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Where Planning meets Execution: A real-world Supply Chain Case

June 11, 2026

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Today's Agenda

- Introduction
- The Customer Story
  - Problem Statement
  - The Solution Approach
- Interdisciplinary Excellence

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Challenge Accepted

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Problem #1
Competitive Proof of Concept

<8 Weeks from a standing start to demonstrate a global logistics business process using the customer's data, for North America, EMEA, and APAC, with region specific scenarios.

Problem #2
Proof of Value

Using customers data and the recommended solution approach identify the value to the customer.

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Take Away #1

Is the pain you experience the symptom or the problem?

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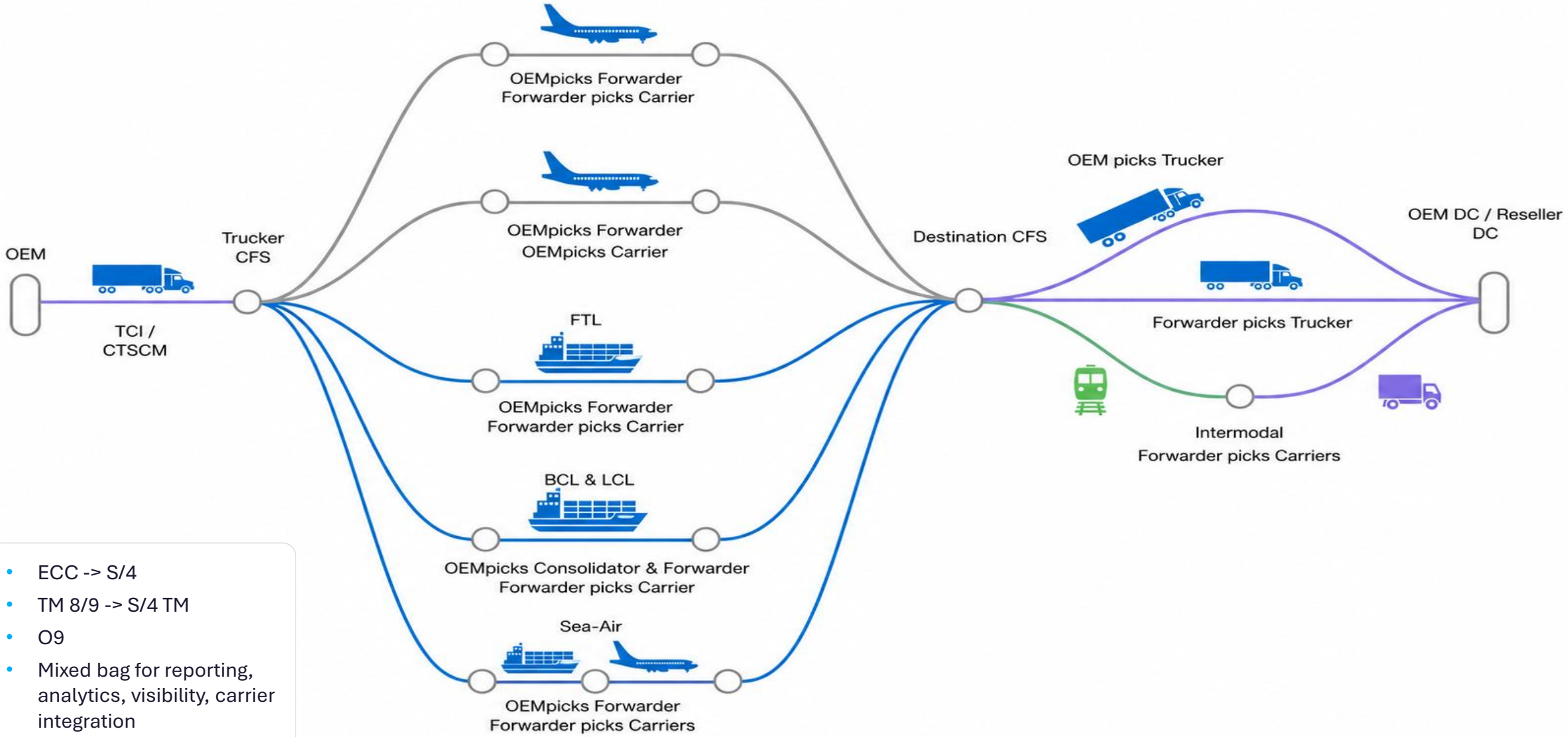
Current State



- ECC -> S/4
- TM 8/9 -> S/4 TM
- O9
- Mixed bag for reporting, analytics, visibility, carrier integration

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Take Away #2

“If you can’t communicate something simply, then you don’t understand it well enough…”

-Einstein-

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Synchronized Logistics Planning & Execution

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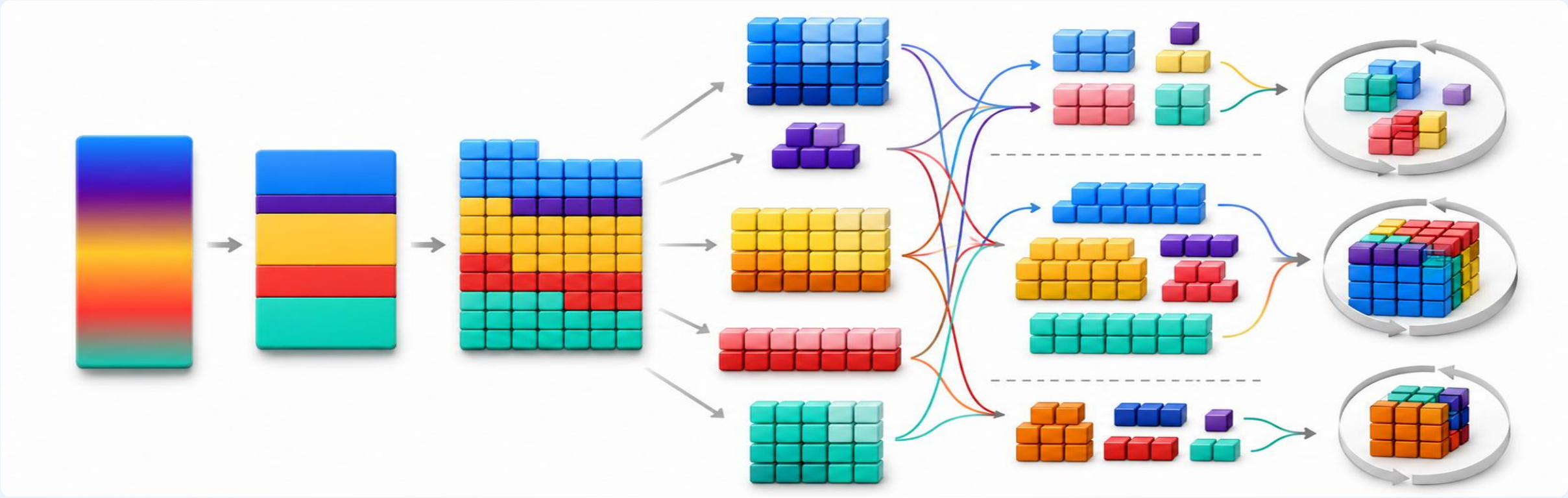

STRATEGIC	TACTICAL	OPERATIONAL	EXECUTION	VISIBILITY
LONG-TERM PLANNING	ROLLING WEEKLY PLANNING	PRE-EXECUTION	TRANSPORTATION EXECUTION	FREIGHT COSTING

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Synchronized Logistics Planning & Execution

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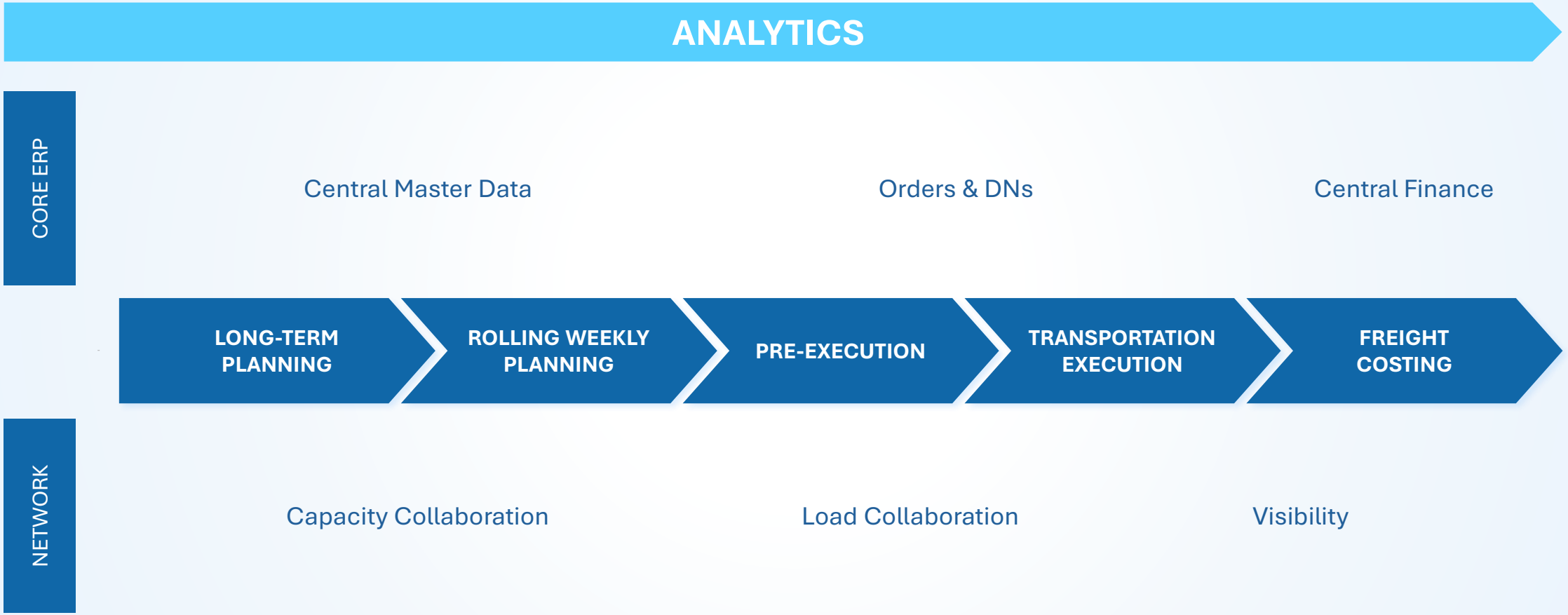

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POC Scenarios – Forecasting & Planning

Forecast Preparation

Review forecast data
Set optimizer parameters

Optimization

Review network
Execute optimization engine

Review Optimization Results

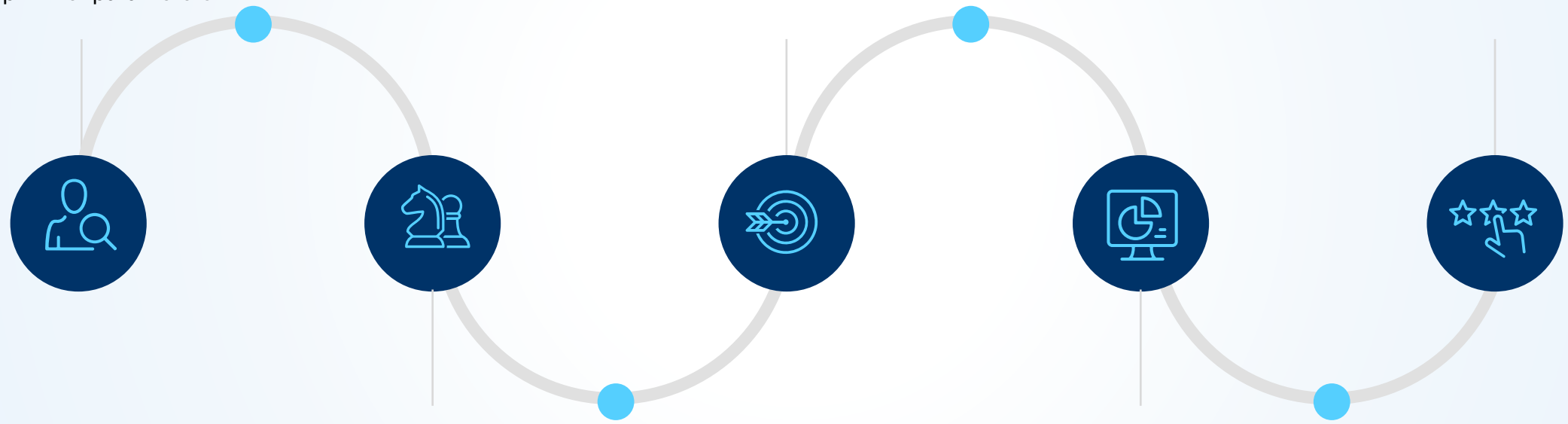
Capacity Allocations
Business Share Rules

Run What-If Scenarios

New Tariffs (weeks +2 & +3)
Carrier Capacity Loss
NPI Forecast Spike

Seamless Process Integration

Carrier Collaboration
Follow-on Pre-execution



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POC Scenarios – Pre-execution & Execution Visibility

Execution Planning by region

Forecast Handshake

Carrier Selection Analysis

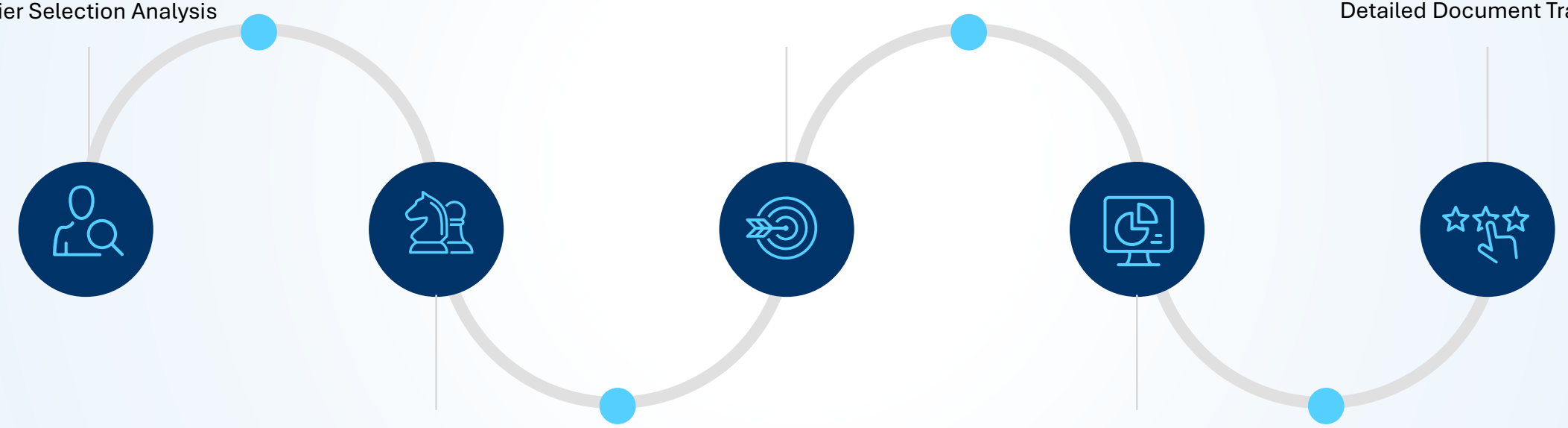
Package Building and Load Planning

Best Practices from the Industry

Visibility & Exception Handling

Global View

Detailed Document Tracking



Single- and Multi- stage Loads

Transportation Stages

Mode-specific Planning

Carrier Collaboration

Tendering

Appointment Scheduling

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POC Scenarios – Freight Audit and Pay

Freight Cost Dashboard

Cost metrics

Spend by tier

Freight Charge Calculation

Base Charges

Accessorials

Event Based Charges

Invoice Match & Dispute Management

Carrier Integration

Approval Tolerances

Freight Accruals

Document Flow

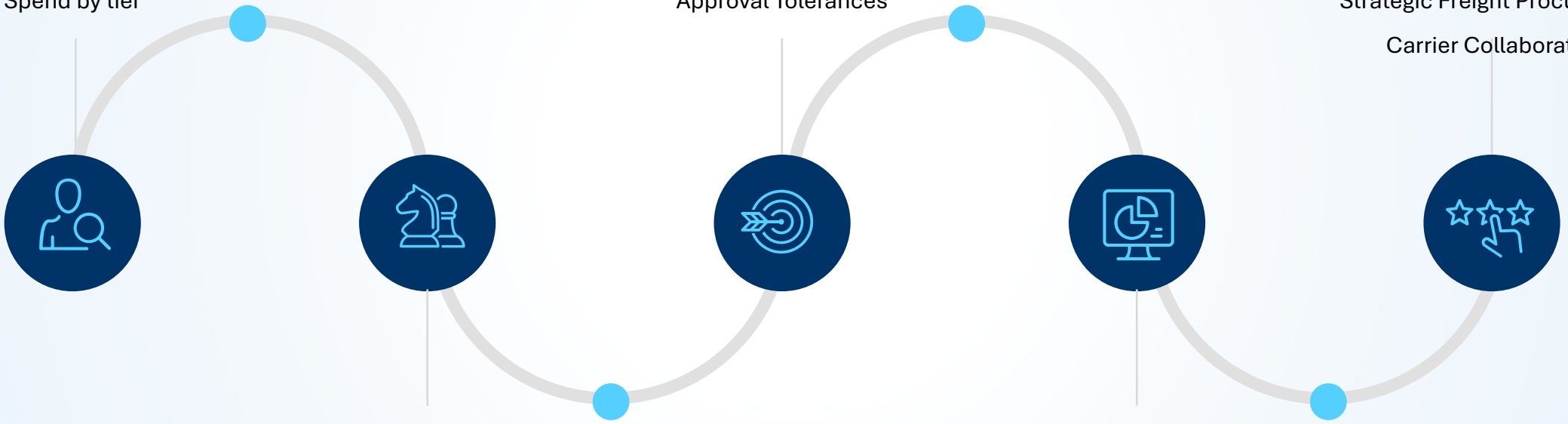
Finance Integration

Additional Topics

Mode Specific Charges

Strategic Freight Procurement

Carrier Collaboration



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Take Away #3

Agentic AI prefers that silo's are removed, context is shared, and the solution is holistic.

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Planning Horizons Cost vs. Time

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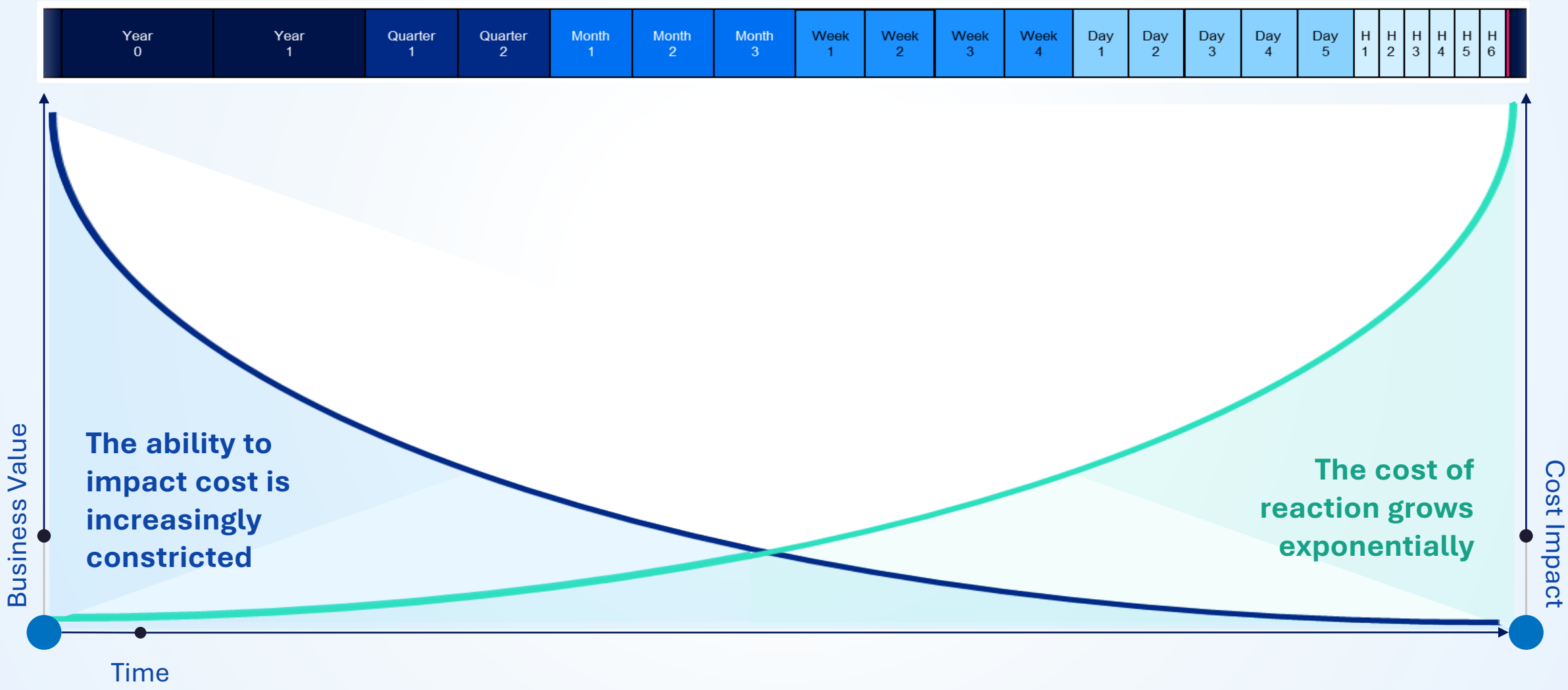

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Process View: SCO Simulator - Outbound Logistics

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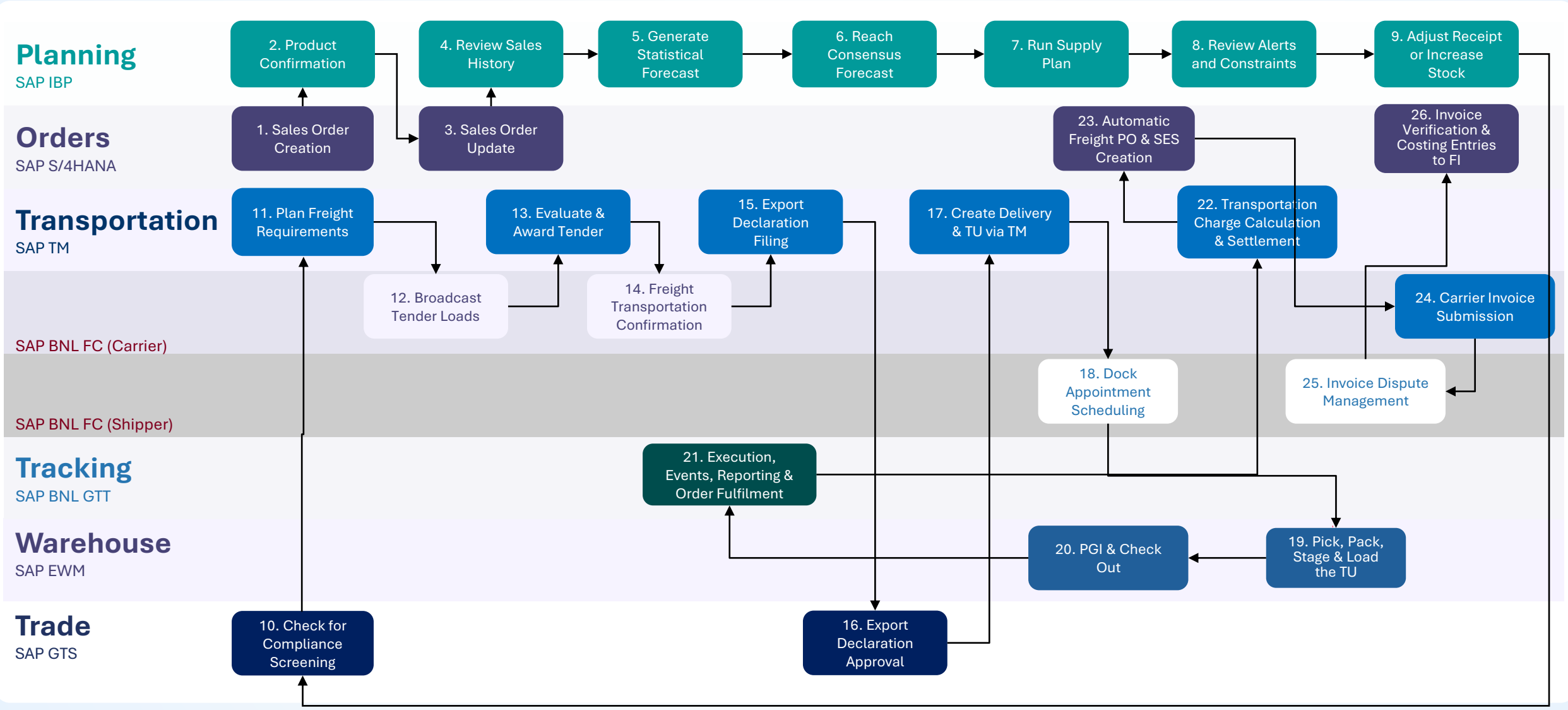

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Start with the End in Mind

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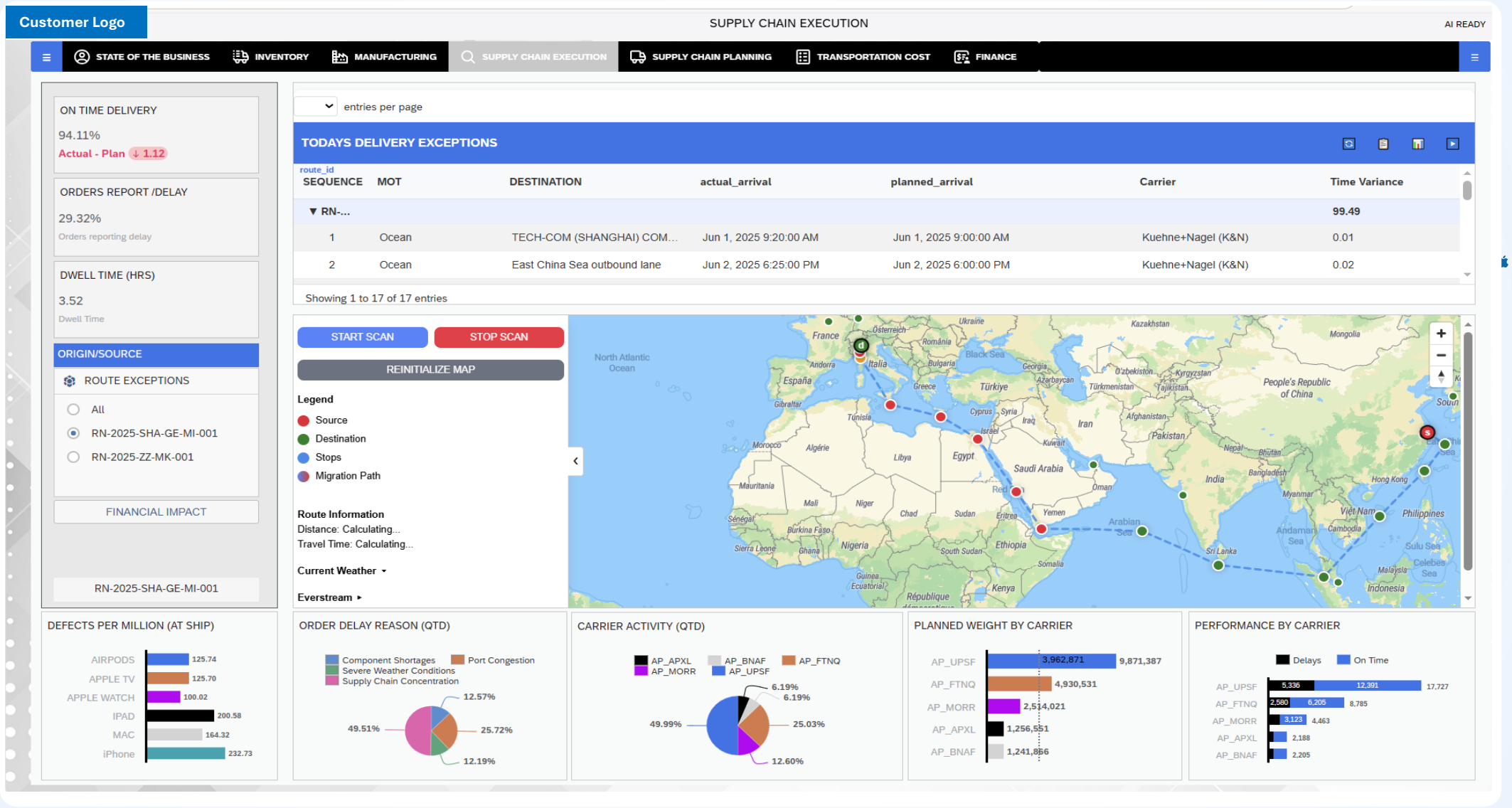

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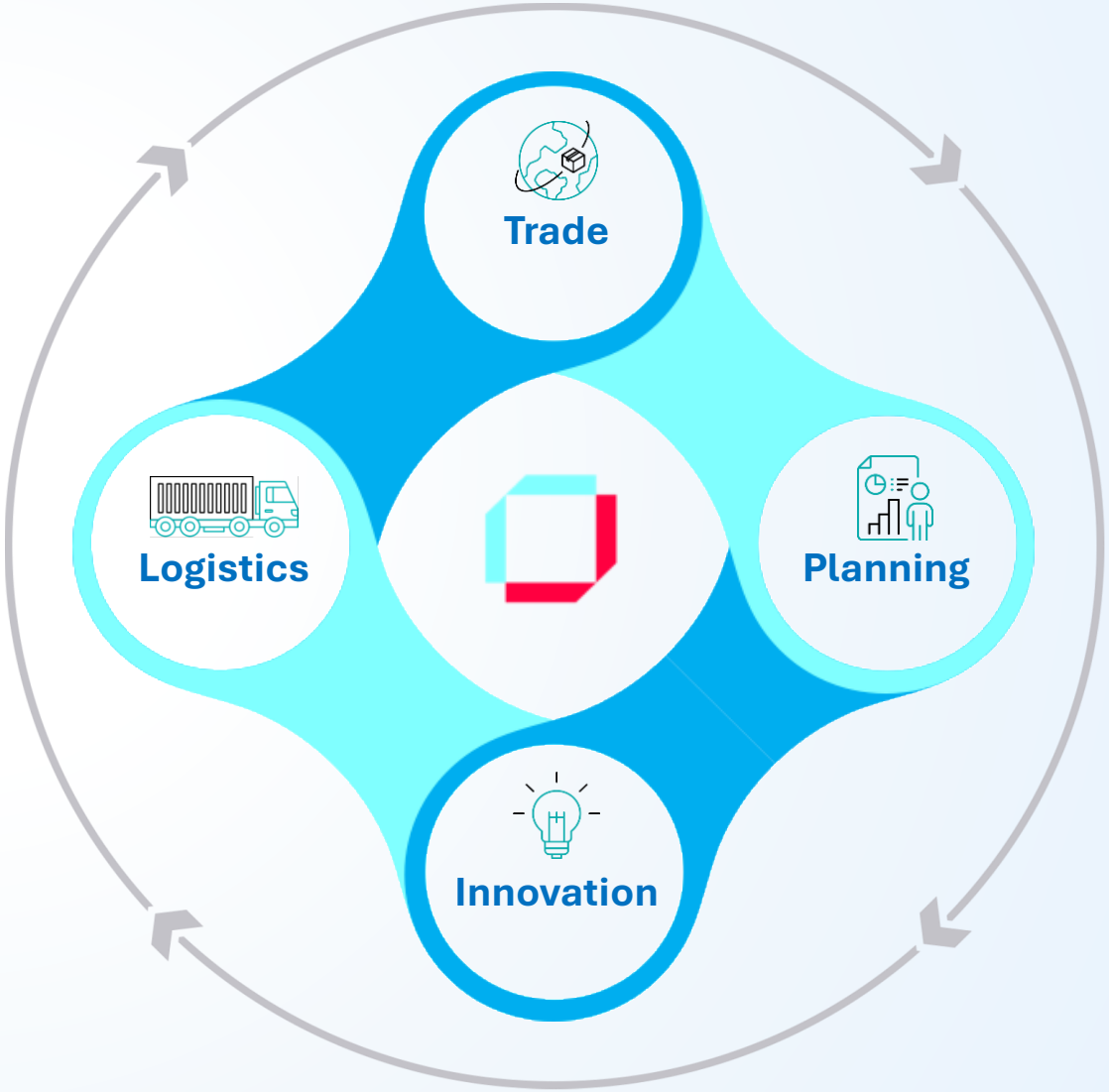
Today’s needs met with Tomorrow’s solution

Interdisciplinary Excellence – breaking down silo’s, increasing agility, improving risk-resilience



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Proof of Value

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Results:

- Proven Business Impact: $100M+ savings validated with North America data set alone.
- Improved Visibility: Analytics and dashboard-driven insights
- Data at Scale: Real operational data enables better decisions
- Integrated Execution: Connected logistics across enterprise and partners
- Unified Platform: Planning and execution in one ecosystem
- Business Alignment: Supports operational and leadership priorities

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