tracking- and Tracing - direct connection to supply and shipment data

### Company and Team

ENICMA aims to offer innovative yet proven solutions to support its customers in optimizing their supply chains.

The team of ENICMA has deep and profound know-how in IT-integration and logistics consulting. With our expertise in production, sales and logistics we helped our international customers in achieving their goals. The partnership and cooperation with research institutes and best-in-class development companies additionally ensures a long-term transfer of innovative IT-solutions into practice and guarantees continuous market advantages for our users.

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