FIVE KEY ? QUESTIONS

to Put Your Supply Chain Planning on the Right Path

Increased market volatility has exposed the fragility of many supply chains. Choosing the right software partner is a key decision point in creating a more flexible, resilient, and scalable supply chain.

Consider these five questions as you work to identify the best-fit partner.

1

What is "supply chain planning excellence?"

Supply chain planning is all about balancing supply and demand, while aligning financial, strategic and supply chain goals, and that's harder than ever.

Good planning enables:
- Single, shared source of truth
- Each team to access the unique, key insights it needs
- Data-driven, context-aware decisions

— Gartner

60% of companies are dissatisfied with the fit between their supply chain planning objectives and supply planning capability

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2

What does it mean to start, evolve, and accelerate one's supply chain journey?

Your supply chain footprint and processes are unique. But often supply chain planning software doesn't quite fit your particular mold.

As a result you may need to:
- Disrupt processes
- Commission custom code
- Replace it in a few years

You cannot afford that. Instead you need a supply chain planning platform that's:
- Flexible to meet your needs
- Requires no extra hassle or cost
- Is quickly ready to use
- Will start from where you are right now and grow with you

— Bain& Company

"Successful companies...focus on creating the capability to reinvent their supply chains continually, based on changing market dynamics."

3

What does good partnering with a supply chain software provider look like?

Make sure any potential partner is offering a true, symbiotic partnership.

The good partner checklist:
- ✓ Speaks the language of all your stakeholders
- ✓ Software is easily configured to your current state and then scales
- ✓ Happy customers of various sizes and supply chain maturity levels
- ✓ Invests heavily in the platform's future

4

How can we avoid getting bogged down in implementation?

No one can afford months-long let alone year's-long implementations anymore.

To avoid delays, consider these factors:

Software:
- Fully developed platform, not just a toolkit
- Uses modern integration tools such as open APIs
- Easy configuration through no code software

Software Partner:
- Agile implementation methodology
- Seasoned change management, training experience
- Focused on success as you define it

— Gartner

65% of all application development within five years will be on no-code platforms

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5

What can we really learn from other customers?

Ratings, reviews, and talking to customers are all great tools for vetting a potential software partner IF you consider them with a critical eye.

Key words to look for:
- *grew with their business*
- *long-term customer*
- *true partner*
- *increased end-to-end capabilities*
- *facilitated digital transformation*
- *flexible*
- *trust*
- *invest in innovation*
- *long-term roadmap*

— Source: G2 and Heinz Marketing

71% of B2B buyers reference reviews when researching a product or service

50% use reviews later in the buying process

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Why John Galt? John Galt Solutions has built its business around being this sort of partner. We do this via our Atlas Planning Platform, an AI-driven SaaS solution that connects and orchestrates your entire supply chain so you are always in synch.

Take a closer look at how John Galt Solutions does things *differently*.