

Pioneering the Use of AI in Supply Chain Management

aioneers | Company Presentation



aioneers - Pioneering AI in Supply Chain Management

★ founded 2020

👥 130 employees

🌐 offices in Germany & India



TOP 6 USE CASES



RECOGNITION



Value generation through better supply chain management



Value Generation

P&L / Balance Sheet Items	Value Range*
Material Expenses	0.5% - 1.5% reduction
Logistic & Transportation Expenses (inbound + internal)	1% - 2% reduction
Manufacturing Expenses (Personnel, Depr., Scrap..)	0.5% - 1.5% reduction
Inventory Depreciations (irregular)	10% - 40% reduction
Distribution Costs (incl. outbound log)	1% - 2% reduction
Administration Costs	1% - 2% reduction
Inventory (Capital and Holding Costs)	5% - 25% reduction
Service Level (Revenue Increase)	0.5% - 2% increase
Sales & Marketing Effectiveness (Revenue Increase)	1% - 4% increase

AIO realizes recurring EBIT improvements and one-off benefits

*Based on aioneers experience, market research, AIO SCCC benchmarks. Nonbinding estimate.

Gartner also predicts the merge of analytics and decision intelligence in supply chains

“Functional teams are looking to speed up **cross-functional decision making** on the basis of more near-real-time and broader datasets, allowing them to quickly react to disruptions and thus enhance the quality of decision making:

1. By 2026, more than **80% of newly created supply chain applications will leverage AI and data science**, resulting in additional insightful information, predictions and suggestions.
2. By 2026, **75% of global enterprises will apply decision intelligence practices** for logging decisions for subsequent analysis.
3. By 2026, 50% of organizations will have to evaluate **analytics and business intelligence (ABI) and data science and machine learning (DSML) platforms as a single platform** due to market convergence.”

Gartner

Market Guide for Analytics and Decision Intelligence Platforms in Supply Chain

Published 26 June 2023 - ID G00759332 - 18 min read

By Analyst(s): Christian Titze, Noha Tohamy, David Pidsley, Leonard Ammerer

Initiatives: [Supply Chain Technology Strategy and Selection](#); [Supply Chain Transformation](#)

The analytics and decision intelligence (A&DI) platform market is evolving, but it remains highly fragmented. Supply chain technology leaders can use this research to navigate market conditions and build a cohesive technology roadmap to adopt supply-chain-specific A&DI platform capabilities.

Table 2: Representative Vendors of A&DI Platforms in Supply Chain (EMEA HQ)

Vendor	HQ	Representative Service
aioneers	Germany	AIO Supply Chain Command Center (AIO SCCC)
BluecruX	Belgium	Axon Binocs
eccenca GmbH	Germany	eccenca Corporate Memory
mSE PointOut Group	Germany	OpenPlatform
Pathway	France	Pathway/Pathway Logistics Application
Peak	U.K.	Dynamic Inventory
SS Supply Chain Solutions (3SC)	Netherlands	Supply Chain Artificial Intelligence (SCAI)



We do have all the data from the supply chain...

ERP-Systems

Dashboards

Financial Reporting Systems

Quality Management Systems

Data Lakes

SC Control Towers

Manufacturing Execution Systems

...

Excel Sheets

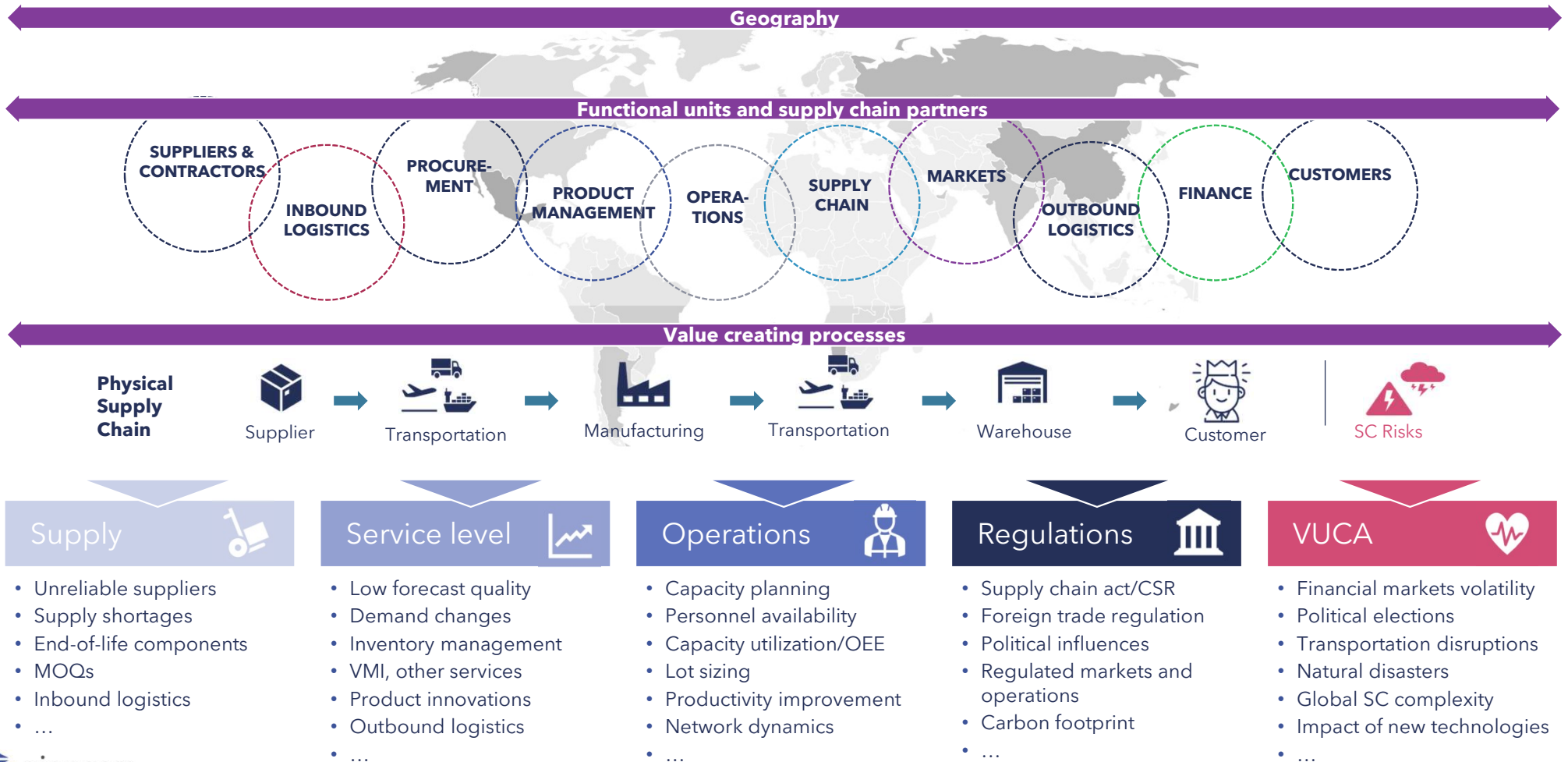
Transport Management Systems

SC Planning Systems

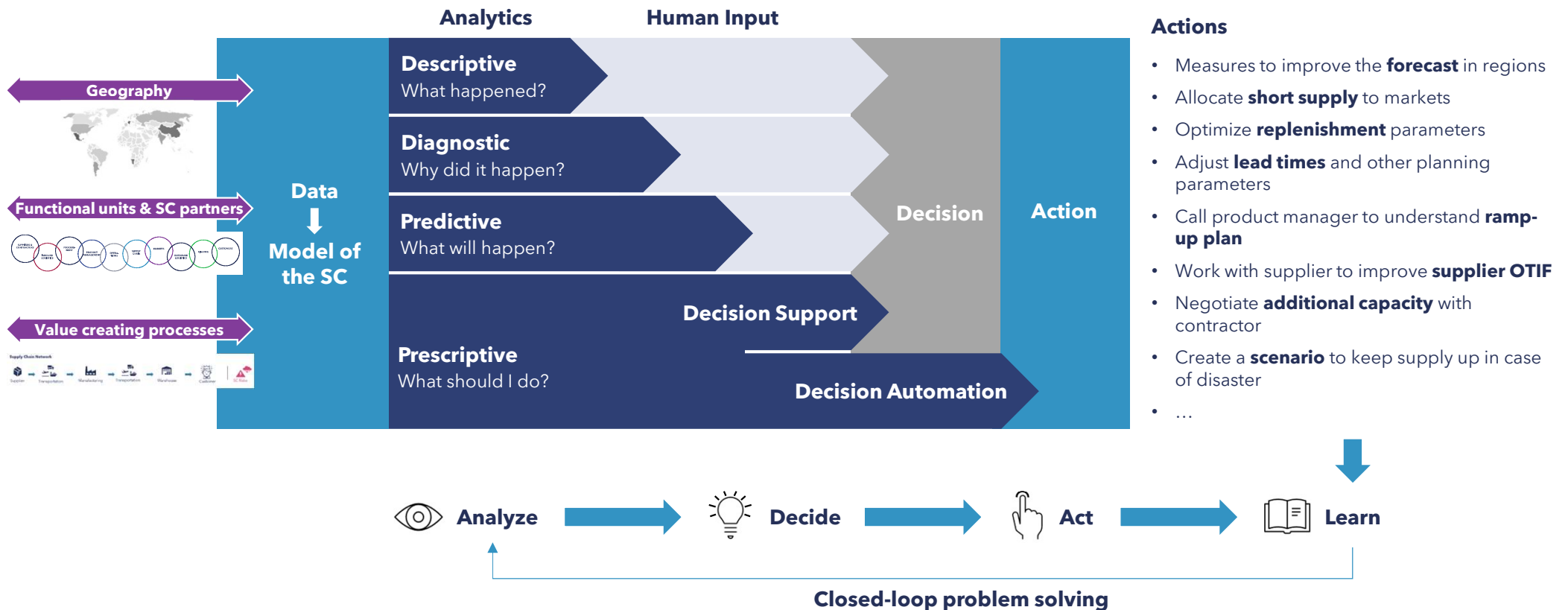
Suppliers Systems

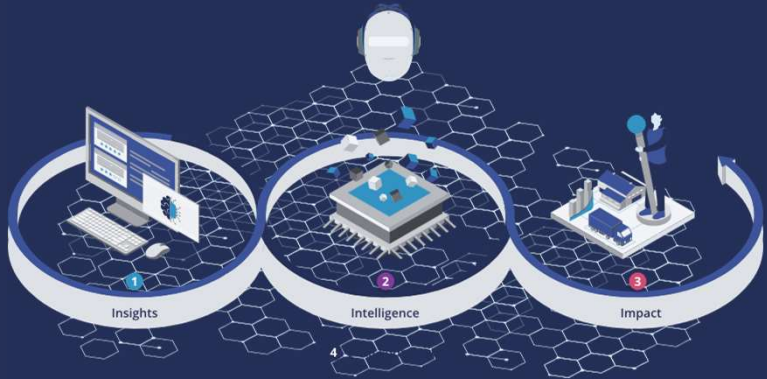
... but how do we generate insights and actions from the data?

Despite all the data, **operational and structural problems** in supply chains persist



To solve supply chain problems, we need capabilities to **analyze, decide, act** and **learn** from data in an intelligent way





“What would change if we had an

intelligent supply chain system

with data from **all** business functions and supply chain partners, knowledge about all **historic decisions**, the ability to solve problems like an **expert**, that is **learning** from actions?”

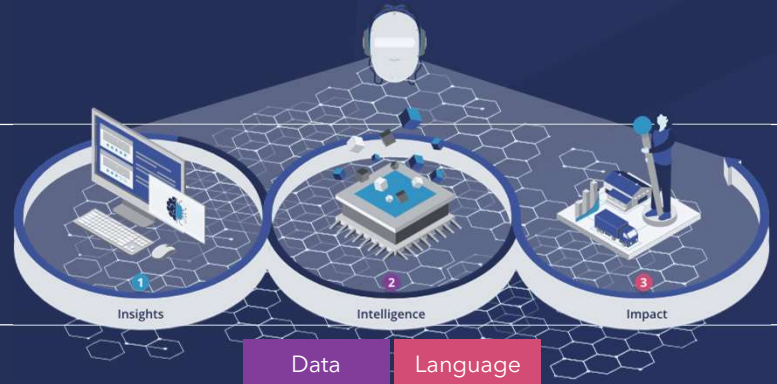
The **AIO Supply Chain Command Center/Copilot** integrate all data in an end-to-end SC model and provide decision automation



Copilot

**Control Tower
Decision Support
Execution Mgmt.**

Data Foundation



1. Contextualized data
2. Natural language UI
3. Workflows and recommendations
4. Autonomous problem solving



Supply Chain Network



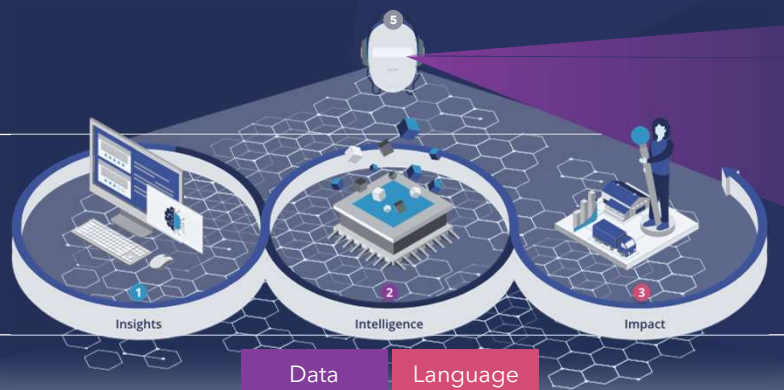
AIO enables **closed-loop problem solving**, supported by the Copilot acting as an **AI Persona**



Copilot

Control Tower
Decision Support
Execution Mgmt.

Data Foundation



5 Copilot

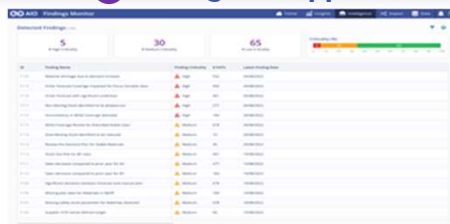


- AI persona
- 24/7 available
- Supply Chain Expertise
- Teachable
- Process, data & context aware

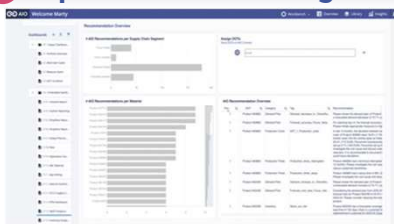
1 Insights Control Tower



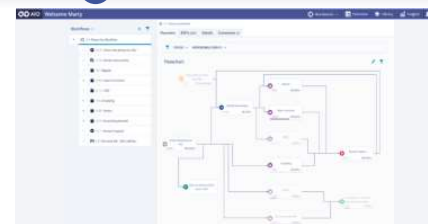
2 Intelligence Apps



3 Impact Execution Management



4 Data Foundation



Closed-loop problem solving

The modules of the AIO Platform enable near real-time closed-loop performance management



Insights Control Tower

- Forward-looking transparency** of the end-to-end supply chain, covering all business functions and supply chain topics
- Flexible, configurable dashboards** that immediately fulfill the organization's information and decision needs, with clear ownership of KPIs
- Explore and analyze the top supply chain issues & trends**, deep-dive into exceptions, understand connections and root causes
- Enable fact-based decision making** in cross-functional meetings, resulting in focused actions and supply chain improvements

Intelligence Apps

- Intelligent, AI-based and optimization-based algorithms** generate automated forecasts, stock program and portfolio decisions aligned between sales and supply chain, optimized inventory and planning parameters, service level assessments, etc.
- Supply and demand scenarios** can be simulated and evaluated, to preview the impact of decisions and external events and supply risks
- Automated diagnostics and recommendations** highlight the weak points in the supply chain and drive focused improvement actions

Impact Execution Management

- Improvement initiatives and measures** establish a digital model of supply chain improvements, ensuring reliable execution
- Integration with execution systems** provides for seamless workflows and full automated support
- Knowledge library** collects best-practices, former improvement initiatives and their results and connects supply chain experts
- AI-based active learning engine** forecasts possible outcomes from the impact generated by former improvement initiatives

Data Foundation

- High-performance connectors** to source and execution systems combining a scalable lakehouse architecture with flexible data modelling
- Data foundation** represents a (near) real-time digital supply chain twin to the detail of individual transactions plus all decisions, initiatives and measures that are to be executed to improve the supply chain performance
- The knowledge graph** keeps records of all actions and their outcome, enabling active learning of the supply chain
- Powerful workflow and automation engine** enables supply chain experts to work smarter and faster, driving supply chain innovations

The AIO Copilot adds an AI powered coworker to SCM teams, increasing human productivity and complementing human skills

A new Coworker - available 24/7

Virtual Coworker **available 24/7** and part of supply chain management team
Interacts with its environment through AIO-UI and Microsoft Teams

Aware of data, processes and context

Taps into **relevant supply chain data** via the Data Foundation
Combines supply chain data with any provided **company specific information** like **standard operating procedures, contracts, roles & responsibilities**, etc. via the company knowledge graph
Collects important information and answers questions correspondingly in a **textual** and **visual** manner

Teachable through your Supply Chain Team

Is **teachable and learns** like a new human supply chain manager during onboarding through defining an **objective, scope and triggering events for any workflow** and walking through the necessary steps to complete it together and providing on-the-job feedback
Quick time to run, without a multi-month implementation project for each new workflow
Automates repetitive and operational tasks after teaching easily

SC Expertise and Tools

Fed with **deep supply chain knowledge**
Comes with **advanced analytics, simulation and optimization capabilities**, allowing a better human decision making
Adds new tools easily to its repertoire that are relevant for a supply chain manager in your company