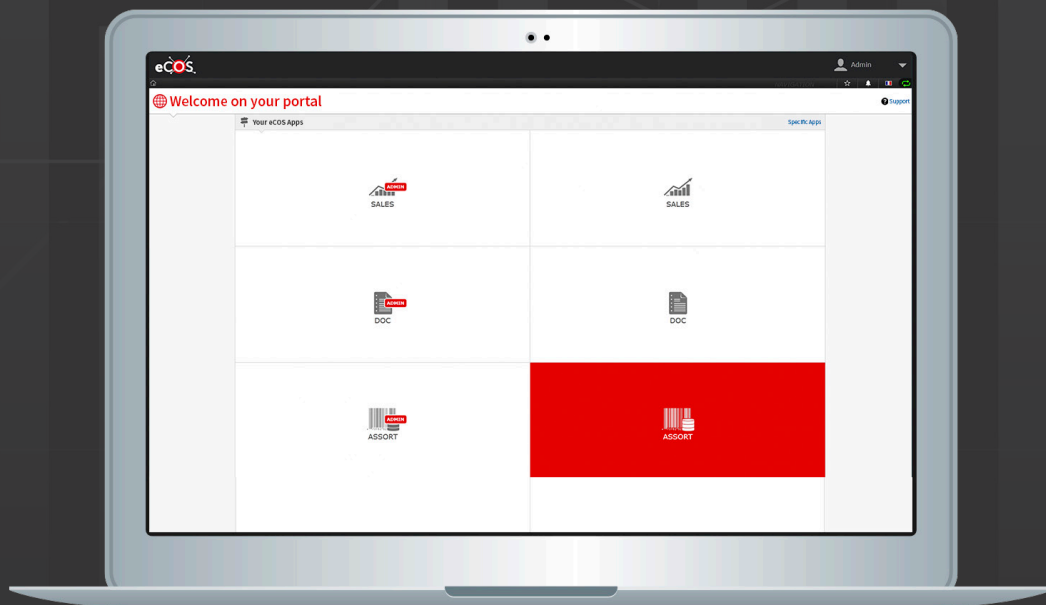
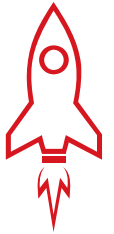


eCOS[®] ASSORT

THE AUTOMATING SOFTWARE PROGRAM THAT
ENHANCES THE RELIABILITY OF THE PRODUCT
ASSORTMENT PROCESS MANAGEMENT



WITH eCOS[®], BOOST YOUR RETAIL EXECUTION PROCESS PERFORMANCE



Externis is the publisher of the eCOS[®] SaaS software suite.

3 complementary business software programs created by and for retail execution professionals:

- eCOS[®] **Sales**: boosts and automates the management of all POS materials and services,
- eCOS[®] **Assort**: improves and enhances the reliability of the assortment process management,
- eCOS[®] **Doc**: improves the sharing of information between HQ and field teams.

A collaborative software suite, interconnected and evolutive

Collaborative: thanks to SaaS, headquarters and field teams can access a personal and secure work space with unique login details. The real-time data synchronization between teams highly reduces mistakes and loss of information.



Interconnected: eCOS[®] software programs are independent from one another: they complete each other to help headquarters and field teams from the decision-making to the operational execution.

Evolutive: we collaborate with our user community to develop the eCOS[®] software programs.

eCOS UX[®]: a user experience dedicated team. Different formats suggested on a regular basis to stay attentive and evolve our software programs together.

The biggest retail groups use eCOS[®]:



eCOS[®] ASSORT, THE ASSORTMENT PROCESS MANAGEMENT SOFTWARE PROGRAM FOR MANUFACTURERS AND BRANDS

Time saving and reinforced collaboration

- An easy and intuitive usability allows teams to access information in an easy and immediate way.
- Business features developed to improve the assortment process team efficiency (e.g. management of the different substitutions' launch dates per retailer).
- A suitable use for each user thanks to a restriction system that allows a precise, personalized and dynamic data display related to the assortment management.
- Teams collaborate in an easier way and share real-time information (personalized profile alerts and immediate updates visibility).



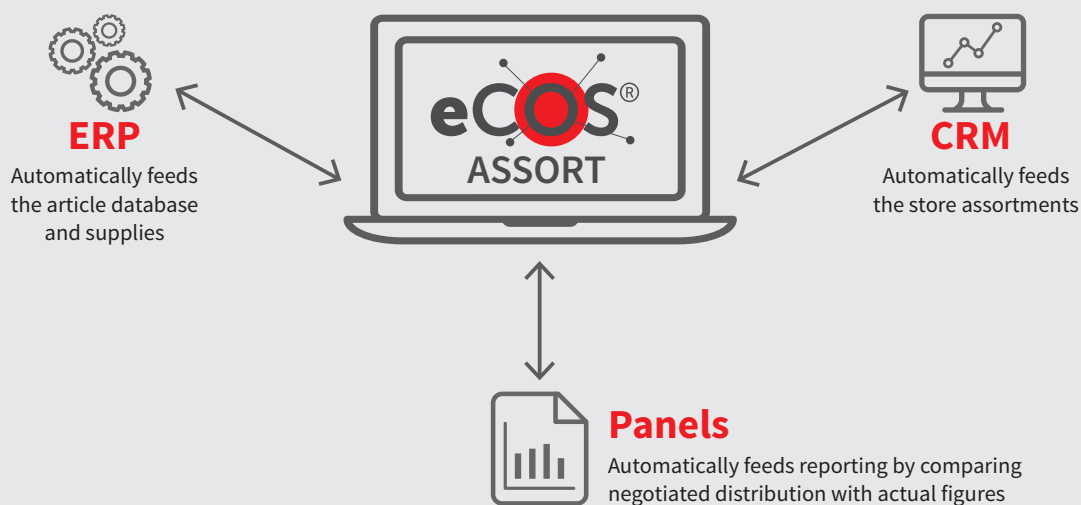
eCOS[®] ASSORT: CORNERSTONE OF DATA CONVERGENCE



Consolidation of all data on a unique tool is the strength of the eCOS[®] Assort software program. Data storage places are therefore decreased, which reinforces the **data reliability and securing**.

Each user has a **personal workspace** that he accesses through using **unique logins**. No risk of data leakage.

Consultation and data handling happen in real-time, whether data be captured, imported or coming from panellists, salesforce tools or invoice & information system software tools. eCOS[®] Assort becomes the **consolidated data framework**.



Thanks to **data convergence**, eCOS[®] Assort helps you **build the most profitable assortments** and provides numerous **answers to questions** related to managing the assortment process:

- Are the negotiated agreements per brand being respected?
- Which assortments generate the highest turnover?
- Are innovations present in client agreements?
- Where are the teams regarding achievement of objectives?
- What is the numerical and weighted distribution of each reference?

...

eCOS[®] Assort users share their results:



30%

Increase in productivity



- 80%

Emails and Excel documents sent



- 12%

Out-of-stock situations in supply chains

AND YOU, WHAT WOULD YOU LIKE TO DO?



Digitalize and enhance the reliability and monitoring of the assortment

AUTOMATION PACK			
DATA RELIABILITY	REFERENCING FOLLOW-UP	SUPPLY AND DISTRIBUTION	ANALYSE AND REPORTING
Mass item database transfer	Agreements management (mass input help)	Channel and warehouse information follow-up	Referencing distribution summary by stratum and by retailer
Configuration of your platform	Management of the listing periods	Retailer and warehouse information tracking	Agreements history (stratum, ND and WD)
Creation of your business categories	Retailer ND & WD configuration per period, stratum, channel and category	Product availability date management	
NEW Configuration of retailers, sub-retailers and channels	Listing of articles and discontinuation management	Warehouse and supply date management	
NEW Personalization of your item sheets by retailer or by channel	NEW Retrieval of panel data and sales team (ND, WD, volume and turnover)	NEW First and last warehouse supply automatable follow-up	
Setting of the business part of categories by retailer	NEW Individual display and settings backup (custom view)	NEW Addition of complementary fields related to warehouse data	
Creation of personalized messages to your teams via an editorial area	NEW Duplication of ND & WD settings from a previous period		
NEW Excel mass export/import of the prioritizations on screen			

From 80 € / user / month



Pilot all the data and master the impact on your assortment

MASTER PACK

AUTOMATION PACK +

DATA PRECISION	DECISION SUPPORT	KPI AND REPORTING
NEW Management of different substitutions' launching dates per retailer	Automated simulation of volume, turnover, ND and WD impacts of an agreement	KPI dashboard: achievement of objectives by brand and by retailer, time-to-market tracking, follow-up of average warehouse activation delays, ...
NEW Multi-prioritization per product (category, sub-category)	Graphic viewing of the listing simulation	Display customization and graphic visualization of KPIs
NEW Management of priority lists with drag-and-drop pop-ups	Follow-up of the listing objectives and distribution levels per retailer channel	Comparison of negotiated ND & WD with CRM and Panel data
NEW Facilitated ND & WD data export/import	Shortfall analysis (vs N-1)	Listing comparison between two or more retailers
NEW Instant Excel exports with custom views		Listing spreads visualization
NEW Complementary fields added related to warehouse data		Report export in Excel format

From 92 € / user / month



Build and measure the most profitable assortment thanks to data convergence

DATA CONVERGENCE
COMPATIBLE WITH « AUTOMATION » & « MASTER » PACKS

Data sell in (SI, ERP...) :

- Item EDI
- Simulation EDI
- Stock journal EDI
- **NEW** Warehouse EDI with threshold supply alerts

Data sell out (PANEL, CRM,...) :

Negotiated distribution with actual figures (reporting) EDI

Automated sales force CRM update

ON QUOTATION

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