DATA SHEET

Distribution Planning
A Connected Approach to Positioning Goods

Distributing components and finished goods efficiently across supply chain nodes is both complex and expansive. With e2open Distribution Planning, organizations can optimize distribution plans with proven artificial intelligence (AI) to achieve your specific business goals while also positioning related functions, such as order promising, fulfillment, sourcing, and procurement. This connected approach delivers results — and creates true competitive differentiation.

Planning the distribution of finished goods and components can involve thousands of decisions to make sure inventory is positioned in the right locations to fulfill demand and be available for replenishment. To avoid costly corrections and missed service levels, the planning process requires the speed, scale, and precision that AI can deliver.

E2open Distribution Planning optimizes this process with machine learning through the lens of your key business objectives like cost savings, timing, and customer service. Fast and flexible simulations of inventory allocation and transportation load building provide planners with visibility into the upstream and downstream impacts of decisions made across products and locations. This connected approach enables continuous improvement across all planning strategies and execution for every item and location, every day.

Key Features

- Factor in inventory target policies, sourcing decisions, and alternate modes of transport
- Visibility into constraints such as warehouse storage, loading and handling capacities, facility calendars, lead times, lot sizes, and product shelf life
- Demand prioritization and allocation, powered by machine learning, that assigns scarce supply and helps ensure profitable demand is fulfilled.
- Automation of transport load planning that considers packaging options and preferred transport types by lane
- What-if scenario simulations to quickly evaluate and react to the impact of changes across the extended supply chain.
- Provides the best possible service to the highest priority customers, channels, and geographies in the most cost-efficient way

Key Benefits

- Integrating upstream planning and downstream execution for more optimal decision making
- Improving customer loyalty with fewer stockouts and improved on-time delivery
- Reducing obsolescence and waste with more accurate plans
- Determining accurate inventory quantities, improving efficiency, and lowering overall costs
- Predicting production and sourcing needs by collaborating more effectively, both inside your business and with your trading partners across all ecosystems

Goal-Focused Results

Distribution Planning optimizes the flow of components and finished goods through the lens of your prioritized business goals – from manufacturing sites to warehouses, distribution centers, or the customer. Planners are better able to increase customer satisfaction, lower expediting or handling costs, and decrease delivery times while understanding the impact of decisions on related functions.

Demand Allocation

Powerful demand allocation capabilities assign limited supply using rules such as fair share, priority, quota, and target stock to help ensure that the most profitable demand is fulfilled.

For example, fair share rules that are set up to allocate supplies to demands with the same demand priority and within the same allocation bucket. Demand may be prioritized by several factors, including organizational profit, customer service, and demand volume.

Lifecycle Deployment

When an item is being phased out and a substitute is available, the application automatically switches the old item to the new item at a pre-defined date. Instead of discarding the old item, you can use it to satisfy open supply orders prior to the date. . This automation helps lower cost by providing better utilization of inventory and helps avoid disruptions and tedious exception handling.

Fill or Kill Orders

There are certain situations where a planner may decide not to fulfill an order because of the impacts of doing so. For example, expediting costs may consume anticipated margin, negatively impacting profitability. In this case, a planner could choose to fulfill or cancel the order based on priorities.

Transportation Optimization

Select the most optimal mode of transportation to deliver orders. The integrated platform provides visibility and control to your downstream execution applications, so that you can combine planned stock transfers with multiples of transport capacity such as weight, volume, and pallets or FTL and LTL depending on the specific use case.

Scenario Planning and Analytics

AI-driven technology provides "what-if scenario" simulations to quickly evaluate the impact of changes and act on the most optimal outcomes for all functions and parties. Additionally, prescriptive analytics help identify how much inventory is required and when to cover service gaps.

e2open®

Get the most out of connected planning with e2open's integrated approach to upstream planning and downstream execution. Optimized distribution plans increase your efficiencies and satisfy customers now and into the future.

About e2open

E2open is the connected supply chain software platform that enables the world's largest companies to transform the way they make, move, and sell goods and services. With the broadest cloud-native global platform purpose-built for modern supply chains, e2open connects more than 400,000 manufacturing, logistics, channel, and distribution partners as one multi-enterprise network tracking over 12 billion transactions annually. Our SaaS platform anticipates disruptions and opportunities to help companies improve efficiency, reduce waste, and operate sustainably. Moving as one.™ Learn More: www.e2open.com.

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