



ORTEC Solutions to improve your Supply Chain

- Increased sales
- Reduction in cut orders
- Reduction in damaged goods
- Reduction in trucks
- Business process improvement decision support
- Upstream visibility to logistics decisions
- Faster cost savings

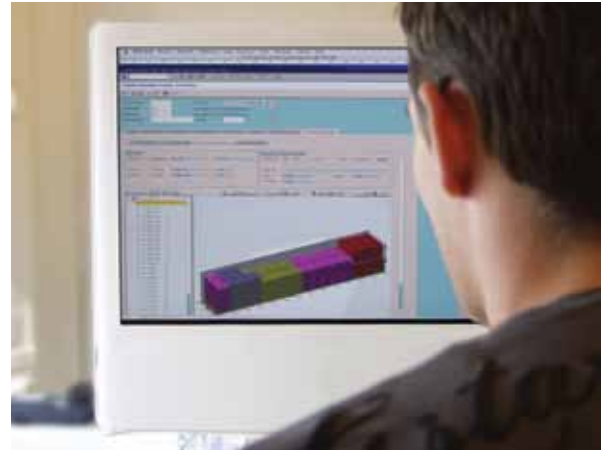
ORTEC LEO to enhance process flows in SAP and facilitate operational improvements and reduce costs

With the increasing footprint of SAP business software and the growing demand for optimization, improving efficiencies and reducing costs can now be taken to the next level for SAP customers with our SAP embedded LEO software. Our LEO software suite is based on standard SAP processes and designed to optimize the complete process, from the point of order creation to shipment creation and delivery. LEO also provides optimization algorithms and decision support tools for order picking, packaging, loading and distribution of goods, and is capable of providing a comprehensive overall logistics picture.



ORTEC LEO (Logistics Execution Optimizer) consists of the following modules:

1. **Vehicle Loading for Order Optimization**
2. **Pallet Picking for Order Fulfillment Optimization**
3. **Route Planning for Asset Utilization and Optimization**
4. **Mobile Logistics for Warehouse Execution Tracking**
5. **Pick Path Optimization for Warehouse Labor Efficiency**



1. Order Optimization

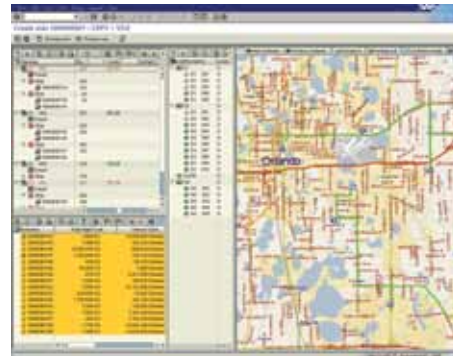
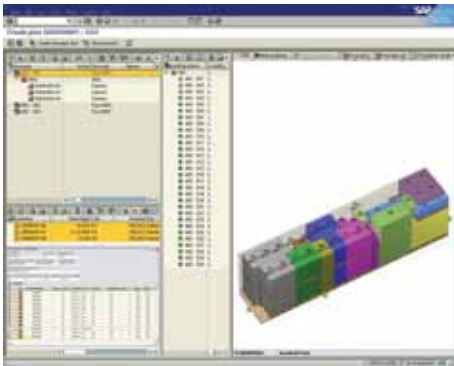
This module employs highly accurate three-dimensional load planning to increase asset utilization and improve order fulfillment. This allows the planner to identify opportunities to increase order volume at the time of order creation

- Work with any order type in your operations (stock transport, customer order, VMI, etc.)
- Increase capacity utilization of your load spaces
- Have visibility to short orders or orders that would need to be cut by the warehouse
- Increase load security and reduce claims

2. Order Fulfillment Optimization

This module creates and optimizes pick process for mixed pallet order fulfillment. The module is designed to optimize order fill based upon factors such as: product characteristics, sequencing and customer specific requirements.

- Provide detailed instructions to pickers
- Reduce training time for new hires
- Reduce picking errors
- Reduce crushed or damaged product



3. Asset Utilization and Optimizaton

This module creates cost effective routes by combining deliveries, looking at lowest transportation costs based on mileage, travel times, vehicle capacity, customer delivery time windows, and much more.

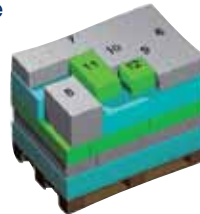
- Decrease the mileage driven by your fleet
- Decrease driver overtime
- Make sure you are adhering to customer service constraints
- Reduce the impact of transportation changes during the day



4. Warehouse Execution Tracking

The ORTEC Mobile Logistics Solutions is a module that is fully integrated into the SAP Logistics Execution System (LES) add-on. It runs directly on SAP master data and documents and expands the standard scope offered by the Warehouse Management module (WM) by adding important features and functions.

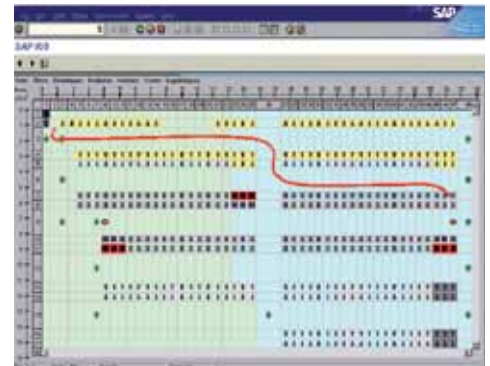
- Gain better insight and control of daily warehouse activities
- Create and manage work tasks (e.g. Pick, Pack, and Load)
- Integrated with Voice Picking Technology and standard Mobile Data Entry Devices
- Always know how to manage the “surprises” in your daily operations
- Fill the “white space” in the SAP WM module



5. Warehouse Labor Efficiency

For companies with complex warehouse layouts and where “rainbow” pallets are a common occurrence, ORTEC LEO also offers an extension of the order fulfillment solution so that the warehouse path of the picker is optimized as part of the picking process.

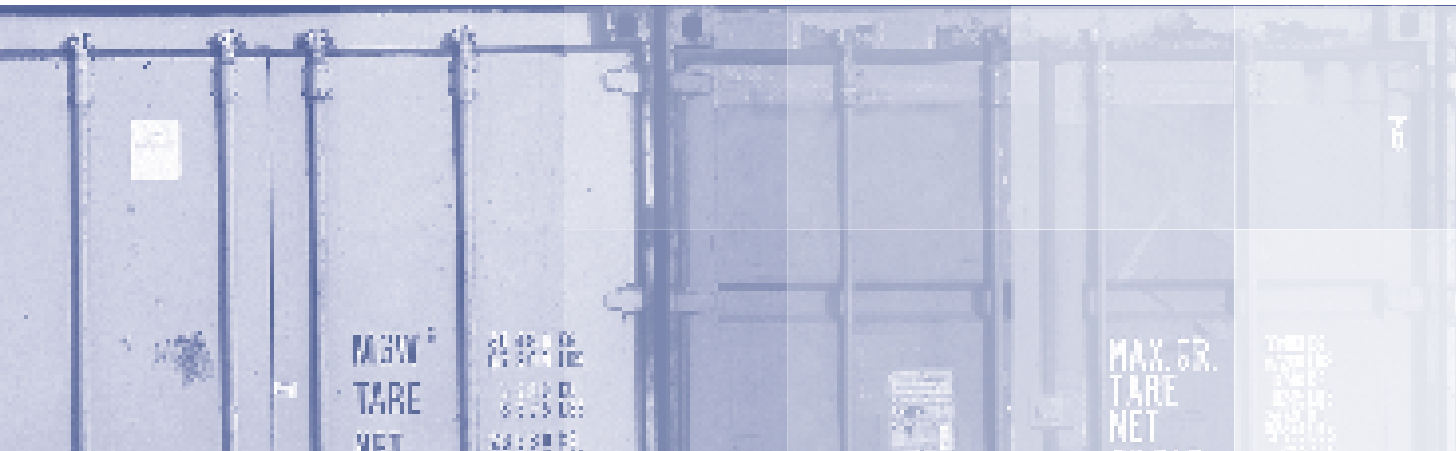
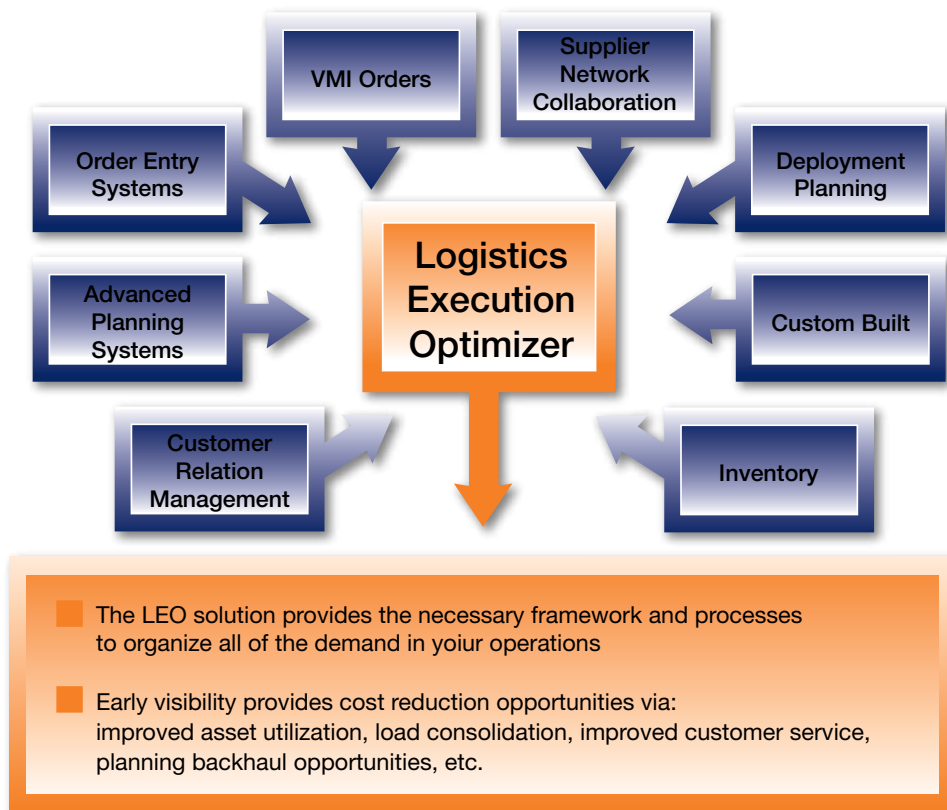
- Enhanced picking instructions including picking path
- Resolve the goal conflict of palletizing versus warehouse labor utilization
- Further reduce picking errors



Where ORTEC LEO Fits in Your Processes

The unique design of the ORTEC LEO solution allows the analytical capabilities of the tool to be accessed at any point in your companies Order to Cash cycle. This turns SAP not only into a system that is used to capture information, but a system that makes optimal decisions on that information at the most appropriate

time (e.g. order taking, VMI order creation, etc.) LEO works on existing SAP data, meaning that feeds from systems outside of SAP do not have to be rebuilt so that LEO can take advantage of them. This allows the LEO solution to become a value add to the myriad other systems providing solutions to your operations today.



Go Green with your Trucking Operations



Up to 75% of a company's carbon footprint comes from its trucking operations. This might seem surprising, but commercial trucks consume 39 billion gallons of diesel fuel annually. This produces more than 390 million metric tons of carbon dioxide annually. By the very nature of trucking this CO² is spread throughout the United States into the communities and lives of

all your customers. Secondly, trucking operations are still the largest individual component of logistics cost. In 2007 trucking in all forms was 48% of all logistics costs in the United States or \$671 billion. For many companies every penny increase in the price of diesel easily equates to an increase of \$1 million in annual freight spend. The environmental and financial numbers related to your trucking practices are challenging, but it does not all have to be bad news. In fact the truth is that the numbers represent an opportunity to do good for both your customer and the environment and for the shareholders in your company. By increasing the utilization of your available trucking resources via improved trailer space utilization and route planning, the resulting reduction in driving miles and/or whole trucks from your network will reduce the carbon footprint of your organization and save yourself significant dollars as well.



The ORTEC solutions for both vehicle space optimization and route planning can be utilized throughout multiple steps in your daily business operations. This guarantees that the right resources are making the appropriate business decisions and at the appropriate time to decrease the impact that your operations have on the environment while improving the value of your transportation dollar.

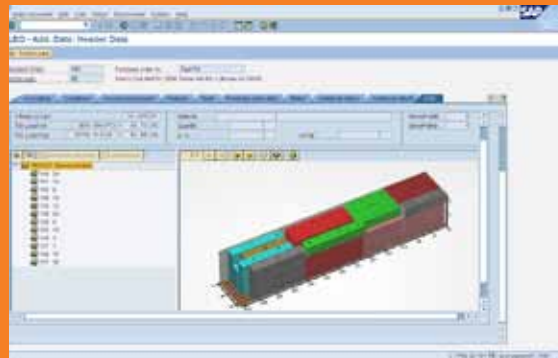
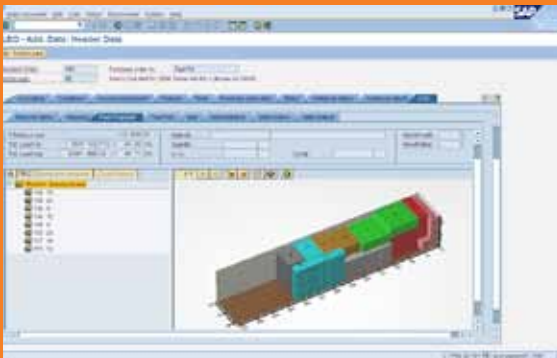
Customer Case

Multi-National CPG Manufacturer Uses ORTEC Solution for SAP to Drive Revenues and Cut Costs

Like most CPG Manufacturers, the ORTEC client provided incentives for their customers to place orders in Full Truckload (FTL) quantities based on the total 'cube' of the order. This strategy caused inefficiencies throughout the supply chain due to the fact that TMS and WMS solutions only look at cube or weight, and do not take into account all the business rules and loading restrictions that must be followed by the warehouse. Therefore, the client was forced to set cube limits low to assure legal loads and avoid the need to cut or split

orders. This low cube limit resulted in smaller orders and under utilized transportation units.

With the ORTEC solution in place, customer service representatives now have comprehensive visibility directly within SAP Sales Orders and are able to prioritize and make tactical decisions based on customer agreements and feedback. These combined benefits have allowed the manufacturer to increase average utilization per shipment by more than 200 cube.



About ORTEC

ORTEC is one of the largest providers of advanced planning and optimization software solutions and consulting services. Our solutions result in optimized fleet routing and dispatch, vehicle and pallet loading, workforce scheduling, delivery forecasting and network planning. ORTEC provides both best-of-breed, custom made and SAP® certified solutions, supported by strategic partnerships. ORTEC has over 1,000 customers worldwide, over 700 employees and several offices in Europe and North America.



“We have seen significant value from day one. In the short time since implementation, we have already increased the size of our FTL orders by an average of approximately two full pallets”, according to Mike Jansen, Vice President of Supply Chain Management for SCA Tissue.

“In the first year alone using ORTEC’s solution, Coca-Cola Enterprises realized a savings of \$45 million dollars,” said Mike Jacks, Director of Logistics Systems, Coca-Cola Enterprises. “We are extremely happy with the solution and have been since we implemented it back in 2004.”

www.ortec.com

North America +1 (678) 392 3100

Germany , Austria and Switzerland +49 (0) 4431 7377 0

France +33 (0)1 44 25 05 25

United Kingdom and Ireland +44 (0)845 1800 689

Belgium +32 (0)16 244 220

The Netherlands +31 (0)182 540 500

Central and Eastern Europe +40 (0)21 31 10 227

Asia Pacific +65 (0) 6725 6468

International +31 (0)182 540 500