



## *Company Profile*

Founded in 1989 TXT e-solutions is an international provider of products, services and software solutions for **Demand & Supply Chain Management**.

With Headquarters in Milan, the company also has offices in Rome, Turin, Genoa, Vicenza, Bari, Barcelona, London, Paris, Lyon, Chemnitz (Dresden) Halle (Leipzig), Haarlem and New York. The company employs around 500 professionals.

A listed company since July 2000, TXT is now included in the TechStar and All Stars (TXTS) segments of the Italian Stock Market. Consolidated 2006 revenues were to the tune of € 56,3 million.

The main markets where TXT is specialised in, are: **Consumer Goods, Speciality Retail, Luxury, Fashion & Apparel, and Automotive & Industrial**.

### **Below are some TXT customers**

Bacou-Dalloz, Bledina (Groupe Danone,) Cadbury Emea, Calvin Klein Jeans, Caviro, Cereform, Chantelle, Chelsea Football Club, Coca Cola Hbc, Colomer (Revlon), Daimlerchrysler, Délifrance (Grands Moulins De Paris), Dolce & Gabbana, Du Pareil Au Meme, Eminence, Entertainment Uk (Woolworth Group), Faccenda Group, Fresenius Medical Care, Galderma, Grampian Country Pork, Gucci Group • Habitat • Hitachi Air Conditioning • Hugo Boss, Hutchinson Transmission, La Redoute, Lastra (Agfa), Lavazza, Le Tanneur, Lindt & Sprüngli, Louis Vuitton Malletier, Nelsonbach, Okaidi, Orangina Schweppes, Russell Corporation, Saiwa (Groupe Danone), Sergent Major, Snaidero, Unopiù Europa, Valentino Fashion Group, Vf Services (The North Face, Jansport), Wedgwood, Weetabix, Woodward Food Services, Young's Seafood...

## **TXT Offering**

Companies today have to deal with tough "demand-driven" market scenarios that require a search for solutions based on close alignment between demand-related management and execution processes. Such processes are in turn integrated with aspects linked to product innovation, as well as distribution, planning and optimization of the entire supply chain. The key to a company's competitive advantage lies in the effective management of the correlation between these processes. Some of the beneficial results of this include: an enhanced level of customer service, lower operating costs, more efficient handling of procurement, and reduction in stock-outs and a proper price definition in inventory.

The **TXTPERFORM** suite is the solution designed by TXT e-solutions in response to Demand & Supply Chain Management requirements. The suite is built around "product platforms", each one of them offering a range of specialized functional components to cover the main business processes.

***Demand Management:*** offers the tools for setting-up a high quality, precise and realistic demand planning process. It provides functional components as support for collaborative forecasting, sales budgeting and is integrated with promotion and assortment planning at point of sale.

***Planning & Optimization platform:*** provides a solution to the corporate need for integrated planning of production, procurement, distribution, stock replenishment and management, via the synchronization of the physical flows at every node of the supply chain.



**Supply Chain execution:** converts all planning objectives, falling under the demand-planning management chain, into operational production orders by stretching the TXTPERFORM suite planning functionalities up to the executive level.

**PLM-PDM:** lying at the heart of the platform are Product Data Management applications. They feature all the functionalities that enable management and sharing of creative and technical product history (master data, bills of materials, production procedures, colour ways, costs, images). The integration to other TXTPERFORM suite platforms allows the fashion business to run end-to-end operations within the Product Lifecycle Management (PLM) framework.

**Supplier Relationship Management (SRM):** this collaborative platform allows all players involved in the value chain - suppliers, subcontractors, logistics service providers and their clients – to exchange information and documents, negotiate delivery terms, synchronize their activities and monitor work in progress.

**Workflow Management:** Enables organizations to graphically model any company process by defining flows, priorities and user responsibilities. Supervisors can check the progress status in real-time and quickly manage critical issues.

**Analytics:** Provides Business Intelligence techniques for in-depth data analysis, KPI and dashboard definition, information distribution and sharing at every level of the organization plus related reporting. Varying geographic remote users can benefit from the Analytics functionality through a web front-end.

## **TXT Main Target Markets**

TXT integrates its solutions and its process knowledge with an offer for specific markets. Within the TXTPERFORM suite, TXT's competencies on single processes are extended and deepened to provide a heightened response to the typical demands of specific sectors.

Thanks to more than 350 customers in **Luxury, Fashion & Apparel markets, Specialty Retail, Consumer Goods and Industrial & Automotive**, **TXT can be, today, defined a global leader in software solutions for these sectors.**

### ***Luxury, Fashion & Apparel***

**In a market characterized by unpredictable demands and continuous product innovation and wider product ranges, TXT has a complete solution allowing fashion companies to manage the following:** collection and product launching (including sourcing alternatives and maintaining the creativity of design team); understanding of customers demand signals and deriving accurate demand forecasts, quickly reacting to on-season demands; defining sales budgeting and assortment plans; production and procurement plans, according to production and logistics constraints; along with managing a network of local/global suppliers and subcontractors.

### ***Specialty retail***

**The main goal for companies operating in this sector is to provide customers with the right product, in the right shop, at the right moment and in the right quantities.** The TXTPERFORM solution allows company to better understand signals of the market, to increase forecast reliability, to define precise sales budgeting, to develop assortment plans fitted to all shop branches and to accurately replenish distribution platforms and warehouses. Furthermore the solution allows for the management of different typology of products: permanent and seasonal as well as new products guaranteeing the success in launching.



### ***Consumer Goods***

**Demand planning excellence and forecast accuracy is essential in a sector where promotions have a strong influence.** Taking into account all production, procurement and distribution constraints and managing the best inventories are just some of the challenges within this sector. TXT has a solution that effectively allows understanding of customer signals and also items with no-historical data, in order to define accurate forecasting. **TXTPERFORM** enables promotions impact, in terms of volume and value, as well as cross-selling effects and profits and new products introduction to be taken into account. Thanks to more effective planning, companies are able to optimize stock levels and integrate the definition of production, procurement and distribution planning into all typical constraints of this sector. (including shelf-life).

### ***Industrial & Automotive***

**Globalization has led to stiff price competition and consequent shrinking margins. The push towards outsourcing and delocalization has made Supply Chain operations more complex.** Market calls for innovation, tailor-made products and timely deliveries are all viewed as imperatives. In managing the processes end-to-end, TXT solutions tackle the typical issues of each Industrial & Automotive business: Discrete Manufacturing, Automotive OEM and Suppliers, Aerospace & Defence, Electronic Products & Semiconductors.

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