

# Winners of the 2007 Global Ken Sharma Award for Excellence

A leading semiconductor manufacturer, an international footwear retailer and a Mexican beer brewer are the latest winners of the Global Ken Sharma Award for Excellence. ON Semiconductor, Payless ShoeSource and Grupo Modelo were recognized for their leadership in supply chain management during ceremonies at i2 Planet 2007 Orlando in May.

The annual award, which honors i2's late co-founder Ken Sharma, was open to hundreds of i2 users with implementations planned, in progress or completed. i2 and the i2 User Group co-sponsored the award, and an independent panel of analysts from AMR Research judged each nominee on the basis of innovation, supply chain depth and breadth, results and time to value.

## Return on investment

Longtime i2 customer ON Semiconductor received the award for Supply Chain Return on Investment. In the face of shorter than ever product life cycles and increasingly complex supply networks, ON Semiconductor sought to transform its supply chain into a competitive differentiator.

Leveraging a variety of i2 solutions, ON Semiconductor has optimized its inventory position, improved scenario planning, implemented an innovative sales and operations planning process, and increased its end-to-end supply chain visibility.

As a result, the company has improved its on-time delivery to customers from about 70 percent to more than 90 percent. The company has also doubled its inventory turns while increasing productivity by 300 percent. It reports that the use of i2 solutions has saved the company nearly \$20 million.

## Supply chain innovation

The Global Ken Sharma Award for Supply Chain Innovation went to leading footwear retailer Payless ShoeSource. With thousands of stores and SKUs, plus short product life cycles and long lead times, Payless needed to optimize its merchandise planning and allocation as well as its store-by-store price markdowns.

Using i2 solutions, Payless has decreased inventory

levels, optimized markdowns and created a better managed product flow. The company has also optimized its case pack shipping, leading to more accurate quantities and size assortments within all stores. As a result, Payless has experienced a string of positive same-store sales and improved inventory positioning.



## Supply chain breadth and depth

The Global Ken Sharma Award for Supply Chain Breadth and Depth was awarded to Mexican brewer Grupo Modelo.

Each of the company's breweries operated its production schedule differently, and forecasting and planning operations were often manual. To solve these problems, Grupo Modelo implemented i2 solutions to improve visibility, planning, collaboration and control across its extended supply chain.

Through these implementations, the company has reduced planning cycle times, increased forecast accuracy and improved its response to market changes. Grupo Modelo has lowered costs by reducing inventories, improving plant execution, optimizing transportation planning and enhancing customer service at distribution centers.

The company reports its network modeling activities alone have enabled it to realize multimillion dollar savings, while improving the quality of its production plans.



Finalists for the next round of Ken Sharma Awards will be named at **Directions**, the i2 User Group conference, on November 5-7 in Newport Beach, Calif. The global winners will be named at **i2 Planet 2008**, April 30-May 2 in Phoenix.