



Manhattan Associates

*x-SCE™ Solutions Overview &
iSeries Solutions Presentation*

IBM iSeries Nation Chat
August 15, 2002

Eric Lamphier
Product Manager
Manhattan Associates

Manhattan Associates at a Glance

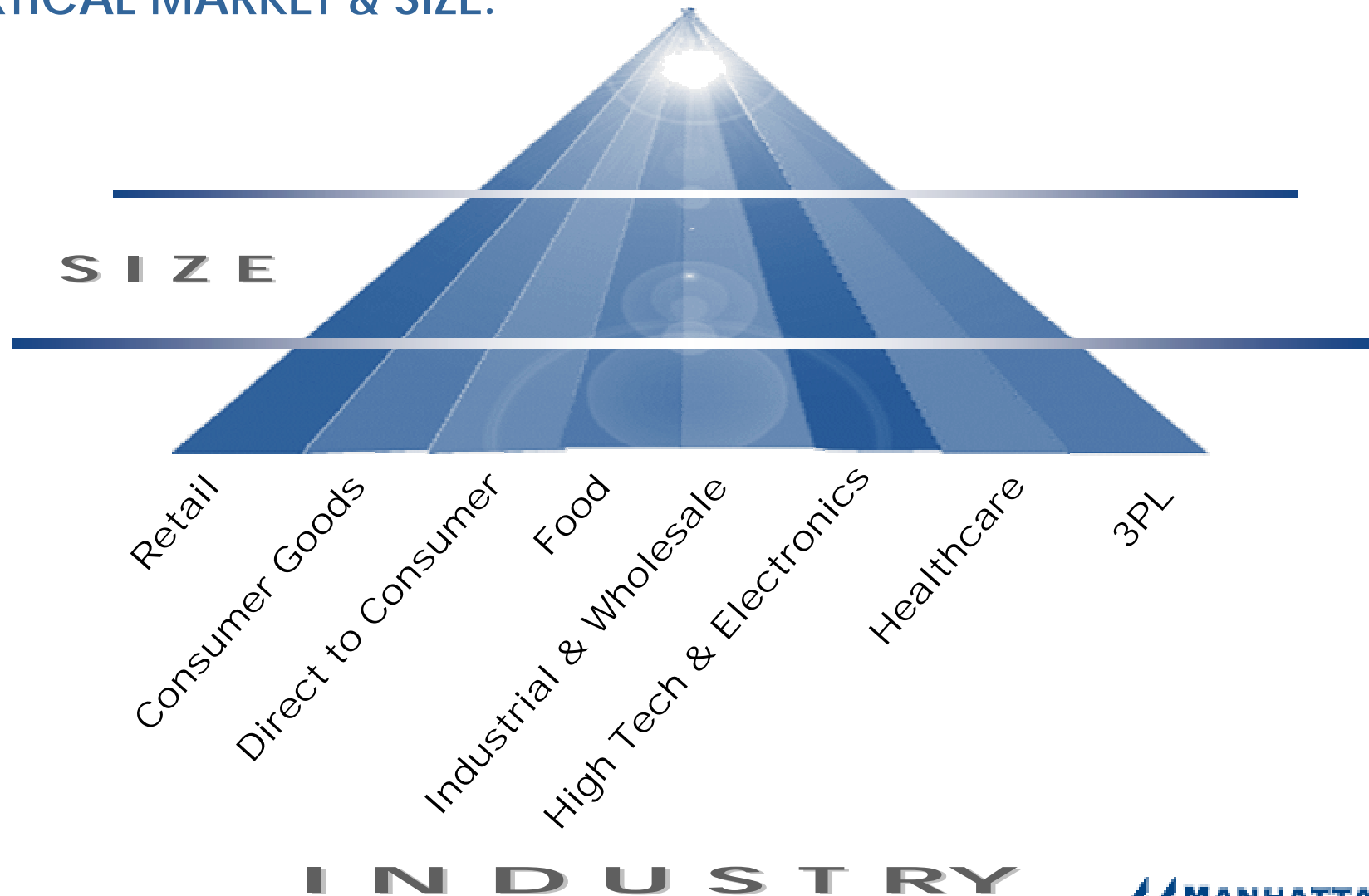
- Singular focus on Supply Chain Execution since inception in 1990
- More than 800 customers representing over 1,100 facilities
- 113 new installations in 2001
- Over 85% of clients on maintenance
- Over 800 employees, 76% focused on customer value (R&D, Training, Implementation and Customer Support)
- IPO 1998 (MANH: NASQ)

“Manhattan Associates, Supply Chain’s New King of the Hill.”

AMR RESEARCH, APRIL 2002

Industry Focus

Manhattan Associates Segments Markets by Customers'
VERTICAL MARKET & SIZE.



Sample iSeries customers

NORDSTROM

CASUAL CORNER GROUP

asics

patagonia®

THE
SPORTS
AUTHORITY


Foot Locker.

SEIKO

JOCKEY

MIKASA®

THE CHILDREN'S
PLACE

CONAIR

BULOVA®

LENOX

BIRKENSTOCK

VICTORIA'S
SECRET

Belk
All For You!

GUESS?

CHAMPS
SPORTS

L.L.Bean

THE MUSICIAN'S PLANET™
MARS

AMERICAN EAGLE
EST 1977
OUTFITTERS

ESPRIT
www.esprit.com

Coldwater Creek

STAPLES®.com

M
MAURICES

the
limited

Famous
Footwear


stride rite.

totes

PACSON

HUNTER

RAIN BIRD

POLO RALPH LAUREN

NORTHERN®
Tool & Equipment Co.

FOSSIL


LONDON FOG

VAN HEUSEN®

WEDGWOOD
ENGLAND 1759

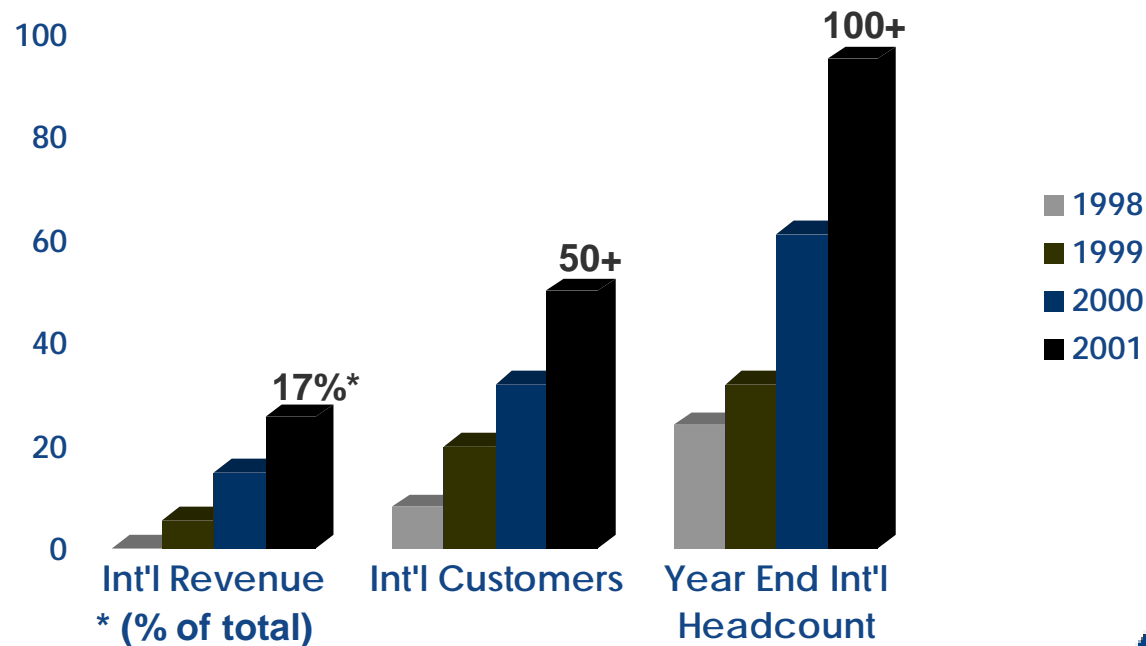
LANE BRYANT

MANHATTAN
ASSOCIATES

International Operations



- Global Offices
- Global Alliance Partners
- SCE Leader in UK
- Expanding in Europe, Latin American, and Asia-Pacific
- 7 X 24 Worldwide Call Centre



Why Manhattan Associates ?

COMPETITIVE ADVANTAGE

- 11 Year Supply Chain Heritage -
Supply Chain Execution, Collaboration, and Optimization
- Product Depth & Breadth
- Leading Edge, Proven Technologies
- Product Modularity, Scalability, and Upgradability
- ISO Compliant Processes and Infrastructure
- International Presence
- Strong Industry-Based Customer Relationships
- Key Partnerships
- Well Positioned and Financially Viable



Manhattan Associates' Mission ...

to maximize..

Operational
Excellence

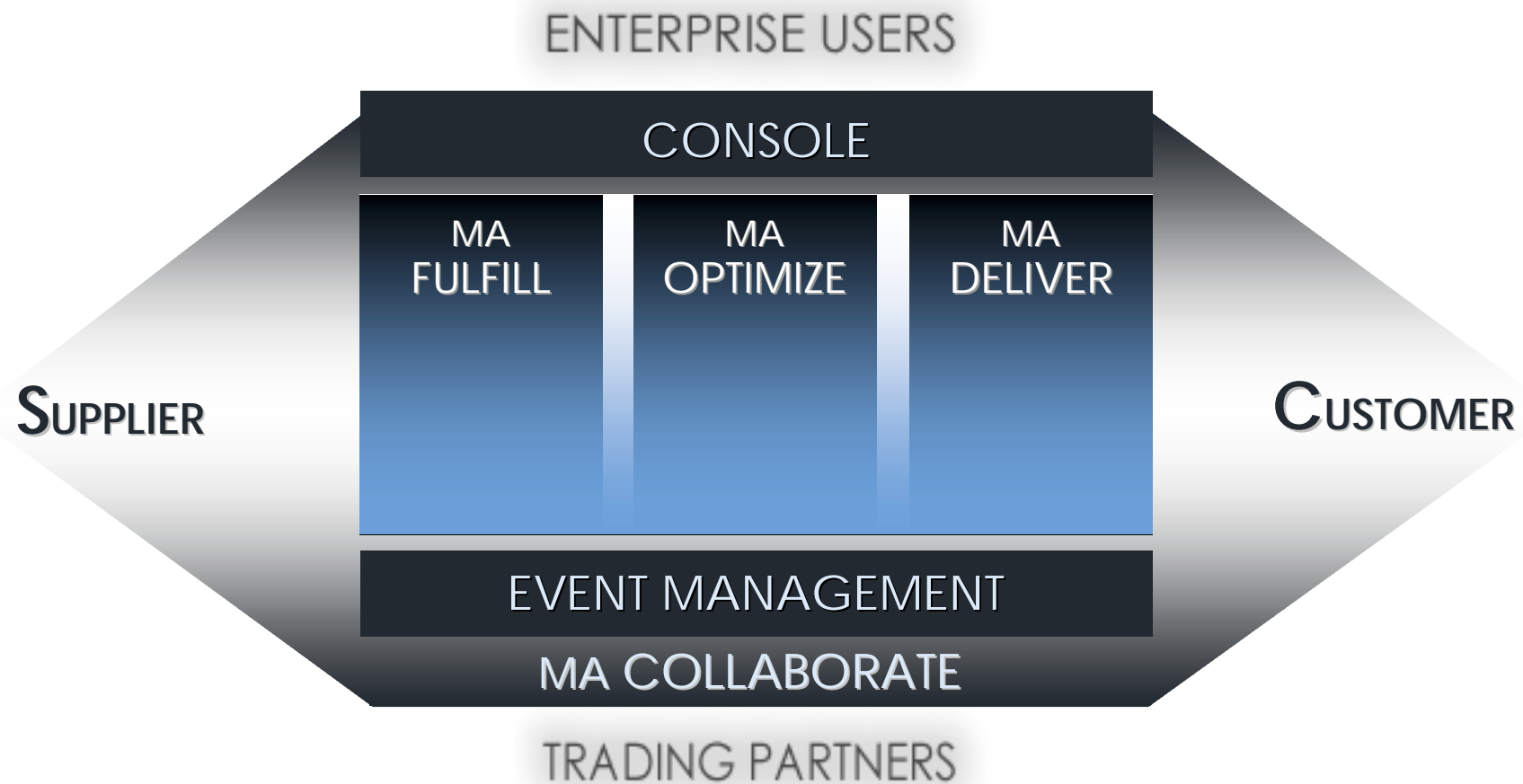
through..

e x t e n d e d
Supply Chain Execution

enabled by
real-time..

COLLABORATION EXECUTION OPTIMIZATION

x-SCE™ Footprint



MA Collaborate

MA COLLABORATE

Supply Chain Event Management

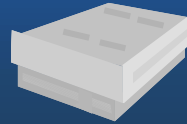
Global Inventory Visibility

Supplier
Process
Integration

Customer
Process
Integration



SUPPLIERS



YOUR OPERATION

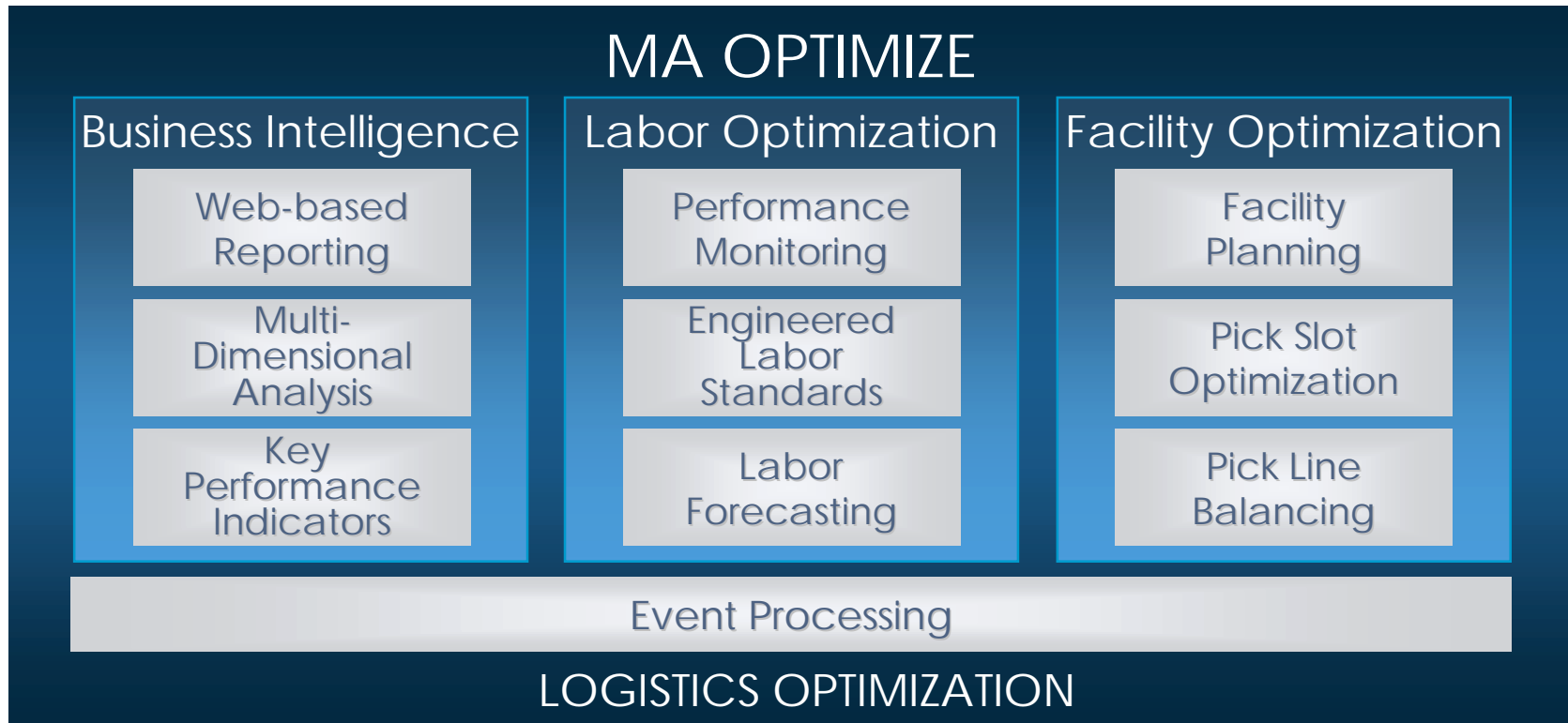


CUSTOMERS

Collaborative Logistics = Value

- ↑ Increase Sales with Better In-Stock Position
- ↑ Improve Customer Service
- ↑ Improve Inbound Productivity
- ↑ Improve Buyer's Access to Relevant Information
- ↑ Increase Visibility to Inventory, Orders, and Shipments

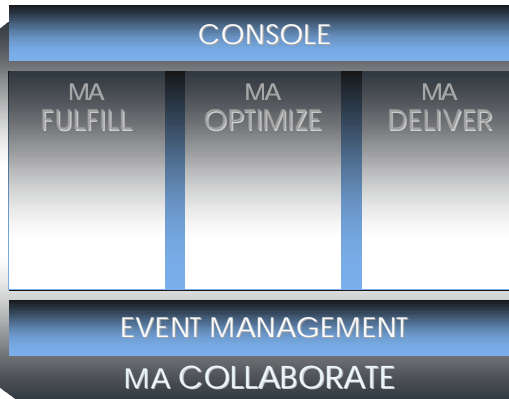
MA Optimize



Optimized Logistics = Value

- ↑ Improve Warehouse Space, Inventory, Labor Utilization
- ↑ Optimize Order Fulfillment Process
- ↑ Improve Labor Performance
- ↑ Enhance Visibility to Key Performance Indicators
- ↑ Enable Alerting and Response Capabilities

MA Connect



MA CONNECT

- *enable alerting & response*
- *reduce integration costs*
- *enable multiple communication protocols*

SEAMLESS INTEGRATION = VALUE

The diagram features a central text block surrounded by logos of various software providers. The central text reads: CONSOLE, SUPPLY CHAIN EVENT MANAGEMENT, INTEGRATION ARCHTECTURE. Below this, it lists: • *Material Handling Equipment Systems*, • *Other Business Systems*, and • *Includes Standard ERP Interfaces*. The logos include ORACLE, SAP, SAP, essentus (creating value at web speed), JDA, LAWSON Software, and intentia.

MA Fulfill

MA FULFILL



Improved Execution = Value

- ↑ Increase Order Accuracy
- ↑ Increase Throughput
- ↑ Increase Customer Satisfaction
- ↓ Reduce Inventory On-Hand, Carrying Costs, Write-Offs
- ↓ Reduce Labor and Equipment Costs

Radio Frequency User Interface (RF UI)



Returns

Touch screen 'Rapid Returns'

Receive Returns

MANHATTAN ASSOCIATES

Receive Returns

Exit Previous AIM
Help Refresh Application Information

Ord nbr 9999999999-222 Ord date 10/01/00 Pay type MONEYORDER Cust nbr 23555599 Phone nbr 770-955-5533 User defined XXXXXXXXXXXXXXXXXXXX

Carton Nbr 00001123450000000079 Credit 215.00

SKU Description	Ship Qty	Retn Qty	Retn disp Code	Final disp Code
SKU01 BLACK SHIRT	5	2	BRK	TRS
SKU02 RED SCARF	30	5	BIG	BIG
Invalid SKU				
SKU04 SKU04	77	1	WRG	WRG

1 2 3
4 5 6
7 8 9
(.) 0 Clear

OK Confirm

Press F16 to confirm

MA Deliver

MA DELIVER

Outbound Optimization

Carrier Assignment

LTL Pooling

Parcel Zone Skipping

Shipment Consolidation

Rate Shopping

Lane Building

Transportation Execution

Parcel Manifesting

LTL and TL Rating

Customer Compliance

Carrier Compliance

Labels and Docs

International Docs

Audit, Payment, & Claims

Self Invoicing

Freight Bill Matching

Freight Bill Status

A/P Interface

Freight Bill Suspense

Automated Claims Mgmt

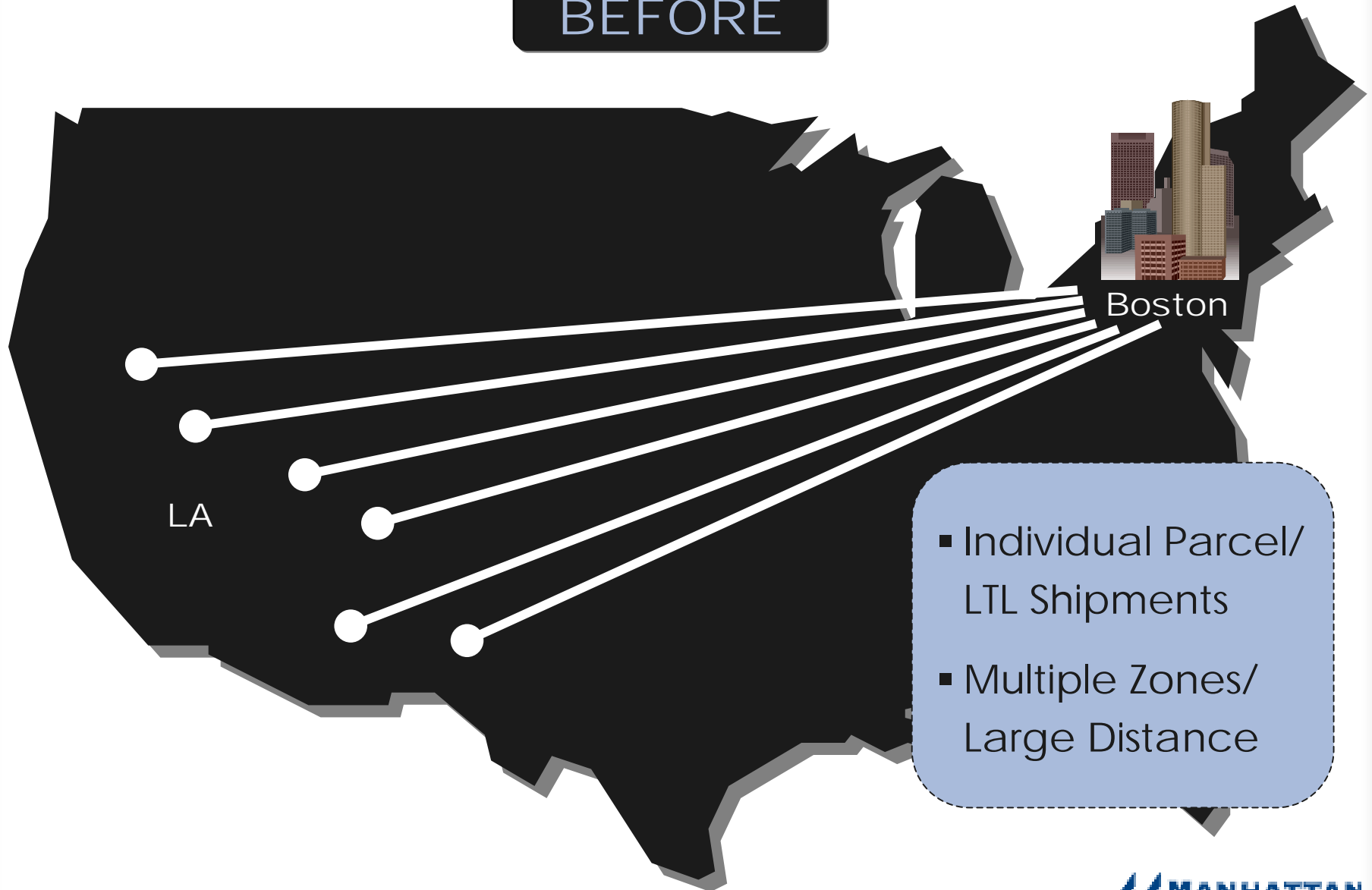
TRANSPORTATION MANAGEMENT AND EXECUTION

Efficient Transportation = Value

- ↑ Reduce Transportation Costs
- ↑ Automate Audit/Payment Services
- ↑ Improve Negotiated Rates with Carriers
- ↑ Reduce Chargebacks and Lost Sales due to Mis-Shipments
- ↑ Eliminate Manual Processes

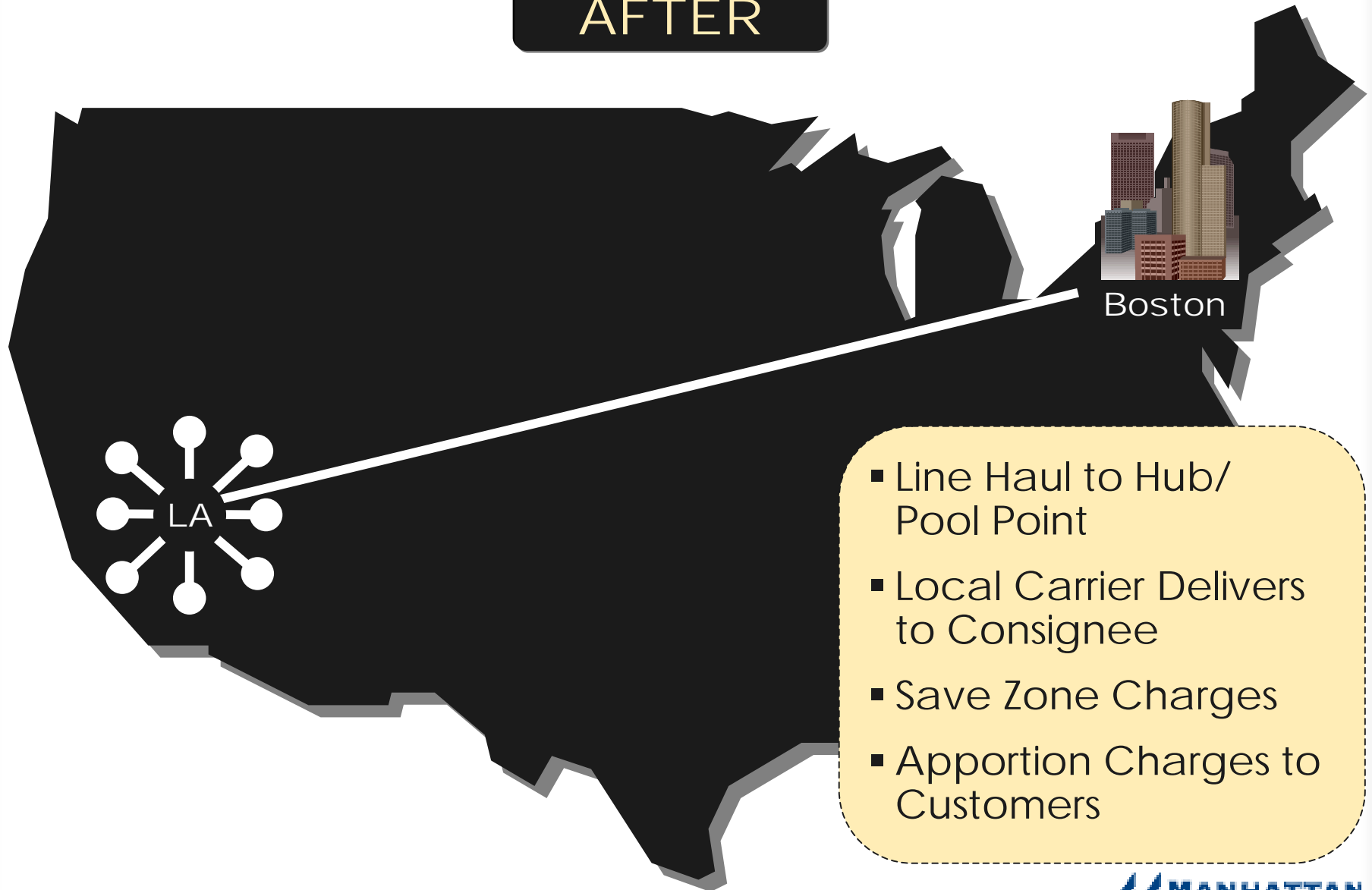
LTL Pooling / Zone Skipping

BEFORE



LTL Pooling / Zone Skipping

AFTER



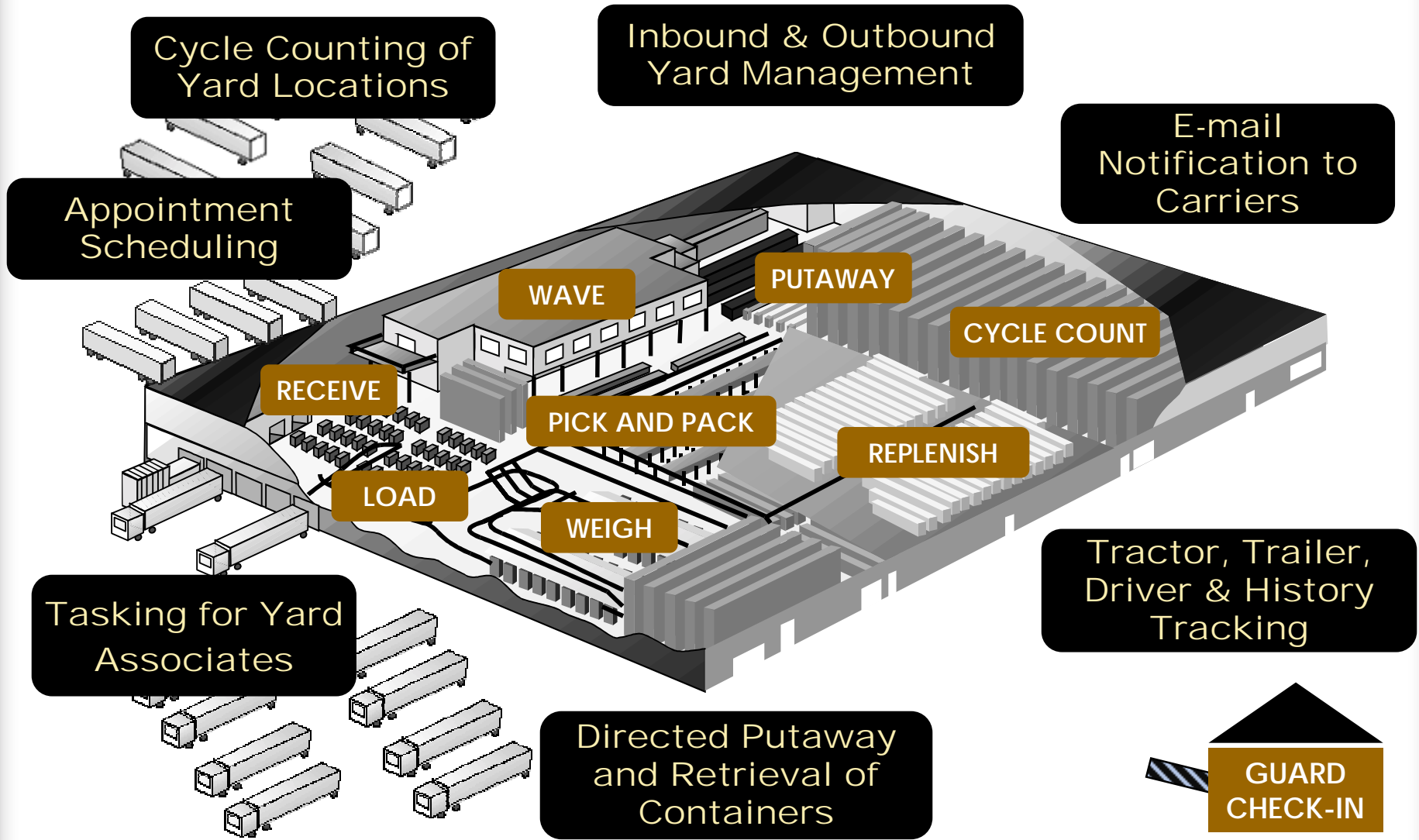
- Line Haul to Hub/ Pool Point
- Local Carrier Delivers to Consignee
- Save Zone Charges
- Apportion Charges to Customers

Agenda

- **iSeries PkMS 2002R1 Highlights**

Yard Management

extend the reach of your Supply Chain ...



Advanced Lot Management - 2002R1

Item Master File

Lot Controlled Item?

Date Format

Lot Master File

Lot Status

Lot Expiration Date

Lot Visibility/Tracking

Lot History

Pending Expiration

Lot Putaway/Storage

Mix Lots?

Days for Mixed Lots

Lot Management

"Work With Lots" option

Hold Lots

Release Lots

Recall Lots

Lot Allocation/Fulfillment

Any Lot

Any Single Lot

Specific Lot

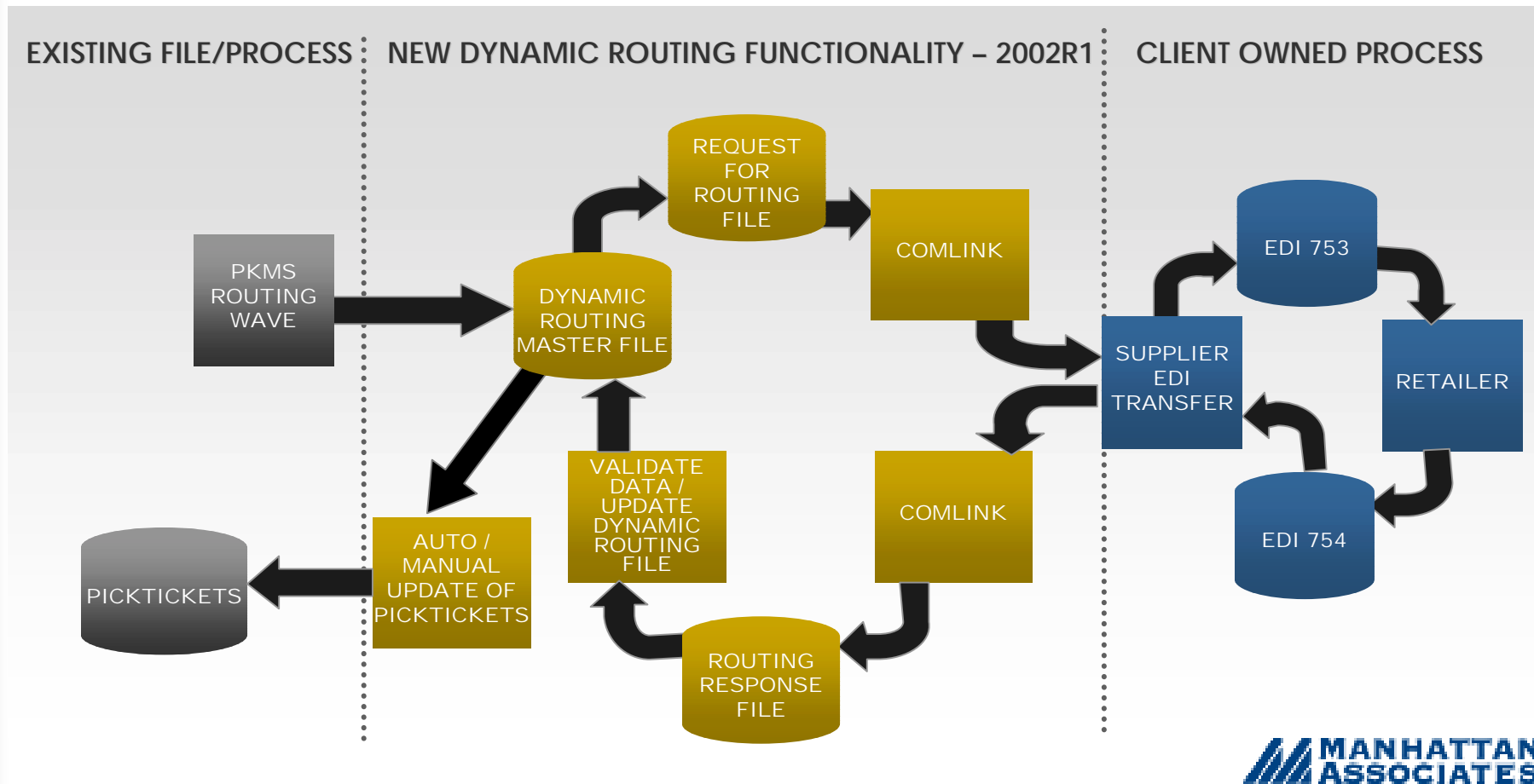
FEFO, FIFO, LIFO, etc.

LOT 123456

Collaborative Networks - Dynamic Routing

WHAT IS DYNAMIC ROUTING?

- EDI transactions 753/754 send routing information between supplier & retailer
- Solution to use MA Deliver and MA Fulfill



Dynamic Routing – Before and After

Multiple Shipments

one from each supplier



Multi-Stop Pickup



MANHATTAN ASSOCIATES
powering supply chain excellence

