

UNLEASH COMPLEXITY

TURN IT INTO COMPETITIVE ADVANTAGES WITH FUTURMASTER

OUR UNIQUE APPROACH: TECHNOLOGY x DATA x BUSINESS EXPERTISE



OUR VISION

Today's world is characterized by uncertainty and hyper-volatility. This new reality disrupts the market status quo for any business sectors.

There are opportunities and high risks for companies. New contenders will emerge, challenging established leaders.

To effectively manage uncertainty and hyper-volatility, companies need to plan closer to end consumers and leverage their entire supply network, from primary suppliers to final customers.



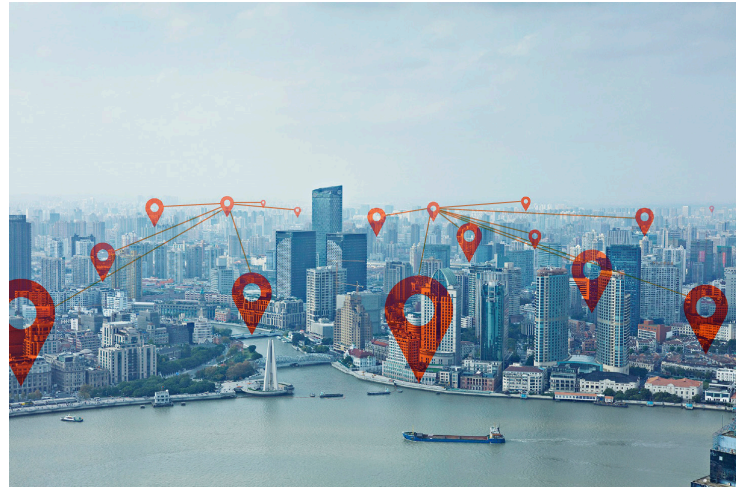
Attempting to apply the same processes and technology to forecast consumer demand would lead to an impractical increase in demand planners and associated costs.

To truly transform a supply chain into a more agile, resilient, and cost-effective supply network, companies must be equipped with the right technology. Without it, they risk being overwhelmed by complexity.



To benefit from lower volatility, companies require technology that enables forecasting at scale, capable of:

- Processing massive volumes of data
- Supporting automated data cleansing
- Leveraging external variables that impact sales by determining the best-fit effects



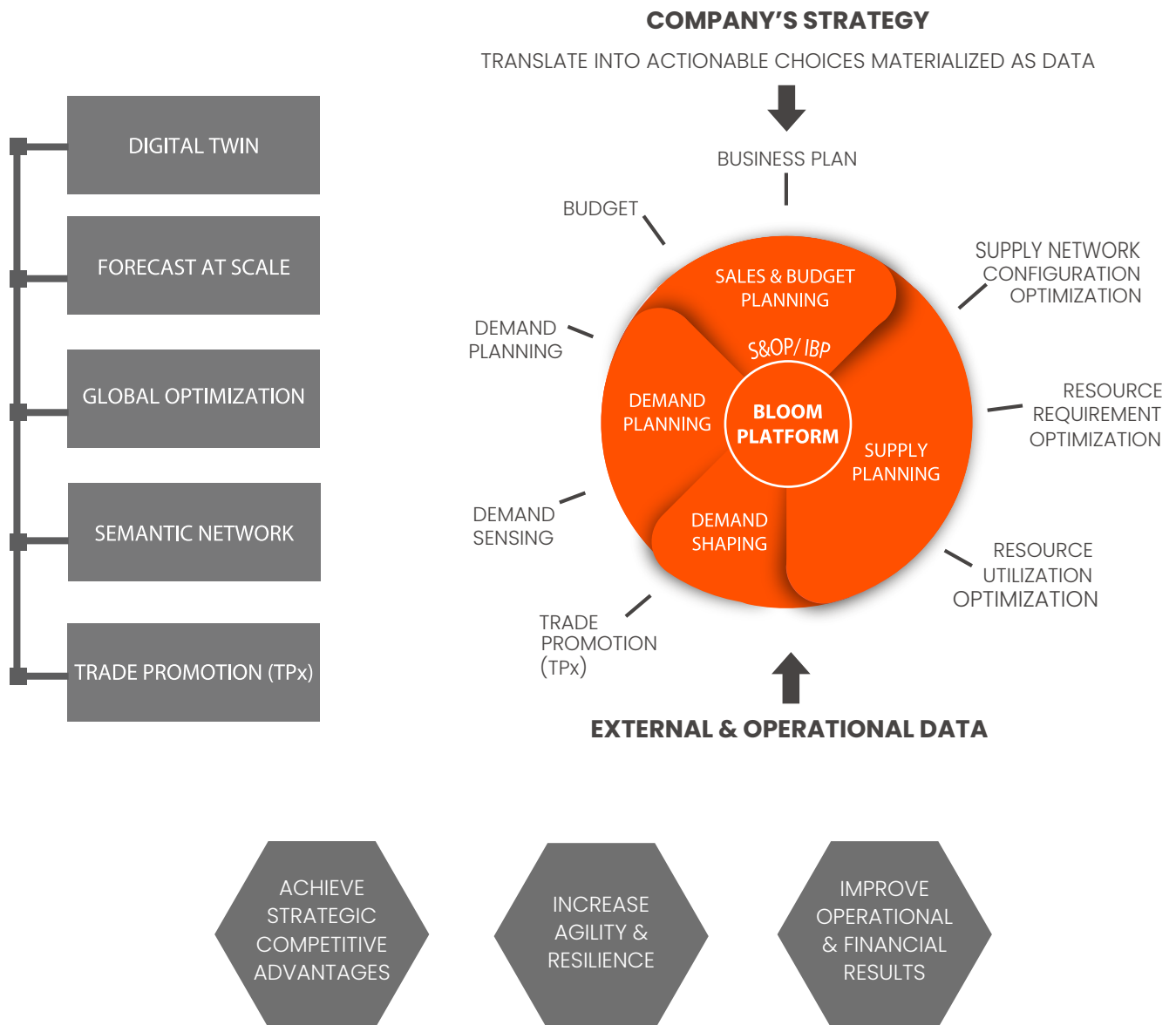
Similarly, to unlock agility and resilience, companies need technology that can fully utilize the possibilities within their supply network. This includes:

- Smart algorithms for global optimization
- Vertical integration of long, mid, and short-term planning, inheriting higher-level decisions
- Horizontal integration and consistency across the extended supply network

AT FUTURMASTER, WE BELIEVE THAT BY UNLEASHING COMPLEXITY,
COMPANIES CAN TURN IT INTO COMPETITIVE ADVANTAGES.
THIS REQUIRES THE RIGHT TECHNOLOGY.

OUR BLOOM PLATFORM

FuturaMaster Bloom platform enables companies to unleash the complexity inherent in their industry and turn it into competitive advantages.



Thanks to Bloom, companies can build horizontally-integrated optimized plans that take into account the extended supply network.

The Bloom platform also builds vertically-integrated long-term, medium-term and short-term sales, demand and supply plans aligned with the company's strategy.

AT A STRATEGIC LEVEL, THE BLOOM PLATFORM ENABLES OUR CUSTOMERS TO:

- Execute their company's strategy* by translating it into actionable choices, materialised as data
- Translate the company's go-to-market strategy into a 3-5 year sales plan
- Optimise the supply network's configuration

*The company's strategy includes:

Go-To-Market: What Product To Which
Clients In Which Territory Via Which Channels
At What Price

Business Priorities:
Products/ Clients/ Channels/ Territory Priority
Rules

Target Service Levels

Business Success Criteria: Maximize Service
Level, Maximize Revenue, Maximize Margin or
Minimize Total Cost-to-Serve

FOR THE MEDIUM-TERM AND SHORT-TERM HORIZONS, BLOOM ENABLES OUR CUSTOMERS TO:

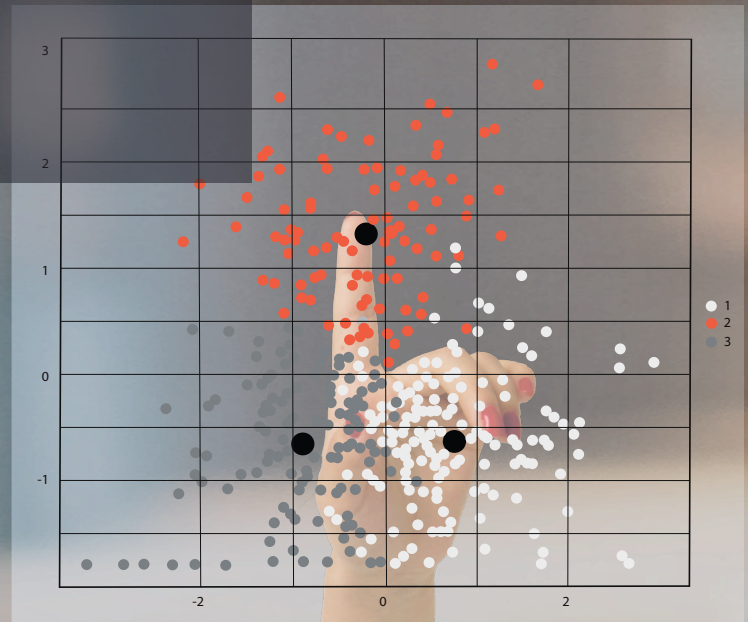
- Manage demand planning and demand sensing
- Establish the budget for the next year based on the demand plan combined with the 3-5 year sales plan
- During the year, if there is a gap between the budget and the latest demand plan, fill the gap by leveraging trade promotions activities to achieve business targets
- Define the mid-term production plan and the purchasing plan
- Optimize the resource requirements plan to meet the sales in the mid-term based on the supply network utilization inherited from long-term planning
- Optimize the resource utilization to meet sales in the short-term based on the resources planned during the mid-term planning phase, as well as supply network optimization for this period

BLOOM DEMAND PLANNING

Thrive in a VUCA world with FuturMaster Bloom Demand Planning. Unleash complexity, turning it into competitive advantages.

Our solution leverages advanced Forecast at Scale technology to incorporate large amounts of internal and external data for accurate and responsive demand plans.

Benefit from advanced algorithms, event detection, data cleansing, exception management, personalized dashboards, collaboration, and scenario planning.





BLOOM SUPPLY PLANNING

Gain agility, resilience, and optimized performance with FuturMaster Bloom Supply Planning.

Our solution unleashes the complexity inherent in your supply network and turns it into competitive advantages.

By simulating a digital twin of the supply chain, it facilitates data-driven decisions. Advanced algorithms optimize operations globally, while the semantic network graph offers a holistic view and understanding of the network. It features a fully-costed supply chain model to achieve the lowest total cost-to-serve.

BLOOM TRADE PROMOTIONS X

Achieve your business targets with FuturMaster Bloom Trade Promotion & Optimization (TPx) solution. Transform trade promotion management and drive sales by leveraging advanced ML and AI algorithms.

Bloom TPx predicts uplift, calculates cannibalization effects, and optimizes return on investment, enabling informed decision-making. Key features include AI-powered insights, cannibalization rate calculations, dynamic dashboarding, and scenario planning tools.

Elevate your trade promotions strategy!





BLOOM SALES & BUDGET PLANNING

For all companies, ambition must be translated into a go-to-market strategy. This go-to-market strategy is defined by a long-term business plan involving all the organisation's stakeholders, from sales to operations and from finance to HR. It requires the ability to use data to make data-driven decisions. Making simulations and understanding their impacts on margin, revenue, and working capital are critical capabilities.

Bloom Sales and Budget Planning allows you to make live simulations and scenarios at scale and translate them into data and dashboards to plan the go-to-market strategy and observe its impacts. This plan is then shared with all stakeholders and drives the business execution of operational processes.

OUR DIFFERENTIATORS

FuturMaster's uniqueness lies in a combination of technology, data and business expertise.

OUR TECHNOLOGY ENABLES OUR CUSTOMERS TO UNLEASH COMPLEXITY:

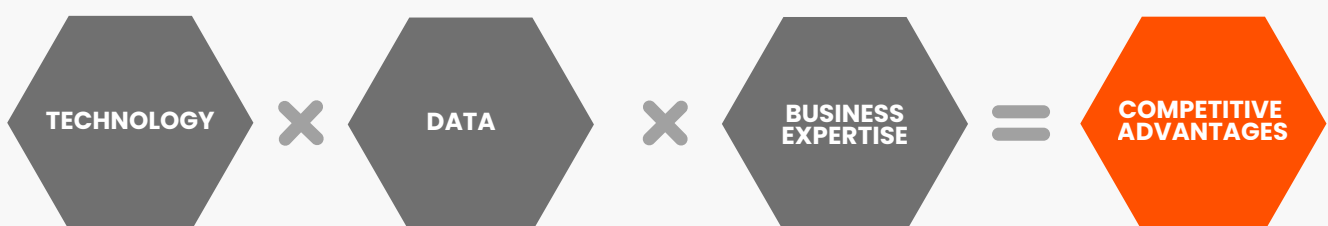
- With Machine Learning and Forecast at Scale technologies at its core, Bloom Demand Planning enables you to make accurate demand plans capable of leveraging unprecedented volumes of data
- Bloom Supply Planning relies on digital twin modelling and global optimization algorithms to leverage all the possibilities of your extended supply networks to determine the optimal supply network configuration and supply plans to achieve business success
- Bloom Trade Promotions X technology allows you to manage and optimize trade promotion activities

OUR DATA-DRIVEN APPROACH ENABLES THE TRANSLATION OF STRATEGY INTO ACTIONABLE CHOICES, MATERIALIZED AS DATA:

- Company strategy
- Company business success criteria
- Extended supply network

OUR BUSINESS EXPERTISE ENABLES US TO IDENTIFY THOSE DECISIONS NECESSARY TO ACHIEVE OUR CUSTOMERS' BUSINESS OBJECTIVES. THEN WE BUILD BEST-FIT SOLUTIONS TO IMPROVE AND OPTIMIZE THESE DECISIONS.

Our approach helps our clients achieve business success by gaining competitive advantage, agility and resilience while reducing total cost-to-serve



OUR CUSTOMERS

OUR CUSTOMER COMMUNITY COVERS MORE THAN 600 CUSTOMERS IN ALL INDUSTRIES

PROCESS MANUFACTURING INDUSTRIES



PACKAGED FOOD



FRESH FOOD



ALCOHOLIC DRINKS



SOFT DRINKS



BEAUTY



PHARMA



CHEMICALS



ENERGY

DISCRETE MANUFACTURING INDUSTRIES



ELECTRONICS



APPAREL



INDUSTRIAL
MANUFACTURING



AUTOMOTIVE &
TRANSPORTATION

RETAIL INDUSTRY



WE ARE TRUSTED BY WORLD'S LEADING & FAST GROWING COMPANIES

 HEINEKEN

L'ORÉAL

 TotalEnergies

 ADISSEO

 DANONE

 SENNHEISER

 GROUPE
LACTALIS



 LFB



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