

Oco Solution for Manufacturing Companies



The Oco Solution

- Best practices solution with dashboards, key performance indicators, reports, and alerts
- Immediate access to critical business data from disparate sources
- Rapid deployment in 6 to 10 weeks with easy user adoption
- Fixed price, fixed time
- Unlimited users, including suppliers and customers

“ We have found many opportunities for savings by being able to analyze and view information in an integrated way, and we were able to **recover our investment in the first 30 days** of the solution implementation.”

Bill Coyne,
Director, Purchasing & Logistics,
Welch’s

Business initiatives demand improved cross-functional reporting

Manufacturing related companies – consumer packaged goods, equipment OEM’s, industrial parts & components providers, pharmaceutical & process manufacturers, and independent equipment service providers – are all driving to grow top-line, reduce costs, improve working capital, and enhance the customer experience. These objectives are realized through multiple operating initiatives, which may include:

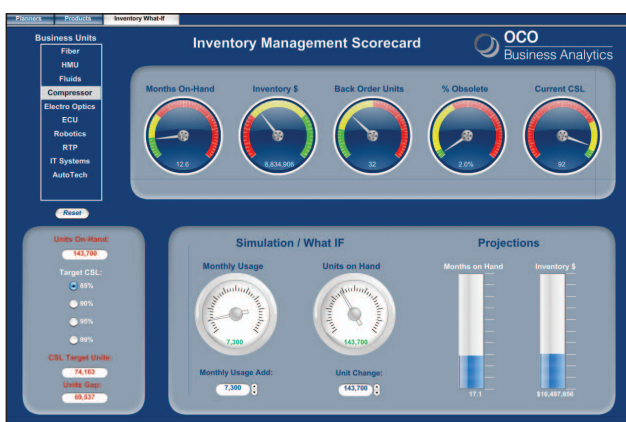
- Focus and prioritization on high margin products, customers, and channels
- Detailed cost and variance analysis in procurement, transportation, production, quality, and service
- Best practice leverage and visibility with benchmarking
- Optimization of inventories by reducing out-of-stocks and overstocked items
- Improvement of service levels, response times, and services revenue growth
- Quicker integration of acquisitions through better post merger visibility

Success requires a solution that brings together data from many different departments and sources. Today’s “spreadsheet Olympics” and enterprise data warehouses are simply not focused on addressing targeted business areas in a user-friendly way. Inevitably, it is too time-consuming, costly, or difficult to assemble the data; and, as a result, attention to analysis and reporting suffers.

Make critical business data available at every level in the organization

Put simply, our solution quickly takes any amount of data, from any system, in any location, integrates it and delivers it in easy-to-use, actionable reports. Oco empowers you to see across your customers, regions, product lines, sales channels, suppliers, carriers, service teams and cost centers. We have built analytics that contain relevant reports and key performance indicators based on industry best practices. Users get rapid access to the critical metrics of their business.

The Oco solution is so powerful because of our unique ability to extract, organize, and integrate financial and operating data from multiple, disparate source systems. Moreover, our drill-down capabilities allow users to analyze their business to transactional level of detail and resolve the root causes.



Example Reports:

Sales & Profitability

- Sales & Margin Period Variance
- Product Cost Productivity
- Product & Customer Profitability (Cost to Serve)

Customer & Sales Force

- At-Risk Revenue
- Cross-Selling Opportunities
- Customer Experience Map

Inventory

- Time Supply Histogram
- Inventory Cost Analysis
- Inventory Timeline

Transportation & Logistics

- Detailed Transportation Cost Analysis
- Contract Variance Analysis
- Truck Capacity Utilization

Sourcing & Procurement

- Supplier Cost Productivity
- Sourcing 360 Evaluation
- Supplier contract compliance

Asset Management

- Event Maintenance Spend
- Site Maintenance Spend
- Asset Reliability

Services Performance

- Service Delivery Performance
- Install Base Agreement Coverage
- Account Optimization

Quality & Production

- Defect Rate - DPMO
- Cost of Quality Summary
- Plan Variance

Complete Company Visibility

Executive & Finance Teams

Clearly see revenue and margin trends across products, geographies, customers, and key working capital measures. Drill into sales & margin performance, strategic accounts, sourcing, commercial operations and services metrics to understand current business issues.

Sourcing & Supply Chain Management

Gain visibility to strategic sourcing data and supplier metrics such as cost productivity, on-time delivery, and contract variance. Monitor and control excess inventory, items with low stock, and service level performance. Determine order-fill ratio and part obsolescence performance. Reduce transportation, warehousing, and total supply chain costs. Enable material and transportation spend variance analysis.

Operations

Understand the Critical-to-Quality (CTQ's) parameters within your operations. Gain visibility to cost productivity,, understand on-time & cycle time delivery variances, and better quantify the total cost of poor quality with insight into scrap, rework, returns, and warranty costs.

Sales & Marketing

Drill down into Net Promoter Score (NPS) and customer dashboards to analyze trends and determine root-cause analysis. Quickly review marketing campaign effectiveness, analyze sales channel productivity, gain insight into price and discount performance, and identify & track top strategic customer accounts.

Services Execution

Better understand the revenue and profitability of your service business. Gain visibility into depot repair, field repair, services parts locations, call center, and technical support performance. Investigate your install base service agreement coverage and equipment maintenance spend (by event, geography, equipment type, etc.). Provide faster access to information and source documents to resolve claims and disputes.

About Oco, Inc.

Oco is a leading provider of Software-as-a-Service (SaaS)-based business analytics solutions. The company provides complete BI solutions to customers such as Casual Male, Dunkin' Brands, and Welch's. Oco's unique business-centric approach to BI helps companies solve targeted business issues, achieve payback within 90 days and triple their return on investment. Leveraging a library of best-practice analytics, pre-built data models, and patented technology, Oco's SaaS-based solutions are delivered in a fraction of the time, at a fraction of the cost of traditional solutions, with fewer IT resource requirements than traditional approaches. In addition to its own product portfolio, Oco also offers an on-demand BI solution through its partnership with SAP BusinessObjects. Oco was founded in 1999 and its headquarters are in Waltham, Mass. More information about Oco can be found at www.oco-inc.com.