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Proof of Concept
Scania Retail Planning
DSM Pre-study

1 Introduction

This document describes the work and cost related to the Proof of Concept Scania Retail Planning DSM Pre-study at SCANIA Parts and Logistics. The work will be done by SYNCRON and based on the document "Proof of Concept Scania Retail Planning DSM Pre-study" supplied by SCANIA.

2 PoC Description

2.1 Assumptions

The list below provides the assumptions related to this PoC.

- The Proof of Concept includes a set of 50 predefined locations in the following regions: DE NL GB UAE
- The locations will be categorized into 3 different segments (called Templates) Small, Medium, Large. These Templates have different parameter settings and will be based on SYNCRON experience with large global retail rollouts and with SCANIA input.
- Data scope is 2 years of historic sales data
- Data source is one integration point in form of a hub
- The parameters for data extraction will be defined jointly in a work shop format. The data to be extracted from Xelus is identified already but the additional available ERP data needed to address all the PoC parts and scenarios needs to be identified.
 - See Appendix A "Data_Template for SCANIA.xlsx" where the following apply:
 - y available in Xelus with match in Syncon
 - n can extract from Xelus and match Synchron with small adjustments. Ex. Part number together with location makes a SKU
 - Purchase order Yellow tab meaning ERP located data needed
 - M meaning Mandatory
 - O meaning Optional
- SCANIA will have access to the application to run own tests after the PoC. This also includes identified dealers/locations.
- Short alignment meetings between SYNCRON and SCANIA will be scheduled 2 times per week during the PoC and adjacent activities following PoC
- SCANIA will have access to generic E-learning
- The PoC is built up like a true RIM rollout and hence it can be seen as a true Blueprint. The work put in together during the PoC will therefore have significant benefit on a potential full roll-out.

2.2 PoC Parts

The list below provides the different parts to be addressed in the PoC.

1. Stock report per location containing
 - a. Stock values per SKU
 - b. Stocking quantity per SKU

- c. Dealer/:location overview + distributor overview
(Note: please elaborate on meaning distributor overview. Is a distributor responsible for multiple locations and need overview?)
- d. 24 months of historical demand will be loaded in the full files for the new locations.
- 2. Fill rate report per location
- 3. Application
 - a. 50 Dealer configuration setup
 - b. Dealer Screen with a list of review reasons / priority handling (the review reasons should be able to be customized in implementation phase)
 - c. Handling Scania + local assortment
- 4. Functional aspects
 - a. All Prio x listed in the RFI
(Note: that are supported by provided data available in the hub and agreed to be in scope during the workshop: Specify data requirements and structure scenarios for PoC)
- 5. Non Functional
 - a. "Stress test" via data load

2.3 PoC task list and duration

Tasks related to the project can be found in the table below. The total duration is expected to be 4-5 weeks

| # | Task | Duration | Responsible |
|---|---|----------|-------------------|
| 1 | Specify data requirements and structure scenarios for PoC | 2d | Synchron & Scania |
| 2 | Data Extraction | 2w | Scania |
| 3 | Environment setup | 2d | Synchron |
| 4 | Receive-/ validate & Load Data into Synchron env. | 2w | Synchron |
| 5 | Run simulation according to PoC Parts | 1w | Synchron |
| 6 | Training | 1d | Synchron |

3 PoC Cost

The cost for the PoC is 15kEUR.

This cost will be deducted from a future rollout together since the PoC result is seen and can be used as a Blueprint.