



## VENDOR MANAGED INVENTORY

RIGHT PLACE

RIGHT TIME

RIGHT PRODUCT

INCREASE SALES, REDUCE INVENTORY, AND IMPROVE CUSTOMER SERVICE



## Datalliance – Your Fastest Route to Effective Vendor Managed Inventory (VMI)

To quickly establish stronger distributor relationships that lead to increased sales and reduced inventory costs, you need **Datalliance**®. Delivered using the Software as a Service (SaaS) approach, **Datalliance** is a comprehensive VMI service that enables suppliers and their customers to take an active role in VMI by facilitating collaboration across the Internet.

The most effective VMI solution available today, **Datalliance** is the fastest to implement and easiest to operate. **Datalliance** is a service, not a software product you install and maintain. Because it is a service, **Datalliance** requires no additional information technology staff or equipment to support your VMI efforts. With over 19 years of experience helping companies employ VMI solutions, **Datalliance** has the resources to get you up and running in just weeks. **Datalliance** ensures the shortest route to your VMI results by combining the latest technologies, a structured implementation methodology, and professional expertise.

**Datalliance** delivers the full range of VMI capabilities. It is highly effective for virtually any product mix and scalable to any number of locations. With **Datalliance**, you and your trading partners will increase profits by effectively managing inventory with minimal day-to-day effort.

**LET US SHOW YOU WHY Datalliance IS THE BEST VMI SOLUTION FOR YOU.**

### BUSINESS BENEFITS OF VENDOR MANAGED INVENTORY

VMI is a streamlined approach to inventory and order fulfillment. VMI involves collaboration that changes the traditional ordering process.

To drive the order process, customers electronically send their daily demand information instead of purchase orders.

The business value of VMI is a direct result of increased information flow between trading partners.

#### These benefits include:

##### Reduced Inventory

- Increased Turns, reducing working capital requirements.
- Reduced warehousing expenses
- Reduced product damage
- Reduced returns

##### Improved Service

- Tighter business connection
- Improved cooperation

##### Increased Sales

- Reduced out-of-stocks
- Improved business relationships

### PROVEN IN USE

Recognized as the leading independent supplier of Vendor Managed Inventory (VMI) services, Datalliance VMI manages billions of dollars in orders, millions of SKUs, and thousands of locations every day. Results from a recent industry report illustrate the market acceptance of **Datalliance** VMI.

#### In that report:

Datalliance VMI received the highest cumulative rating of all VMI solution providers on "business" factors related to VMI:

- Speed to Value
- Support and implementation
- Customer reference strength
- Industry-specific differentiators

Datalliance VMI received the highest rating (5 on a scale of 1 - 5) in the following categories:

- User Interface / Experience
- Connectivity and Visibility

Comments from interviews with Datalliance customers were universally positive:

"Implementing the Datalliance VMI service was a breeze compared to systems projects where we had to install and set up everything ourselves. Datalliance's solution is enhanced several times a year with no effort or disruption on our part at all"

"Customer care has been the best customer service experience I've ever had, personally or professional."

**Contact Datalliance to access the full report.**

# Datalliance – Your Comprehensive VMI Solution

## FAST, EFFECTIVE IMPLEMENTATION

**Datalliance** is a fully operational system designed to accelerate the delivery of business results. It is ready to implement with well-defined tools and expert assistance.

The **Datalliance Implementation Team** are experienced professionals who will apply the knowledge gained from many environments to your organization.

The **Datalliance Implementation Process** is a proven, documented methodology that ensures fast, efficient implementation. Our process speeds the effort while verifying that all steps are well executed before you go live.

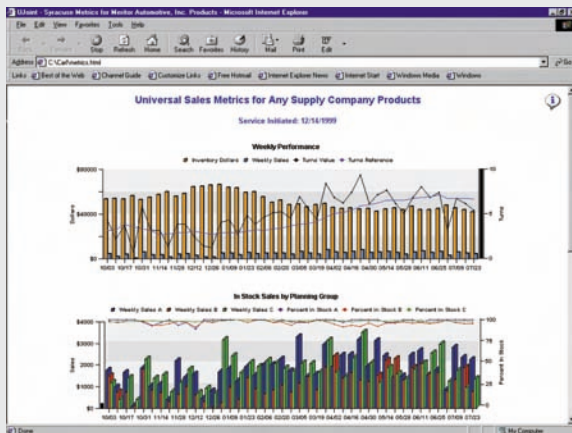
**Configurable Application Features** make it easy to tailor the system to your specific needs without special programming or custom modifications.

## COMPREHENSIVE VMI FUNCTIONALITY

**Datalliance's** advanced capabilities support the unique requirements of a VMI relationship and provide superior inventory management logic:

**Customer Data Acquisition, Translation, and Verification** simplifies and automates the complex task of getting timely and accurate product activity from each customer location.

**Replenishment Order Generation and Transmission** accelerates your responsiveness by automatically generating demand-driven orders for your customers' system in the desired format.



**Activity and Analysis Reporting** tells you where you are, where you have been, and how you got there, through graphic representations of your inventory information.

## ADVANCED SYSTEM DESIGN

**Datalliance** combines sophisticated VMI capabilities with advanced application design principles to deliver a solution that is both powerful and user-friendly.

**Data Filtering and Reasonableness Checks** throughout the system are based on an exception-driven approach. Users are alerted to potential problems without wading through long, complicated reports.

**Sophisticated Order Point and Order Quantity Calculations** handle products with any combination of order frequency, rate of sale, and price point to ensure you always have the right product, at the right place, at the right time.

The screenshot shows a web browser window displaying a "PO Report". The report header includes: "Distributor Location: US-Dallas(00145)", "Total PO Lines: 5", "PO Number: UP-0727", "PO Date: 01-22-01", and "Warehouse ID: Southern". Below this is a table with the following columns: Warehouse ID, Supplier Catalog ID, Supplier UPC, Qty Ordered, Qty UOM, Qty Shipped, Qty Received, Comments, and Source Type. The table contains five rows of data, all with "Datalliance" as the source type.

Warehouse ID	Supplier Catalog ID	Supplier UPC	Qty Ordered	Qty UOM	Qty Shipped	Qty Received	Comments	Source Type
Southern	220TH6	19330062531	15	EA	15	15	POACK DATE 22-JAN-01	Datalliance
Southern	59C09X	11462060831	4	EA	4	4	POACK DATE 22-JAN-01	Datalliance
Southern	59C12Z	11462060537	7	EA	7	7	POACK DATE 22-JAN-01	Datalliance
Southern	59C18Z	11462059872	4	EA	4	4	POACK DATE 22-JAN-01	Datalliance
Southern	59C30Z	33022941022	7	EA	7	7	POACK DATE 22-JAN-01	Datalliance

**Data Transparency and Web-based Access** provide both you and your customers with the information needed for truly collaborative supply chain management.

## RELIABLE DAILY OPERATIONS

**Datalliance** is a VMI solution you and your customers can rely on day-in and day-out. **Datalliance** combines secure computer operations with professional system management and responsive user support.

The **High Availability** systems environment is designed for mission critical, large-scale applications.

**Data Feed Monitoring** greatly reduces any potential delay due to data transmission problems by promptly notifying both parties when expected information is not received.

The **"Datalliance Customer Care Line"** provides ready access to experienced, knowledgeable, support personnel via phone, fax, and e-mail.



## ABOUT DATALLIANCE

To achieve real cost savings, the entire supply chain needs to work together. Datalliance is uniquely qualified to deliver solutions that transform customers and suppliers into collaborative trading partners. We are a Software as a Service (SaaS) provider with more than 15 years of experience designing, developing, and executing mission-critical supply chain systems for Fortune 500 companies. The Datalliance VMI service is a comprehensive VMI-based e-commerce service and is the product of our extensive industry and technology experience. Datalliance VMI enables suppliers and their customers to quickly and easily establish effective VMI relationships and facilitates collaboration across the Internet. Datalliance was established in 1991 and is based in Cincinnati, Ohio.



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