

Ultriva Company Overview



- Privately held and profitable ISV headquartered in Cupertino, CA
- Longevity – we’ve been in business for over 12 years
- Exclusively focused on the design, development, implementation and support of advanced ***Manufacturing & Supply Chain Execution*** solutions
- Enables and sustains –
 - Reductions in Raw, WIP and FG inventories
 - Productivity improvement through process automation
 - Elimination of part shortages
- Strong domain expertise with more than a decade of customer deployment experience
- Unique value proposition and measurable sub-one year ROI
 - Average of \$2M in inventory savings per plant
 - Measurable improvements in employee productivity
- Most quotable customer quote “It just works!”

Key Customers

Industrial & Diversified Manufacturing



Healthcare



Aerospace & Defense



Logistics / Supply Chain



Automotive



Electronics



Office / Furniture



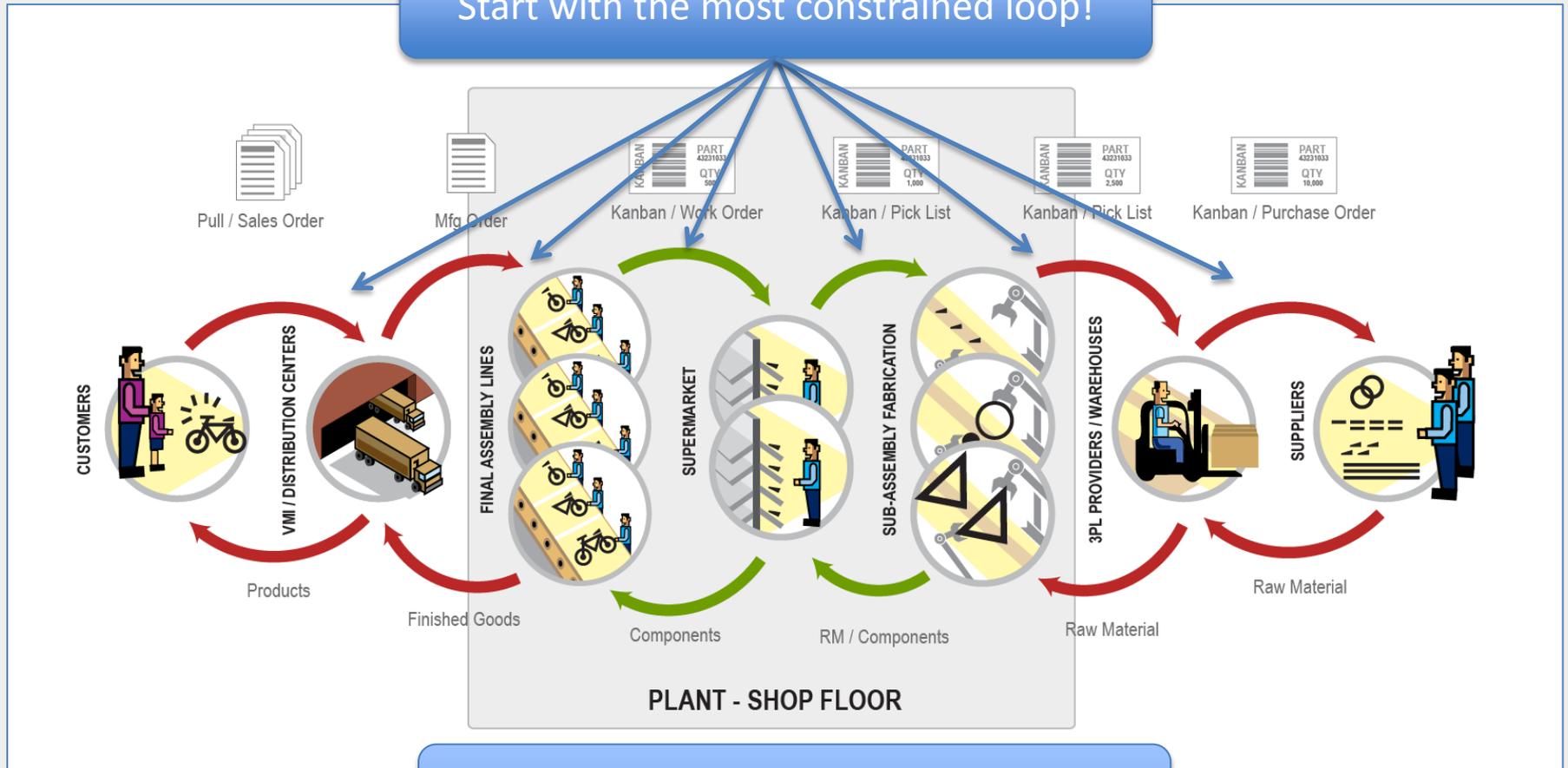
Other



- **Leader in Collaborative Supply Chain Software**
 - **175+ live plants in 20+ countries using Ultriva**
 - **Over 8000 suppliers collaborating with their customers**
 - **Saved over \$500 million in inventory reduction alone**
 - **\$2.5 billion of materials being transacted on an annualized basis**
 - **Integrated with over 20 different ERP systems**
 - **Deployed as SaaS in a private cloud**
 - **Available on-demand or on-premise**

Ultriva Supply Chain Loop Driven Architecture

Start with the most constrained loop!



Expand up or down the value chain!

- Multi-tenant “Software As A Service” platform – Deployed as “On Demand” or “On Premise”
- Browser agnostic UI with support for Dashboard and other modern features – IE (8.0 to 10.0), Safari, Chrome, Fire Fox, Mobile devices
- ERP agnostic Integration– Interfaced with over 15 ERP systems (legacy and Modern) including Oracle, SAP, INFOR, JD Edwards, PeopleSoft, MAPICS, BPCS, CINCOM, BAAN
- Multi-lingual support – English, Chinese, Spanish, French, German, Japanese
- Support for all handheld scanning devices
- Support for RFID – Printers and readers
- Practitioners of Agile Software Development with a proven ability to rapidly deliver customer-specific functionality **THAT WORKS!**

Ultriva's Value Addition to ERP Systems and Supply Base Overview

- Enables collaboration beyond the four walls of business
- Facilitates building of Trust in the supply chain through
 - Real time visibility in the material flow
 - Exception alerts
 - Actionable, role based business intelligence
- Systemizes, sustains and scales methodologies to improve inventory turns
- One face to customers and suppliers across disparate ERP systems
- Real time dashboard for:
 - Inventory health
 - Customer demands
 - Material spend
 - Performance metrics

- Clear demand signals – not just weekly/monthly forecasts
- Single source of information for all material replenishment transactions
 - Kanban signals (both virtual and standard Kanban)
 - MRP scheduled orders/planned releases
 - Forecasts
- Visibility into:
 - Customer's on-hand inventory
 - Customer's consumption patterns
 - High risk part shortages
 - Performance metrics
- Standardized lead-time, standardized lot size, electronic communication – no whiplashing of orders
- Printing of bar codes – 1D or 2D labels, RFID tags with no additional software
- Most important – ALL these benefits at zero cost
- Optional - Easy integration into their business systems for a small fee

Ultriva's Products

Collaborative Supply Portal

Dashboard for gaining visibility to part shortages and outstanding orders

- Inventory health
- Exception alerts
- Unacknowledged orders, late shipments, late receipts
- MRP Forecasts and planned orders
- ERP integration status



[View Demo](#)

Lean Factory Management

Promotes Lean Production with in shop floor through internal pull and optimized job sequencing.

- Clear view of weekly or monthly production
- Highlights over/under capacity
- Supervisor gets the schedule dashboard at individual cell level



[View Demo](#)

Collaborative Demand Portal

Provides visibility to your customer's on-hand inventory and allows customers to see their order status.

- Collaborate with downstream customers including distribution centers, finished goods warehouses, Regional DCs, OEM's or dealers
- Supports multiple material flows including – Plant to DC, DC to Regional DCs, or Regional DCs to end user
- Easy to sense demand changes
- Helps you carry the right mix of inventory at the DC based on customer's consumption pattern



[View Demo](#)

Inventory Optimization Tool

Ultriva's patent pending inventory optimization tool uncovers opportunities to reduce inventory and identify parts for transition kanban replenishment. Also, simulate the affect of changes in supplier lead time, lot size, and safety stock.

- Projects can be shared with other planners for viewing purposes
- Projects can be categorized
- Highlight the gap between consumption and on hand inventory.
- See estimated inventory savings for your project, then drill down to savings by part or by supplier.



[View Demo](#)

Deployment – Collaborative Supply Portal

Deployment Plan

Collaborative Supply Portal	Month 1	Month 2	Month 3
Project Launch – Req'ts Document	→		
Map Internal/External Processes	→		
Internal Training	→		
Develop and Test Interfaces	→	→	
Load Preliminary Data		→	
Test System and Supplier Training			→
Go Live with Target Area			→

8-12 weeks

Other Customer Success Stories



Live at 52 plants across 17 divisions. Emerson uses all the key modules of Ultriva managing their customers, factory floor and supply chain.. Across these plants Ultriva has integrated with 12 different ERP systems including Oracle.



Supports an MRP (MAPICS) driven replenishment process. Suppliers get real time orders, collaborate over the web with AGCO 's materials management team on rescheduling. Is conducting business with over 400 suppliers, 20,000 items.



Live at 5 plants in the Residential Air Conditioning division. Elimination of part shortages while reducing on-hand inventory. Over \$280 million of inventory is flowing through Ultriva on an annualized basis. Also integration with their RFID technology for receipts from their 3PL.



Plant in France produces oil drilling valves which are all ETO parts. Ultriva's "Call-Off" module allows suppliers to receive orders, negotiate shipments and deliver materials Just-In-Time (JIT) to meet production schedules.

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Contact Ultriva for a web demo

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