



INSPIRING VALUE CHAIN ADVANTAGE

Oracle Value Chain Summit

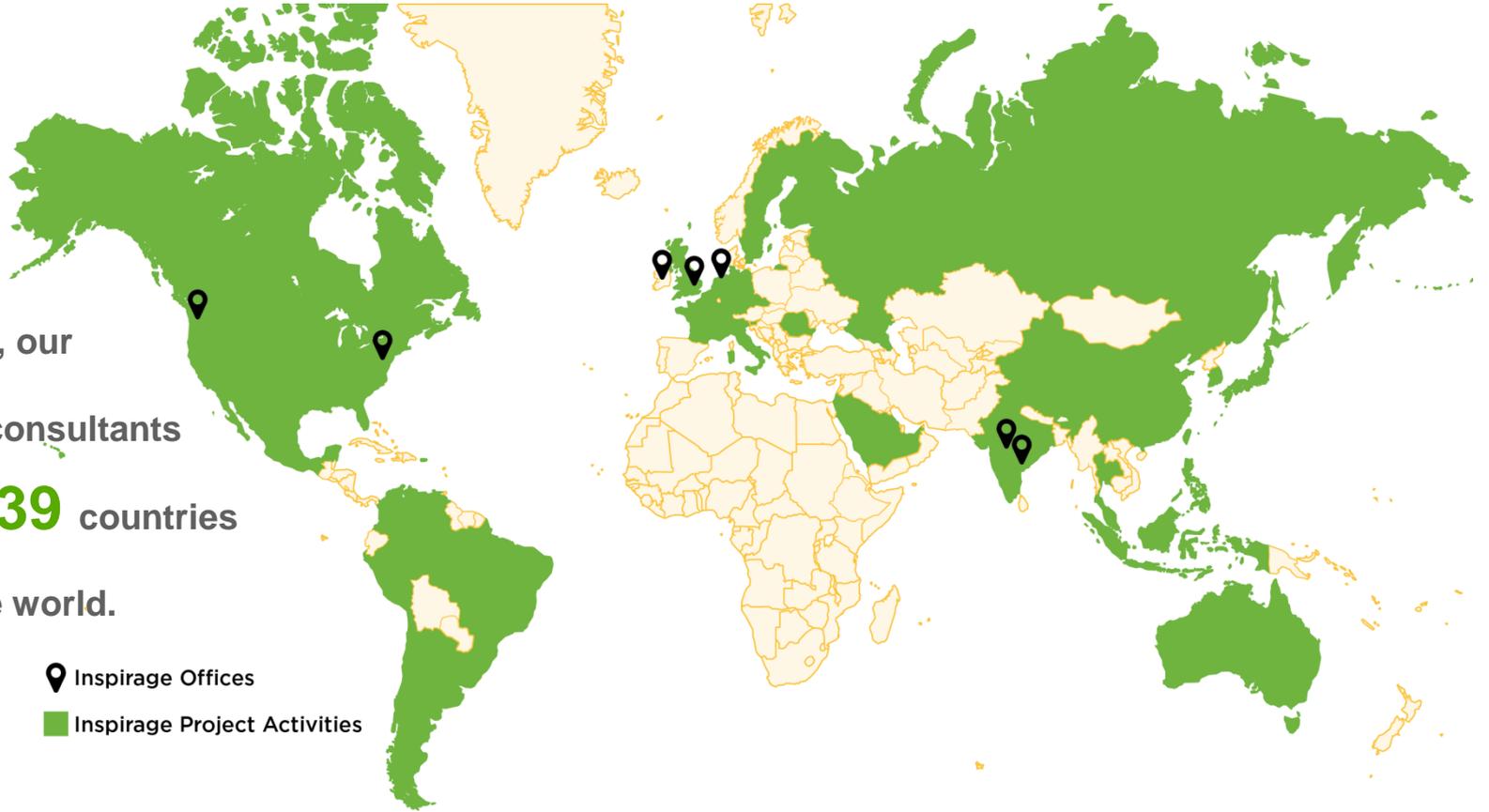
Keynote Presentation

Jonathan Corbett, *Vice President of North American Business Development, Inspirage*
Michael Groesch, *Vice President of Integrated Supply Chain Planning, NCR*



In **2013**, our
240+ consultants
worked in **39** countries
around the world.

-  Inspirage Offices
-  Inspirage Project Activities



AWARDS AND PARTNERSHIPS

ORACLE Platinum Partner
Specialized
Oracle Accelerate for Midsize Companies

ORACLE Platinum Partner
Specialized
Oracle Transportation Management

ORACLE Platinum Partner
Specialized
Oracle Value Chain Planning - Demand Management (Demantra)

ORACLE Platinum Partner
Specialized
Oracle E-Business Suite Supply Chain Management

ORACLE PARTNER NETWORK
2011 ORACLE TITAN AWARD NORTH AMERICA

ORACLE FUSION APPLICATIONS

APPLICATION SPECIALIZATIONS

ORACLE Platinum Partner
Specialized
Consumer Products

ORACLE Platinum Partner
Specialized
High Tech

ORACLE Platinum Partner
Specialized
Life Sciences

ORACLE Platinum Partner
Specialized
Oil and Gas

ORACLE Platinum Partner
Specialized
Wholesale and Distribution

INDUSTRY SPECIALIZATIONS

Inspirage



NEW 2013
Oracle Asia Pacific Applications Partner of the Year Edge

Introductions – Michael Groesch NCR

Michael Groesch is Vice President of NCR's Integrated Supply Chain Planning, across multiple lines of business. He has recently taken on new responsibilities to apply the same management processes to NCR Services' hardware maintenance business.

Mike led the business process and systems redesign that has helped NCR move up the Gartner Maturity Model from Reacting to Collaborating to now approaching the highest level, Orchestrating.

Mike joined NCR in December 2008 after working at Microsoft Corporation for 13 years. At Microsoft, Mike was involved in the Xbox manufacturing start-up and Xbox 360 strategy development. He installed the Entertainment and Devices Division S&OP process and custom tools at Microsoft and was also a product unit manager for the Zune Accessories business.

Mike is a graduate from Purdue University with a Master of Science in Industrial Engineering and a Bachelor of Science in Mechanical Engineering. Mike holds three patents.



Strong, stable and growing

\$5.73B

revenue
**(up 8% on 2011
revenue)**



300M

transactions
every day
around the world



13,000

Services
Professionals in
90 countries



**TOP 100
SOFTWARE
COMPANY**

2011 Tech research
international



**TOP 100
GLOBAL
INNOVATORS**

2011 Thomson
Reuters Award



“NCR is radically transforming the way business is transacted.” **SEEKING ALPHA**

Making the everyday easier



SHORTER LINES

#1
provider of ATMs worldwide



EASIER CHECKOUT

#1
Globally in self checkout technology



FASTER PAYMENT

38%
of the top US-based chain restaurants use NCR



...across more industries and countries than anyone else in our market



SMOOTHER JOURNEYS

80%
of top US airlines use NCR passenger enablement



BETTER CONNECTED

8 of 10
top telecoms and OEMs use NCR



NCR Manufacturing Locations



NCR S&OP Transformation

Vision

“Sell what we make, make what we sell profitably”

Based on the following **Principles**

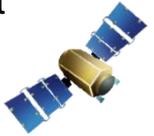


Driving to NCR business goals

- One NCR, one plan
- Developed through Role based collaboration
 - Sales, Marketing/Product Management, Demand Planning, Supply Planning, Finance
- Captured in a single sources of truth
 - Units & Dollars
 - With defined Metrics
- Grounded in Reality
 - Choices and Consequences
- Supported by
 - Integrated process & tools

Extending View to Mid and Long term

Product
Life
Cycle
Mgmt

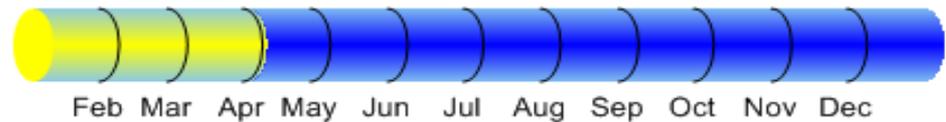


Rolling 12-18 month Plan of Record - Strategic/Tactical

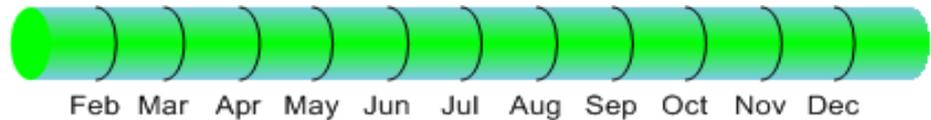


Current Month/Quarter
Tactical

Revenue Assurance Shadow



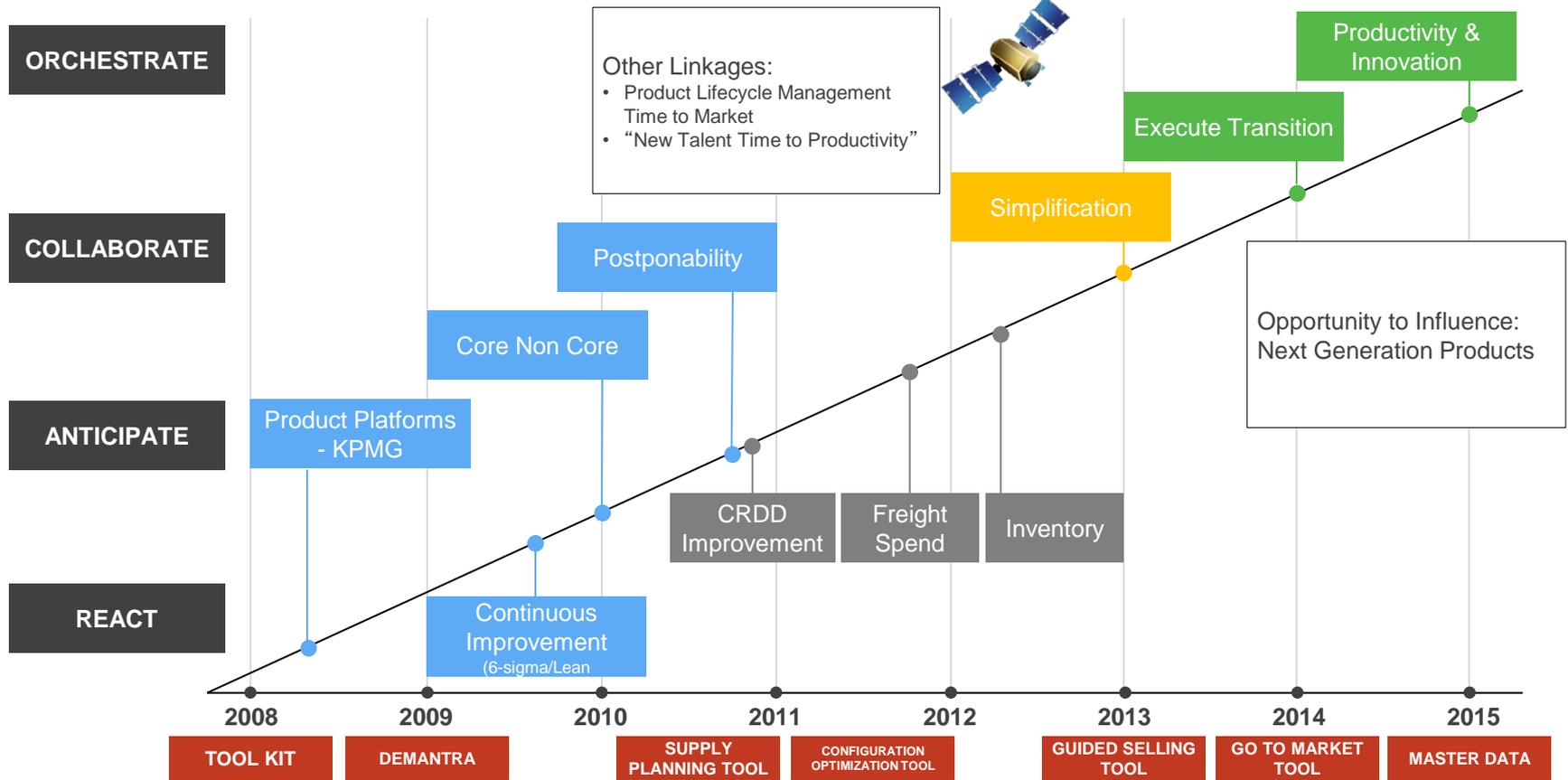
Plan of Record



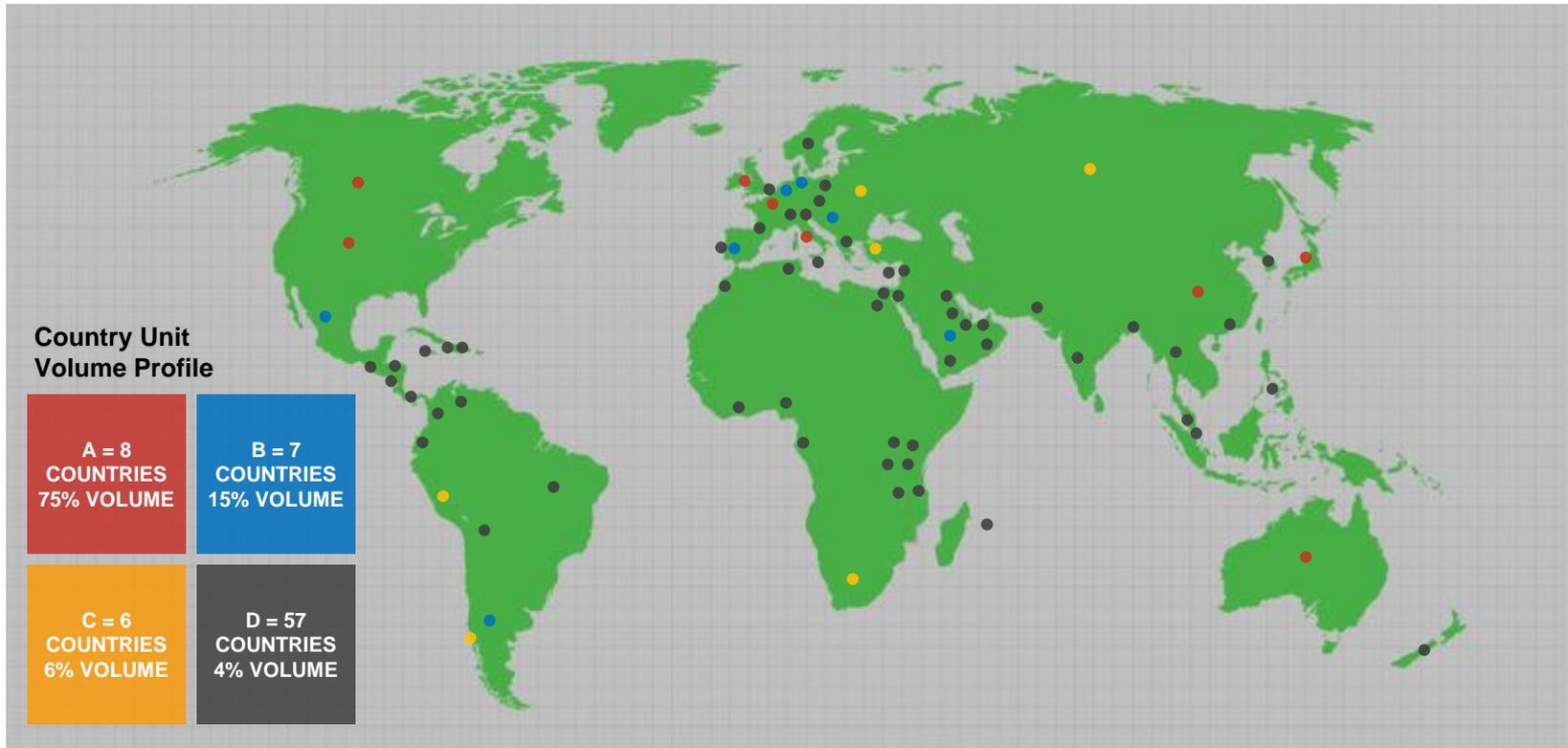
Challenges:

1. Balance corporate rhythms
2. Integrate Financial and Operation as one discussion
3. Drive Accountability

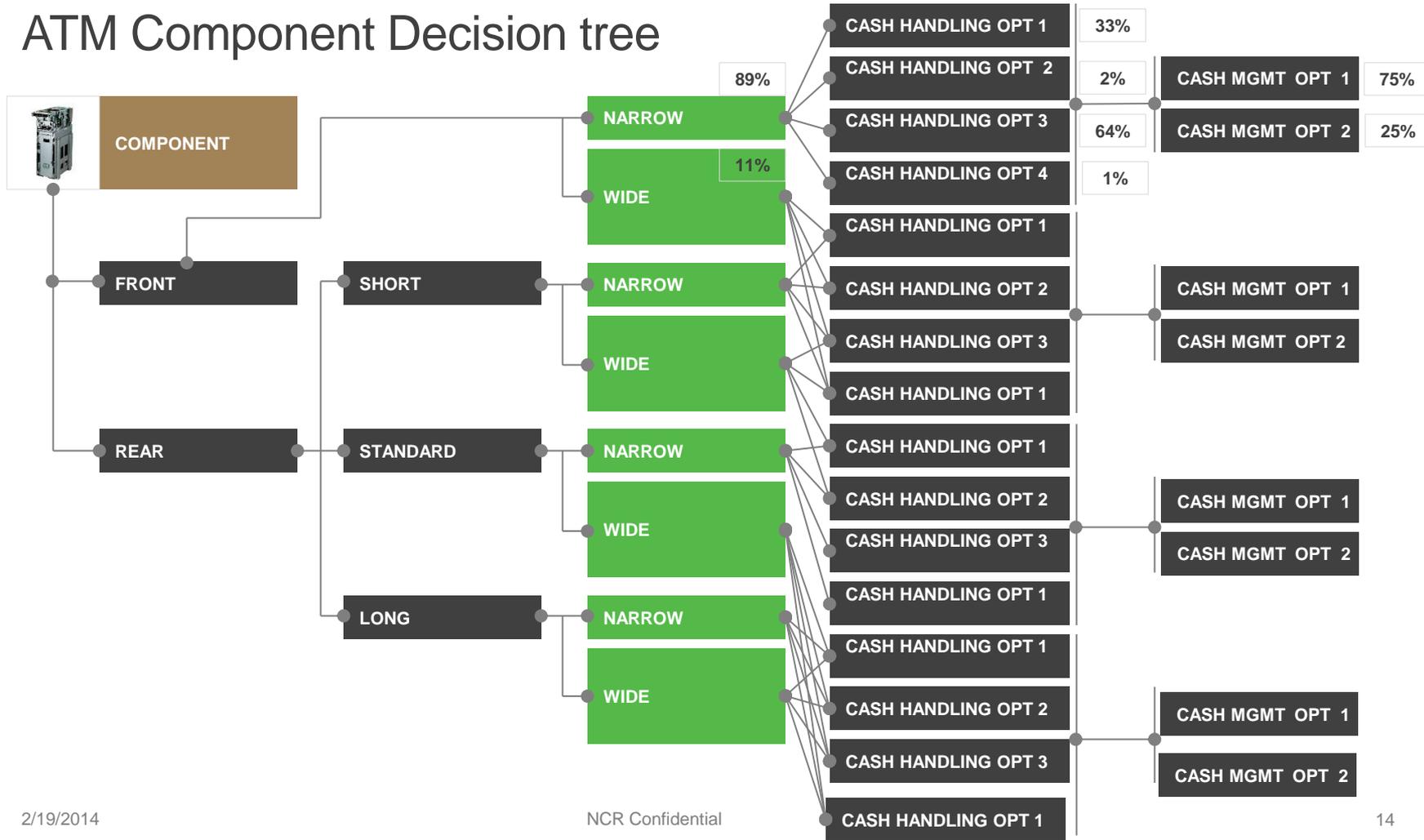
Solution Complexity Reduction – Next step on the Journey



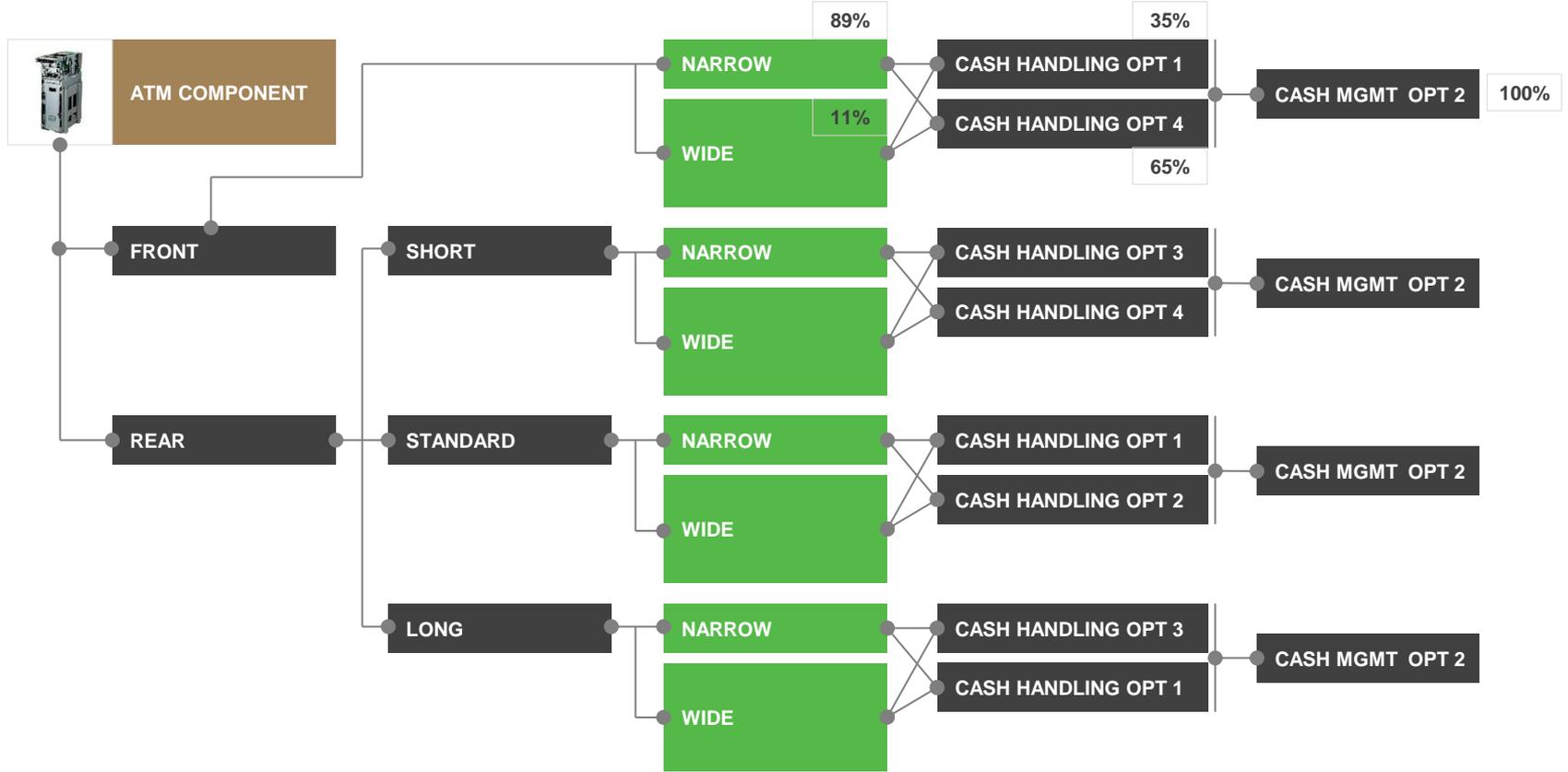
Global Country Demand Profile - Example



ATM Component Decision tree



ATM Component Recommended Decision Tree



Operational Performance

Customer Requested Delivery Date	83% ↑
Product Forecast Accuracy	66% ↑
Production Volumes	66% ↑
Inventory Turns	8.0% ↑
Freight Expedite Spend	37.1% ↓

