



Enabling Supply Chain Optimization in the Process Industries

FOCAPO 2003
January 14, 2003

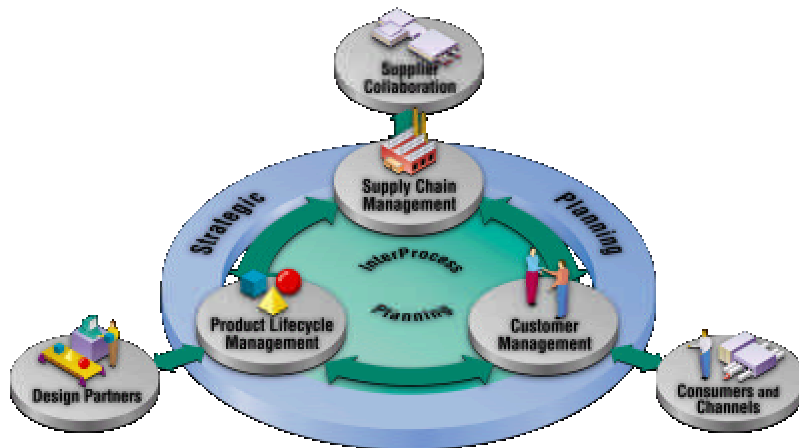
Narayan Venkatasubramanian
Director, i2 Technologies

Outline

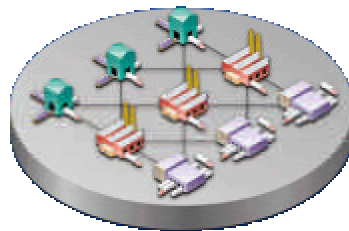
- **Brief history of i2**
- **Supply Chain Solutions: A fundamental shift is under way**
 - What our customers are asking for in our solutions
- **Solution Architecture**
- **i2's Current Position**
- **i2's Current Response**



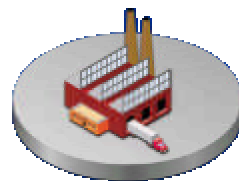
A brief history of i2



Beyond the enterprise ...


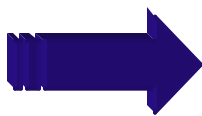
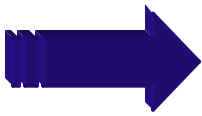


Enterprise Supply Chain Management



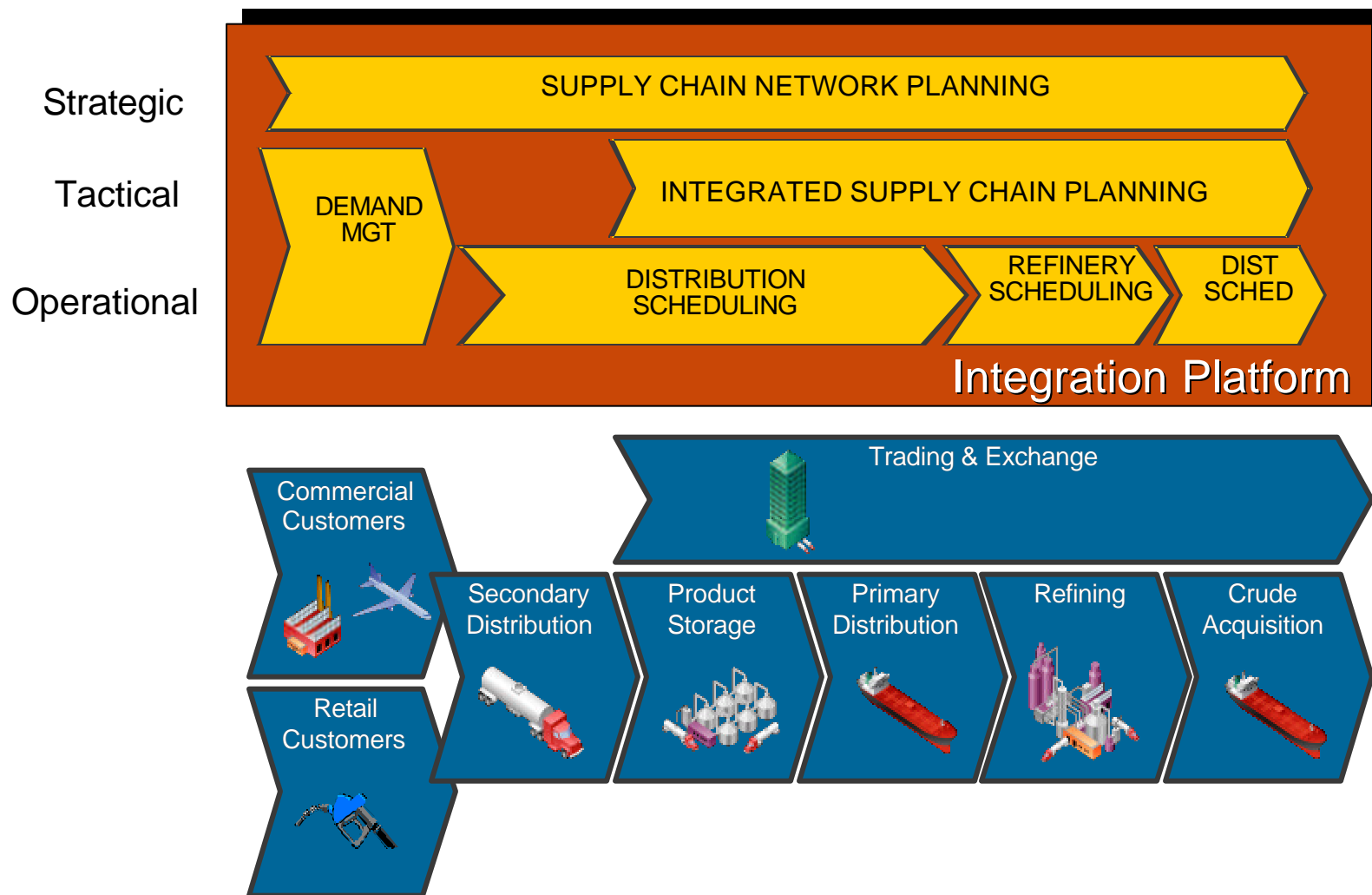
Factory Planning

The Fundamental Shift in Solution Focus

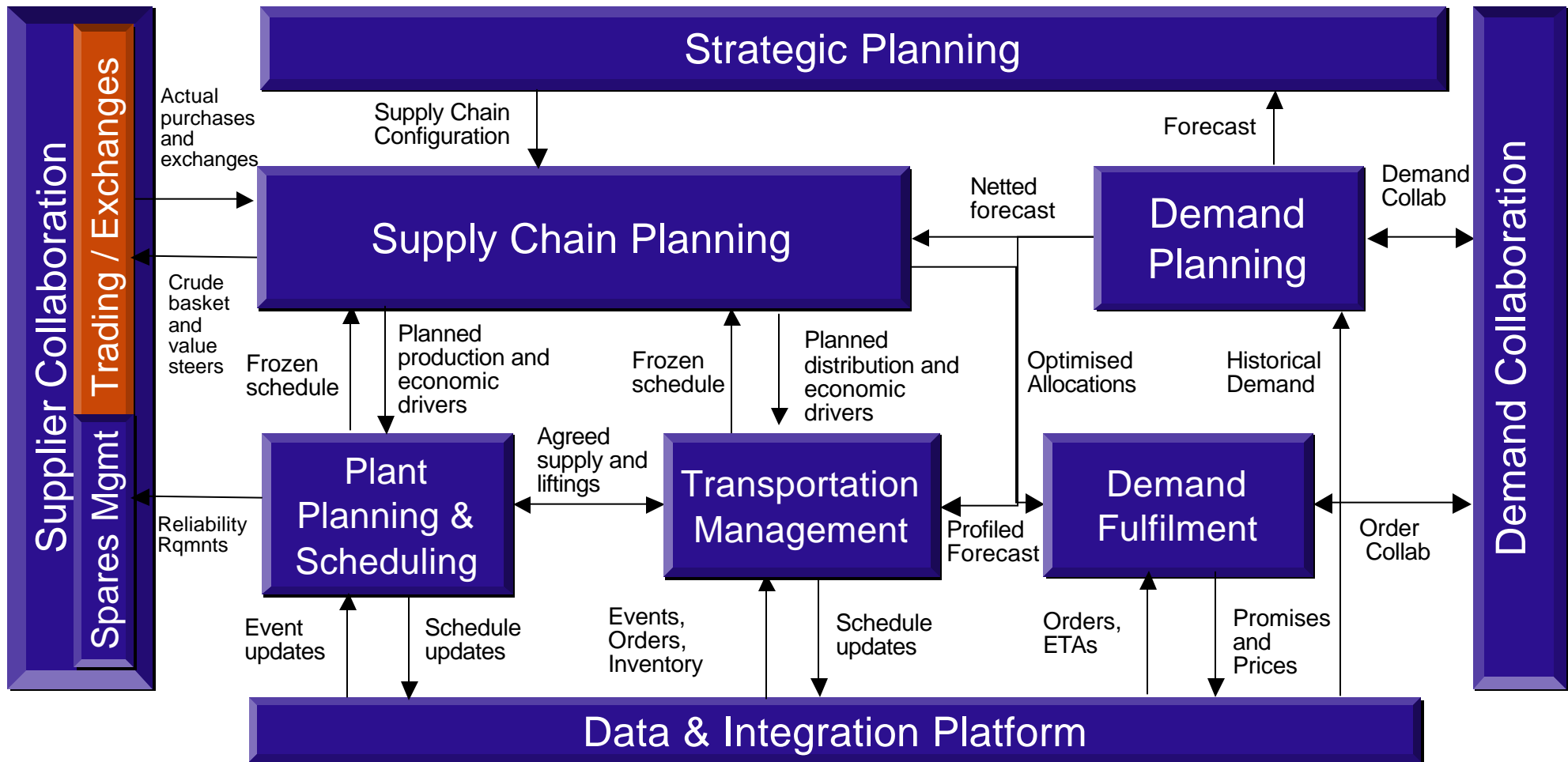
Current Focus		New Focus
Supply/Manufacturing Driven Asset Focused Cost and Utilization Objectives		Demand Driven Customer Focused Adds Profit and Service Objectives
Functional Optimization Multiple Disparate Tools Single User Domains		Enterprise Optimization Single Unified Environment Collaborative Environment
Emphasis on: Optimization based on local view Periodic re-planning Calendar-based view		Emphasis on: Optimization based on global view Continuous Decision Support Event-based view



Downstream Supply Chain Components Planning Horizon View



SCM Architecture for Process Industry



i2 Solution Fit – Process Today

	Oil & Gas	Chemicals	Metals	Paper
Strategic Planning				
Demand Planning				
Demand Fulfillment				
Supply Chain Planning				
Plant Planning				
Plant Scheduling				
Transportation and Distribution Mgmt				

High

Medium

Low



i2 Solution Fit – Process with Planned Investment

	Oil & Gas	Chemicals	Metals	Paper
Strategic Planning				
Demand Planning				
Demand Fulfillment				
Supply Chain Planning				
Plant Planning				
Plant Scheduling				
Transportation and Distribution Mgmt				

Soln. Investment

High

Medium

Low



Summary of i2's Capabilities

- We understand the problem and the solution direction
- We have a strong solution base in SCM today and understand the gaps
- We are committed to closing the gaps

“We [Shell and i2] are going to set the standard, bring in new capabilities and ultimately change the way the industry operates ... this initiative has the potential to generate new value and drive savings to the tune of about \$35 million a day [for the industry].”

Greg Lewin,

VP Manufacturing, Supply and Distribution, Shell Europe Oil Products

“Setting the Standard”, PLANET Las Vegas, May 2002

