

**Expert Services**



**Supply Chain & Logistics**



**Implementation Consulting**



**Integrated Enterprise ERP**



**Location Technology  
RFID\*EDI\*TrackTrace**



**Custom Solutions**



**High-impact business process and technology solutions for operational excellence and execution**

## Representative SCM Enterprise Project References

### Transportation Projects

- TMS solution proof of concept implementation for “global leader in logistics and transportation services” validated that i2 TM met Schneider Logistics needs
- Multiple TMS solution implementations and upgrades for 3PL UPS-SCS over multi-year project horizon as strategic and tactical implementation architects
- i2 TM and SAP design and implementation for Kimberly-Clark that helped drive a 15% increase in 2009 Operating Profit and came in 10% below budget
- Fully integrated EDI and Track & Trace solution delivered

### Supply-Chain/Forecasting

- eChain led i2 Statistical Demand Planning solution upgrade and advanced modeling for Clorox
- Developed Sales & Operations Planning Reporting solution for Clorox
- Operations performance evaluation for motorcycle manufacturing and parts company
- Operations performance review and improvement engagement with bus manufacturing and parts company
- Developed high-tech/cpg integrated portal solution that included forecasting, replenishment, load building, transportation and SCP\*

## *eChain Technology*

**eChain Technology improves business performance and profitability by delivering innovative supply-chain and enterprise execution that improves efficiencies, streamlines the supply-chain and reduces cost.**

As Trusted Advisor, we work with you to:

- Identify and quantify your largest business and profit challenges
- Envision and design innovative solutions
- Recommend and rank high-return, low-cost opportunities
- Accurately scope and manage delivery to your budget and timeline

# Supply Chain Execution

- i2 Solution Services
- SCM Solution Consulting
- Transportation Solutions
- Demand Planning
- ERP Integration



We are Supply-Chain experts with unique understanding of the dynamics between the different business units and functions

- Improve inventory availability by increasing safety stock
- Reduce safety stock by improving demand planning
- Improve margins by (international) sourcing and volume discounts
- Transportation costs increase with JIT and international sourcing

## Sampling of Documented Results

**What is the cost of a delayed critical part and production shutdown?**

**How much is a 5% reduction in Transportation Cost?**

**What is the total cost of your excess inventory?**



- Improved service levels 18% and \$3.3 million net income improvement for service parts company by increasing core SKU availability
- Identified \$9 million net income opportunity for automotive parts company by fixing inventory imbalance, redundant systems and streamlining processes
- Delivered \$23 million documented savings to major beverage company in one year with improved demand forecasting and S&OP process
- Turn-around of multiple at risk ERP implementations to customer acceptance in less than 6 months

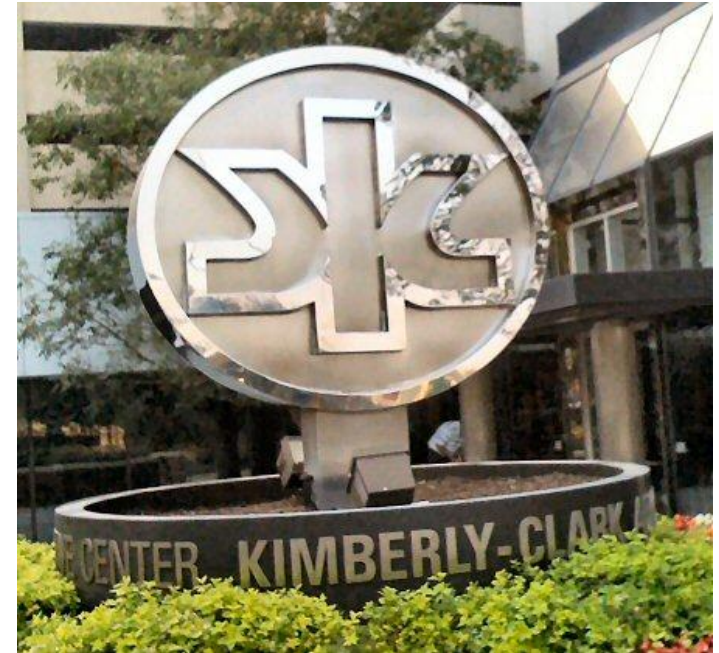
## Kimberly-Clark Announces Year-End 2009 Results

**eChain is key part of successful 2009 global KCC Transportation and ERP Go-Live**

**KCC “bottom-line improvement was driven by a 15 percent increase in operating profit”**

**eChain ended 2-year Kimberly-Clark engagement 10% below budget**

- 4Q Net Sales Increased 8 Percent to \$5.0 Billion; EPS of \$1.17 Up 16 Percent
- 4Q Cash Provided By Operations Rose 48 Percent to \$1.0 Billion
- 4Q Operating Profit increased 15%
- Company Reaffirms Top- and Bottom-Line Growth Objectives Through 2015





### Pioneers in Technology Innovation

- Long history with SCM solutions consulting including i2 Factory Planner at Northrop Corporation (first i2 install) to Kimberly-Clark today
- Successful projects and customers
- On-call expertise to Capgemini, Perot Systems, Cerberus, Microsoft, ThinkFire, Chainalytics
- Supply-chain patent experts (expert services)
- Pioneering technology development including high-velocity marketplace development, actionable messaging and RFID technology utilization

eChain Customers



- Kimberly Clark
- Clorox
- FedEx
- UPS-SCS
- Schneider Logistics
- Philips Semiconductor
- NYK Line
- Cerberus
- Capgemini
- ThinkFire
- ChemFree Corporation
- Global Motorsport Group
- Tectura
- SYMX Technology



**GET STARTED TODAY**

**Start your performance turnaround in 3 weeks!**

*"There is hardly anything in this world that some man cannot make a little worse and sell a little cheaper, and those people who consider price only, are this man's lawful prey."*

*It is unwise to pay too much, but it's worse to pay too little.  
When you pay too much you lose a little money - that is all.  
When you pay too little, you sometimes lose everything, because the thing you bought was incapable of doing the thing it was bought to do.*

*The common law of business balance prohibits paying a little and getting a lot; it cannot be done. If you deal with the lowest bidder, it is well to add something for the risk you run, and if you do that you will have enough to pay for something better"*



*John Ruskin (1819 - 1900)*

Contact us today.

eChain Technology

Atlanta, GA

[www.echaintechnology.com](http://www.echaintechnology.com)

800.665.3176

**Lewis Kilby**  
**Managing Partner**  
**eChain Technology**  
**Atlanta • GA • USA**  
[lkilby@echaintechnology.com](mailto:lkilby@echaintechnology.com)  
**Mobile Phone: 404.664.6124**