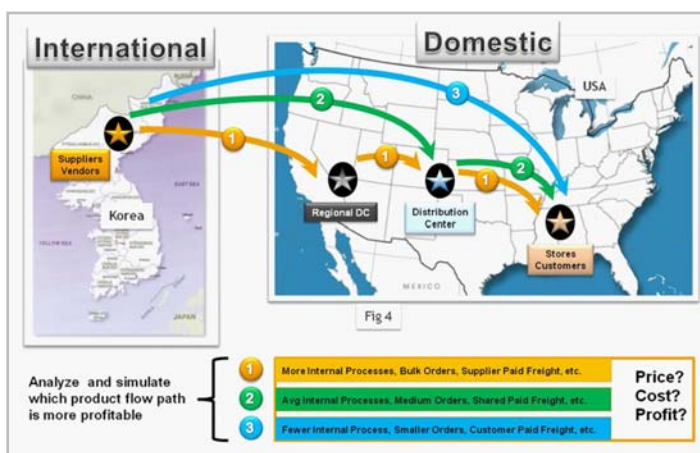




# Acorn Supply Chain Analyzer™

## Monetize Your Supply Chain and Capture the Profit Potential

Acorn Supply Chain Analyzer is the only enterprise modeling and simulation tool on the market that allows you to analyze the total supply chain cost, trade-deal funding, and net profit of any product through any flow path to make cost-effective supply chain decisions. The solution evolved from Acorn Systems' many years of experience in cost-to-serve and supply chain analytics.



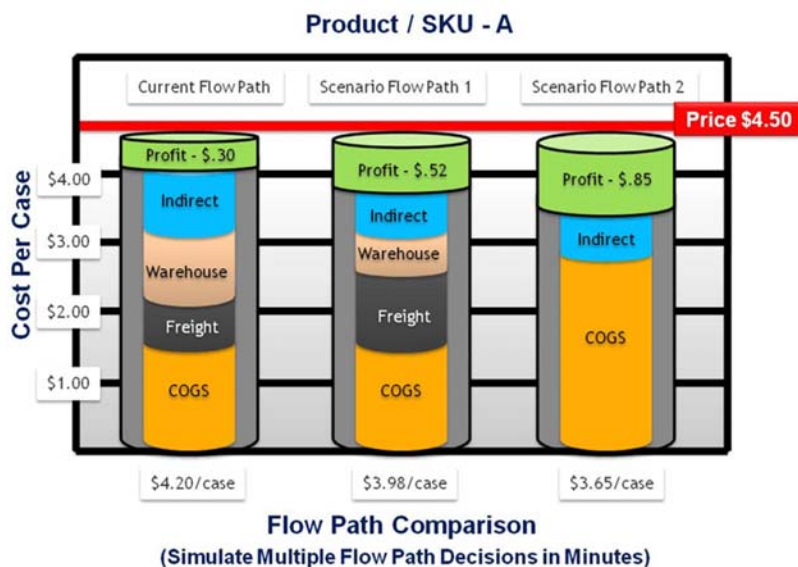
A recent survey predicts that Global Sourcing will increase by 65% over the next 5 years.

## Why is this important?

- Reduce 3-5% of your current supply chain costs – make proactive rather than reactive decisions
- Monetize your supply chain - negotiate and change supplier / customer-driven behaviors
- Decrease working capital - minimize inventory, maximize accounts payable terms, and improve the cash flow of the supply chain

## Flow Path Comparisons Promote Proactive Decisions

Simulate the product flow path of thousands of products and SKUs through the supply chain, including trade deal funding and supply chain cost components. The insight created by Acorn Supply Chain Analyzer enables you to negotiate with your trading partners with confidence because you have all the numbers you need at your disposal.



## As much as:

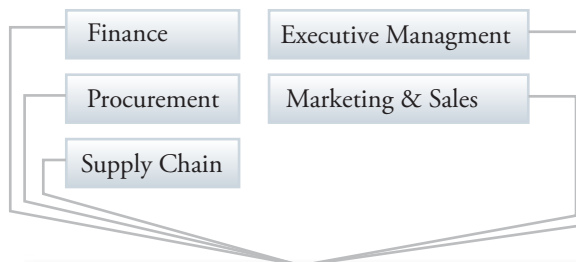
- 40% of an item's selling price can be linked to end-to-end supply chain costs!
- 12% of an item's price can be linked to trade-deal funding!

## Reduce 3-5% of your Supply Chain Costs

Use one version of the truth to make synchronized and profitable decisions

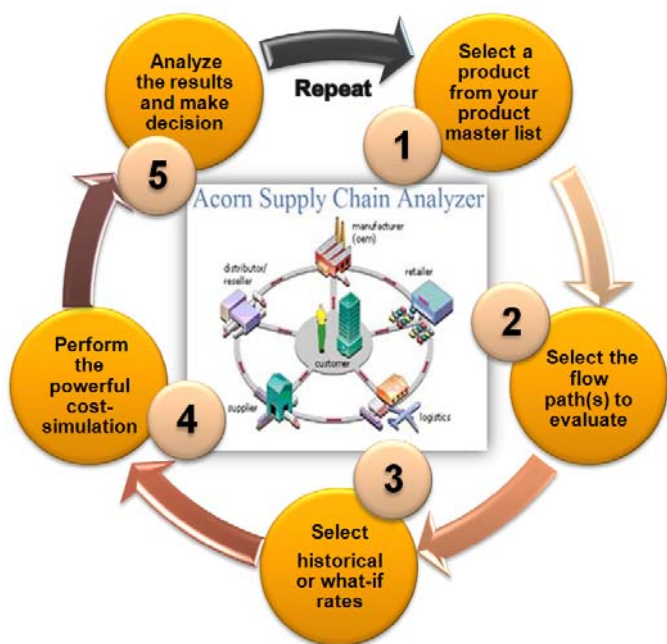
- **Finance** – Monitor the cost of capital component associated with the working capital consumed by the supply chain
- **Procurement** – Negotiate on products, SKUs, and trade deal funding activities and terms
- **Supply Chain** – Maximize efficiencies, monetize the supply chain, and eliminate unnecessary costs
- **Executive Management** – Give C-level executives and LOB managers P&L responsibility with a proactive tool to increase profitability
- **Marketing and Sales** – Identify and promote profitable products using promotional terms to customers, what-if scenarios, cost-to-serve and cost plus pricing

## Acorn Flow Path Profit & Loss Across Departments



Product A		
<b>Sales</b>		
Revenue	\$ 7,124,906	101.0%
Customer Supply Fee	\$ (30,026)	
Discounts	\$ (43,561)	
<b>Total Sales</b>	<b>\$ 7,051,319</b>	<b>100.0%</b>
<b>COGS</b>		
COGS	\$ 6,349,501	90.0%
Slotting	\$ -	
Private label	\$ (78,613)	-1.1%
Volume Incentive	\$ (31,748)	-0.5%
Other	\$ (55,673)	-0.8%
LIFO	\$ (24,987)	-0.4%
<b>Total COGS</b>	<b>\$ 6,158,480</b>	<b>87.3%</b>
<b>Gross Profit</b>	<b>\$ 892,839</b>	<b>12.7%</b>
<b>Indirect Expenses</b>		
Finance	\$ 8,754	0.1%
Customer Service	\$ 4,908	0.1%
Marketing/Sales	\$ 8,754	0.1%
Transportation Expense	\$ 90,874	1.3%
Warehouse - Receiving	\$ 145,783	2.1%
Warehouse - Repackaging	\$ 13,746	0.2%
Warehouse - Pallet Building	\$ 187,612	2.7%
<b>Total Indirects</b>	<b>\$ 460,431</b>	<b>6.5%</b>
<b>Net Profit</b>	<b>\$ 432,408</b>	<b>6.1%</b>

## Supply Chain Analyzer is Easy to Use



**Satisfy the CEO** - A recent survey of CEOs regarding their supply chain initiatives found that over 80% consider supply chain measurement to be critical to their business strategy. Acorn Systems, The Profit Improvement Company, delivers supply chain solutions that increase revenue, reduce costs and improve operational efficiency.