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# EMPOWERING MOTOROLA SOLUTIONS' SUPPLY CHAIN TRANSFORMATION

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MOTOROLA SOLUTIONS





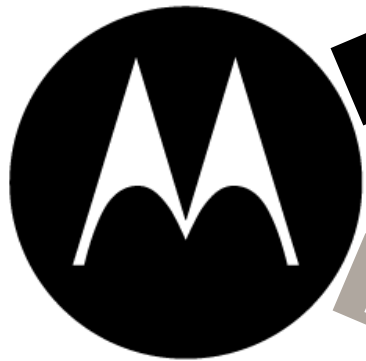
**83**  
YEARS

+

**2011**  
CHANGES

=

**CALL TO ACTION FOR  
TRANSFORMATION**



**RENAMED REMAINING  
GOVERNMENT & ENTERPRISE**

**MOTOROLA SOLUTIONS**

**ALIGN PROCESSES & I.T. WITH  
MORE FOCUSED BUSINESS**

**SPUN OFF MOBILE  
DEVICES AND HOME**

**MOTOROLA MOBILITY**

**DIVESTED WIRELESS  
NETWORK INFRASTRUCTURE**

**NOKIA SIEMENS NETWORKS**

# MOTOROLA SOLUTIONS



**MISSION-CRITICAL COMMUNICATIONS FOR GOVERNMENT AND ENTERPRISE CUSTOMERS**  
**2012 REVENUE: \$8.7 BILLION** ◆ **22,000 EMPLOYEES** ◆ **MANUFACTURING IN 4 COUNTRIES**

**CUSTOMER  
FOCUSED**

**VERTICALS**



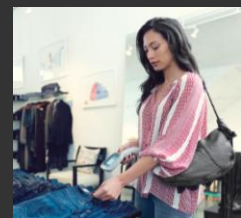
**GOVERNMENT**



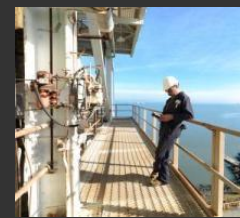
**MANUFACTURING  
& FIELD MOBILITY**



**TRANSPORTATION  
& LOGISTICS**



**RETAIL &  
HOSPITALITY**



**ENERGY &  
UTILITIES**



**EDUCATION &  
HEALTHCARE**

**SOLUTIONS  
DRIVEN**

**PRODUCT  
+ APPS  
+ SERVICES**



**TECHNOLOGY  
LEADERS**

**NEXT  
GENERATION**

**GOVERNMENT**

**ASTRO**

**PCR**

**TETRA**

**PRIVATE  
BB**

**iC&C**

**ENTERPRISE**

**iDEN**

**EMC**

**ADC**

**RFID**

**ENC**

**SW**

# OUR SUPPLY CHAIN FOOTPRINT



**MOTOROLA  
MANUFACTURING**

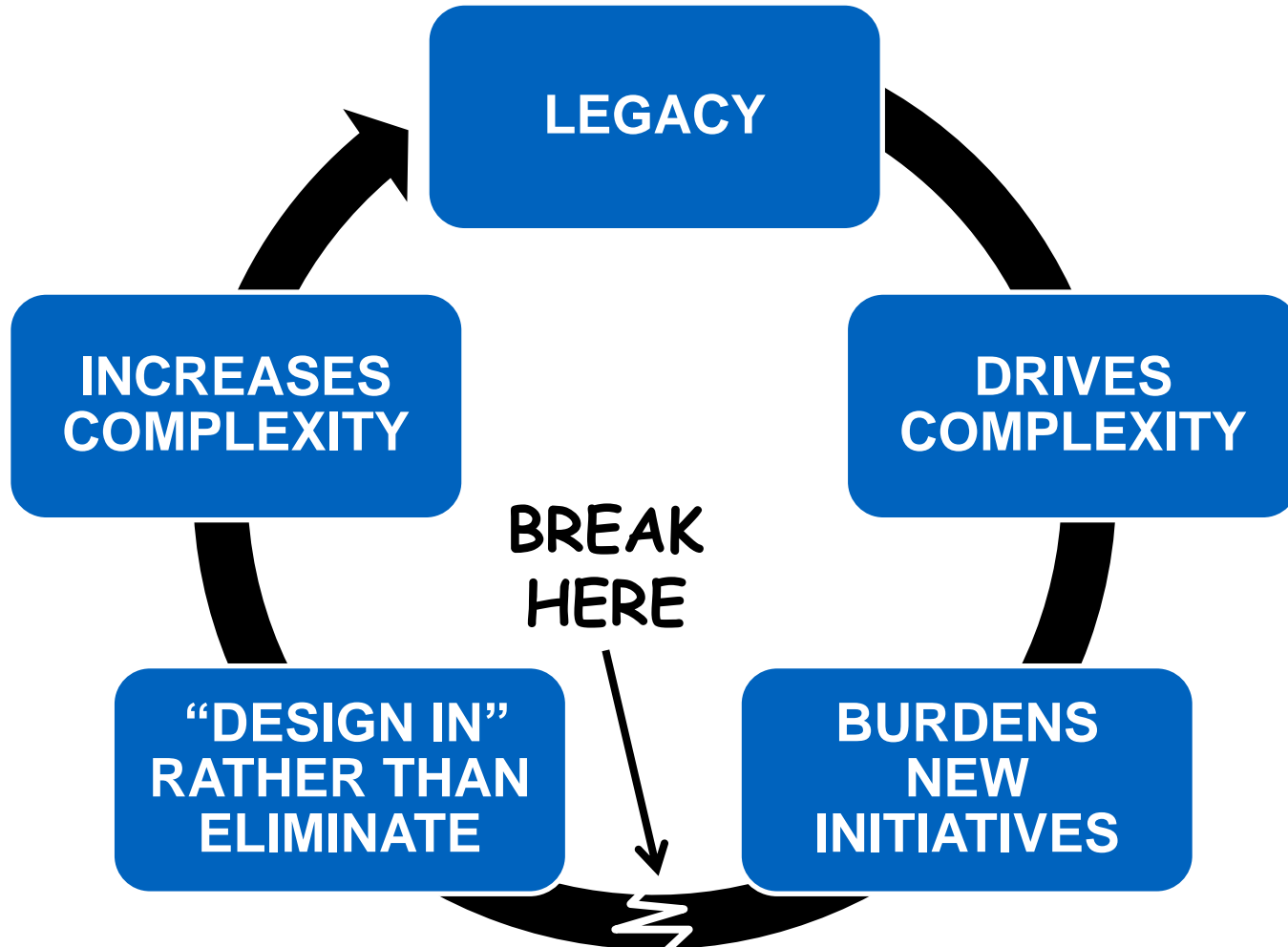


**MOTOROLA  
DISTRIBUTION**

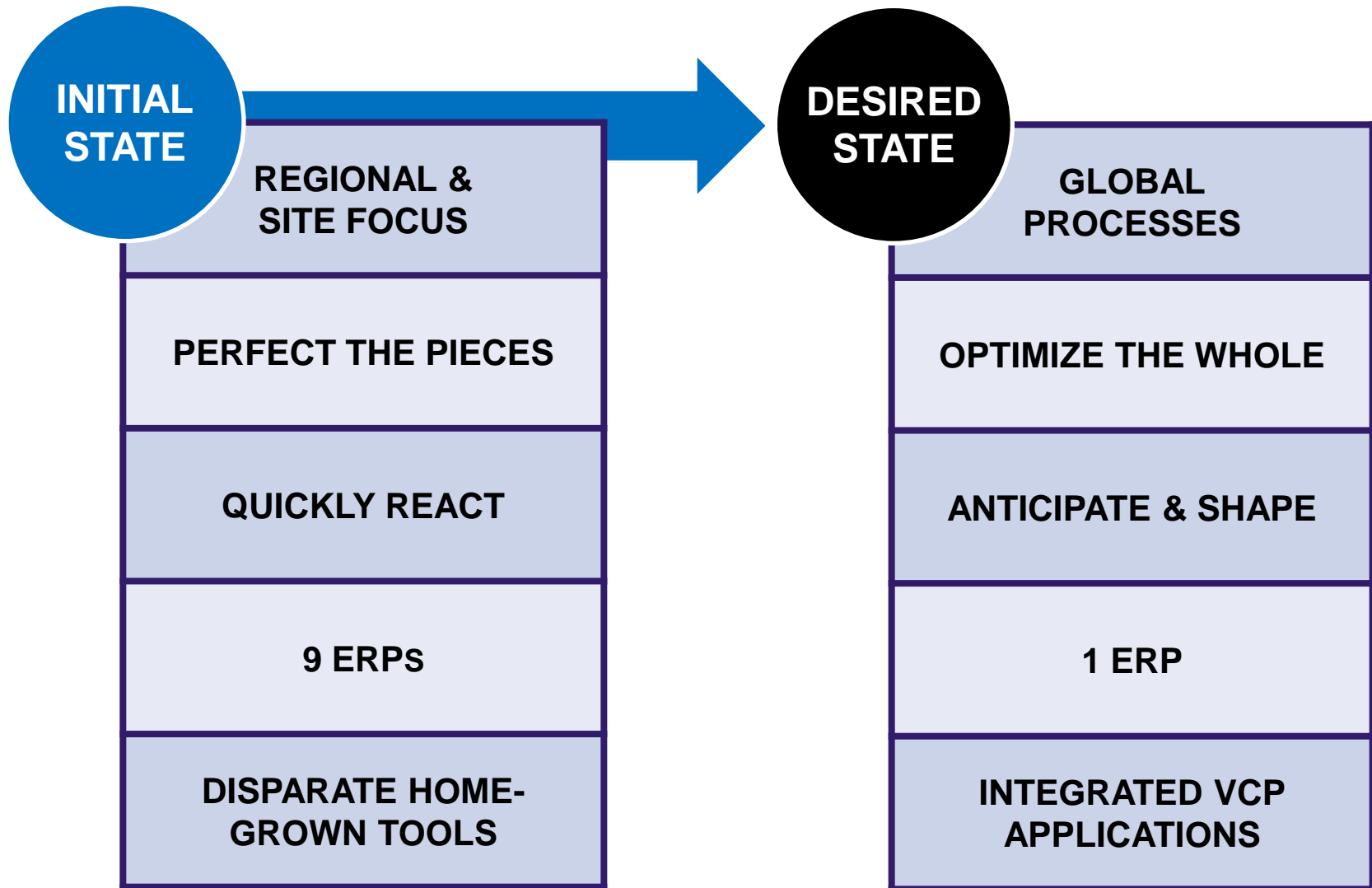


**3<sup>RD</sup> PARTY  
DISTRIBUTION**

# BREAKING THE LEGACY CYCLE



# 2011 - TRANSFORMATION BEGINS

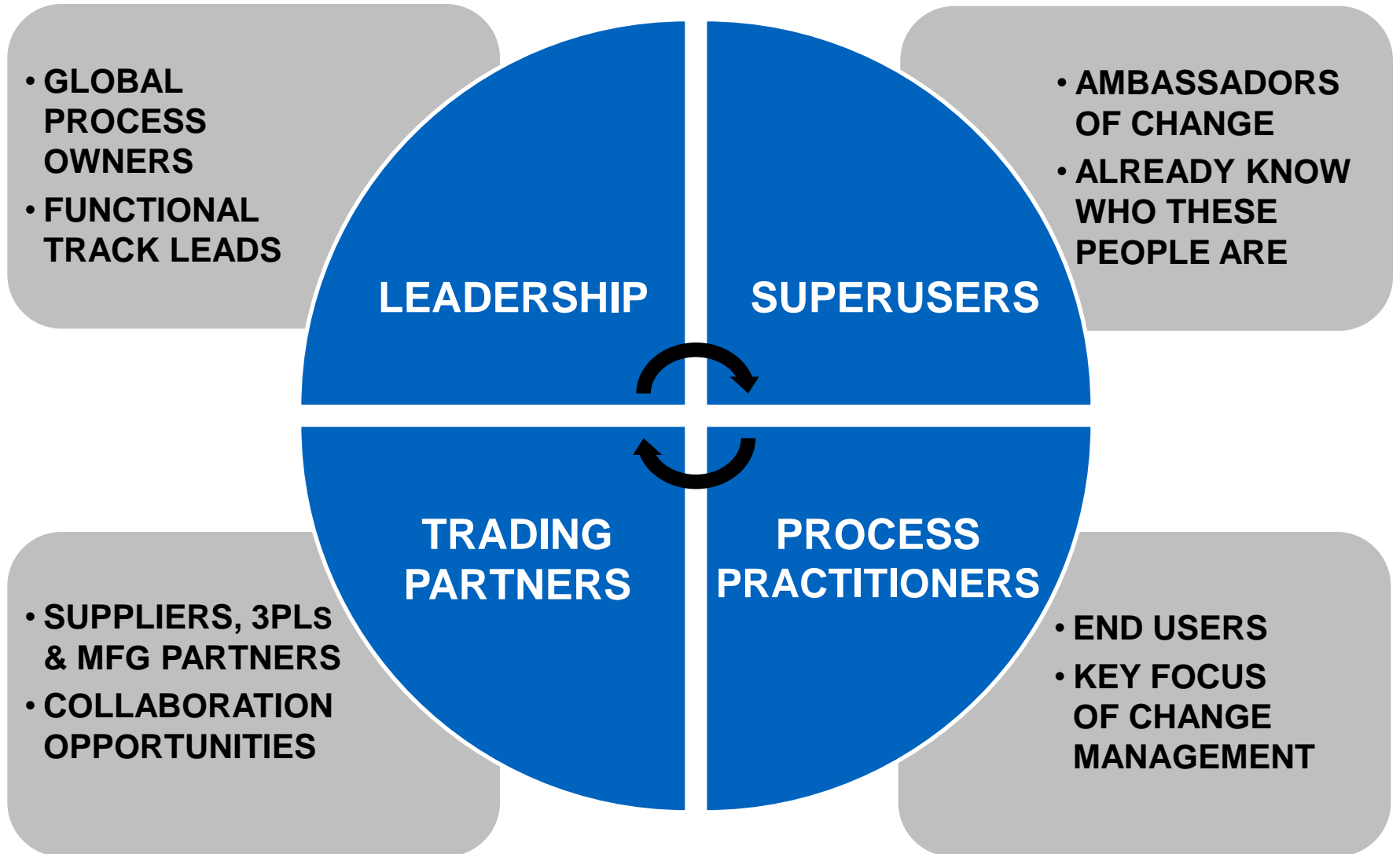


# MANAGING CHANGE GRADUALLY



	CRAWL	WALK	RUN	FLY
ROADMAP	CAPABILITY ROADMAP	FOUNDATIONAL DEPLOYMENT	GLOBAL ONBOARDING	PROCESS MATURITY
PEOPLE	PROCESS OWNERS, CHANGE LEADERS	SUPERUSER DEVELOPMENT	ALL PROCESS PRACTITIONERS	COLLABORATION INNOVATION
PROCESS	LOAD & CHASE	PLAN & EXECUTE	ANTICIPATE & SHAPE	DELIGHT & DISRUPT
SYSTEMS	ARCHITECT THE SOLUTION	IMPLEMENT CORE VCP APPLICATIONS	COMPLETE VCP FOOTPRINT	FINE TUNE APPLICATIONS

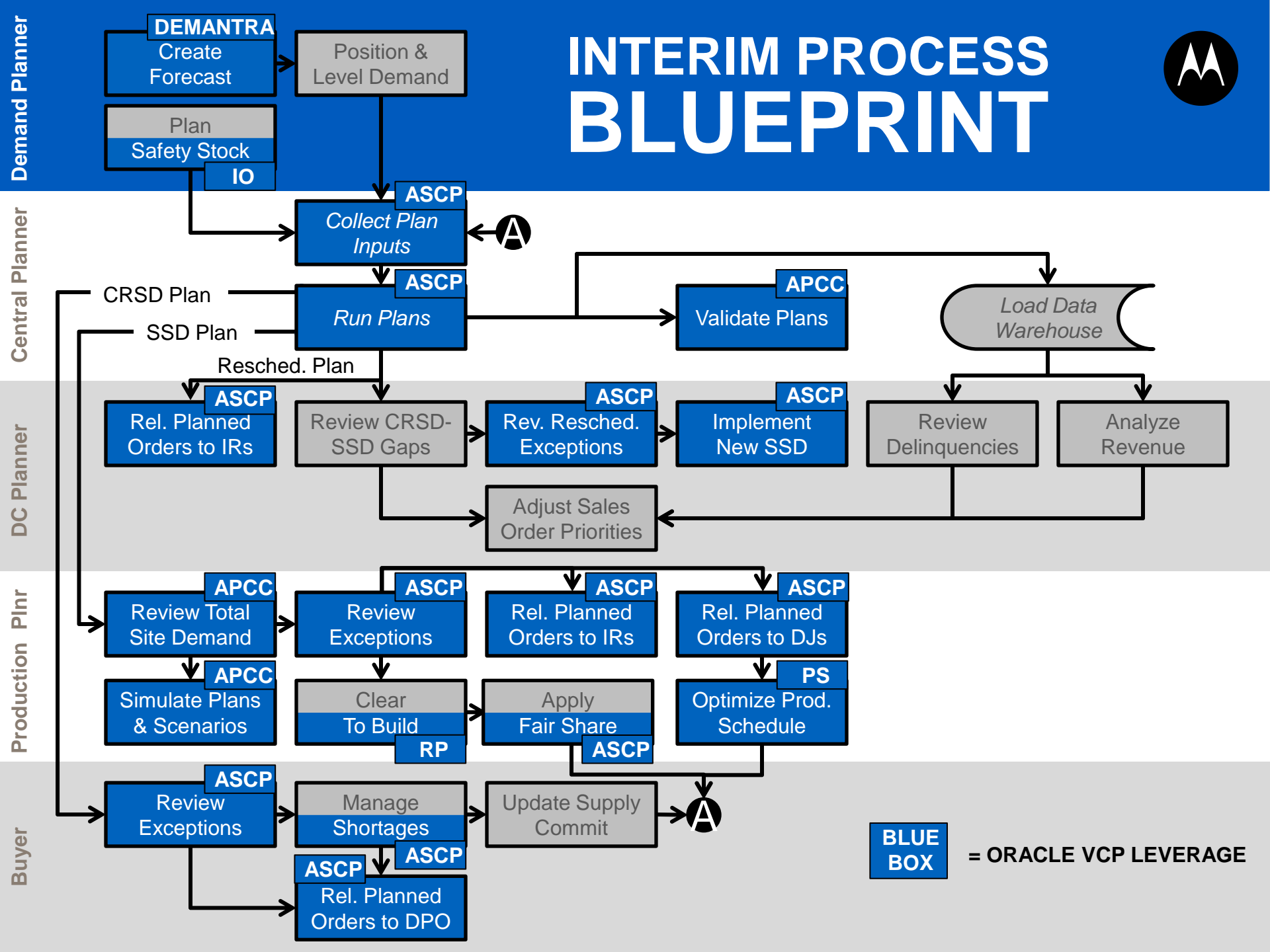
# TEAM STRUCTURE IS A CRITICAL SUCCESS FACTOR





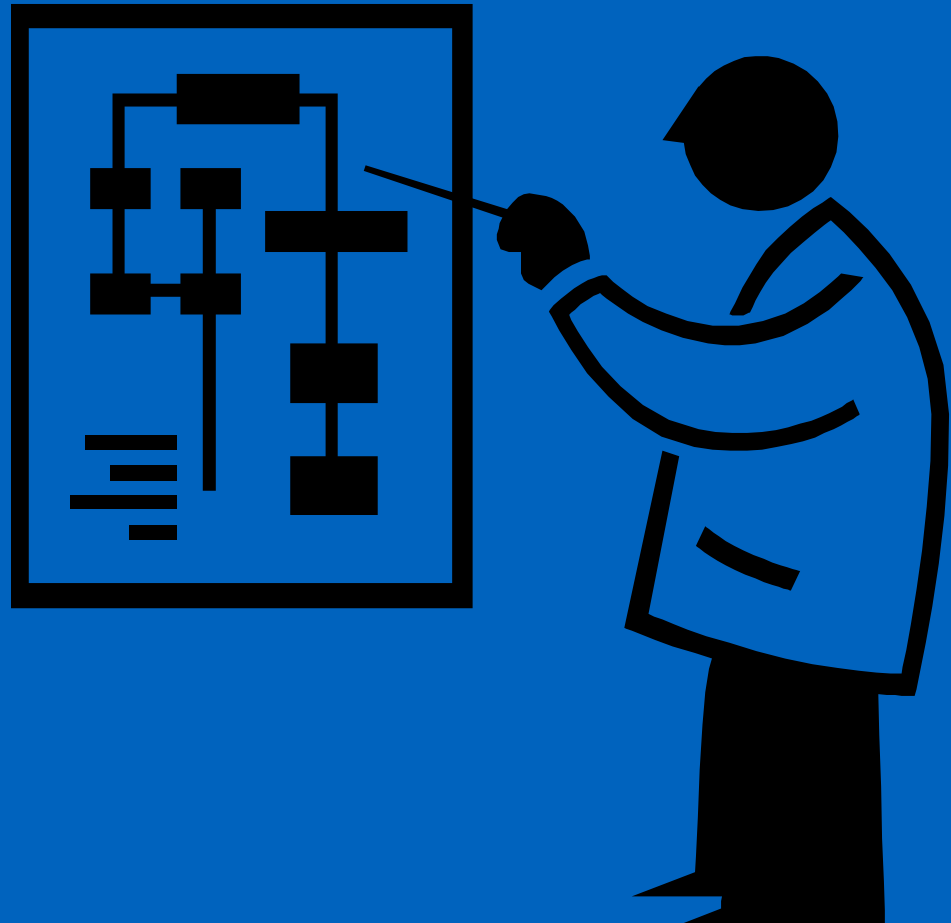


# INTERIM PROCESS BLUEPRINT



**BLUE BOX** = ORACLE VCP LEVERAGE

# PROCESS TRANSFORMATION



# PLANNING TRANSFORMATION APPROACH



	CRAWL	WALK	RUN
PLANNING PARADIGM	"LOAD & CHASE"	"PLAN & EXECUTE"	"ANTICIPATE & SHAPE"
TECHNOLOGY	ORACLE 11i, SAP & LEGACY PLANNING	ORACLE R12/11i, SAP, VCP & LEGACY	ORACLE R12 & VCP
PLANNING MODEL	SERIAL & REGIONAL/ SITE FOCUSED	SEMI-INTEGRATED W/ MIX OF VCP & LEGACY	SINGLE PLANNING RUN FOR ENTIRE SUPPLY
PLANNING CYCLE	PLANNING CYCLE OF THREE WEEKS	PLANNING CYCLE OF ONE WEEK	PLANNING CYCLE LESS THAN 1 WEEK
CONSTRAINTS	APPLIED WITHIN EXECUTION WINDOW	APPLIED TO PLANNING & EXECUTION WINDOWS	APPLIED & MITIGATED DURING PLANNING

# CAPABILITY ROADMAP

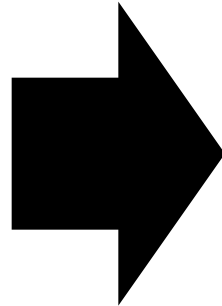
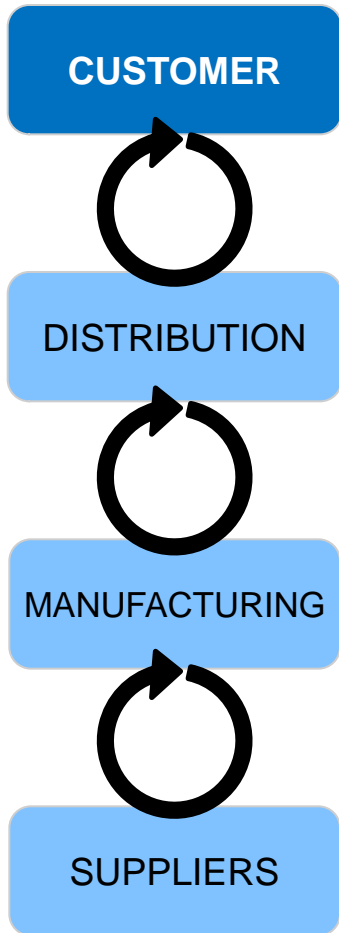


	CRAWL	WALK	RUN
<b>DEMAND PLANNING</b>	<ul style="list-style-type: none"> <li>REGIONAL PROCESS WITH EXCEL AND SFDC</li> </ul>	<ul style="list-style-type: none"> <li>GLOBAL CONSENSUS PROCESS USING DEMANTRA</li> </ul>	<ul style="list-style-type: none"> <li>INTEGRATED S&amp;OP PROCESS</li> <li>ADVANCED STATISTICS</li> </ul>
<b>SUPPLY PLANNING</b>	<ul style="list-style-type: none"> <li>DC CONSTRAINTS WITHIN EXECUTION WINDOW</li> <li>MULTIPLE CASCADED MRPS</li> </ul>	<ul style="list-style-type: none"> <li>GLOBAL ASCP FOUNDATION</li> <li>SIMPLE ALLOCATION &amp; PRIORITIZATION</li> </ul>	<ul style="list-style-type: none"> <li>MODEL SUPPLY CHAIN CONSTRAINS E2E</li> <li>FAST SIMULATION CAPABILITY</li> <li>ADVANCED ALLOCATION &amp; PRIORITIZATION</li> </ul>
<b>INVENTORY PLANNING</b>	<ul style="list-style-type: none"> <li>LEGACY APPROACH TO SAFETY STOCK</li> <li>INFLATED DEMAND SIGNAL TO DRIVE BUFFER SUPPLY</li> </ul>	<ul style="list-style-type: none"> <li>CONDUCT SAFETY STOCK PILOTS USING ORACLE INVENTORY OPTIMIZATION</li> </ul>	<ul style="list-style-type: none"> <li>FULL INTEGRATION OF ORACLE INVENTORY OPTIMIZATION</li> <li>POSTPONEMENT STRATEGIES</li> </ul>

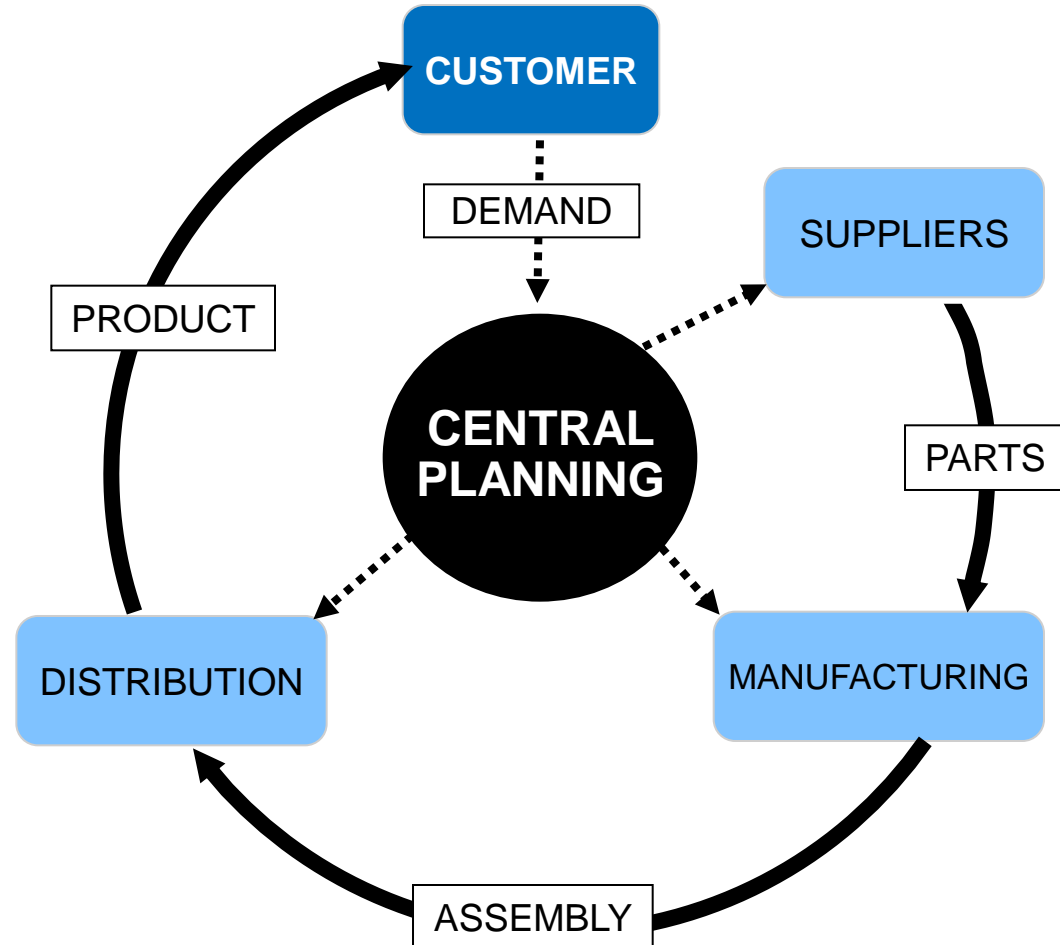
# OUR PLANNING JOURNEY



**START**



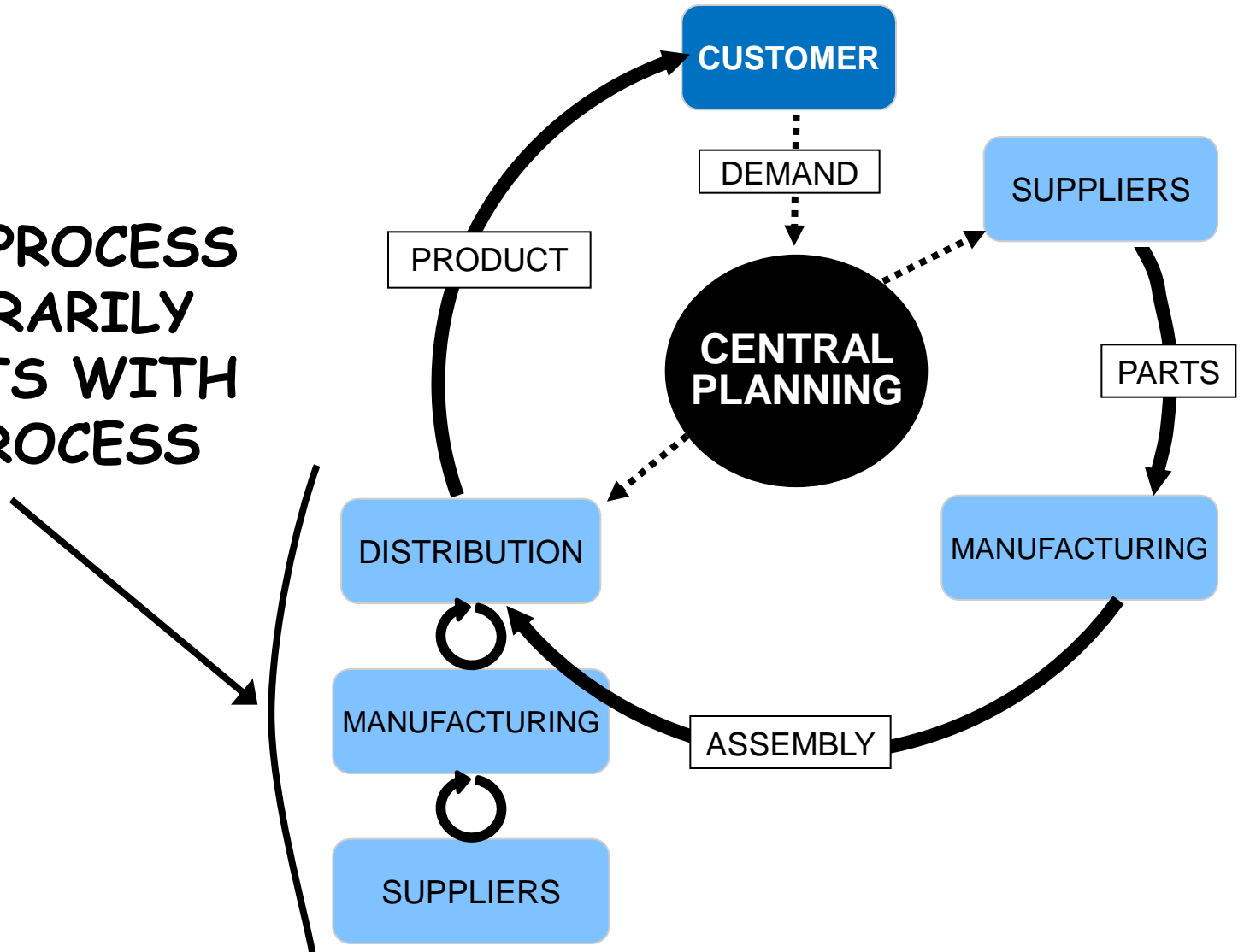
**FINISH**



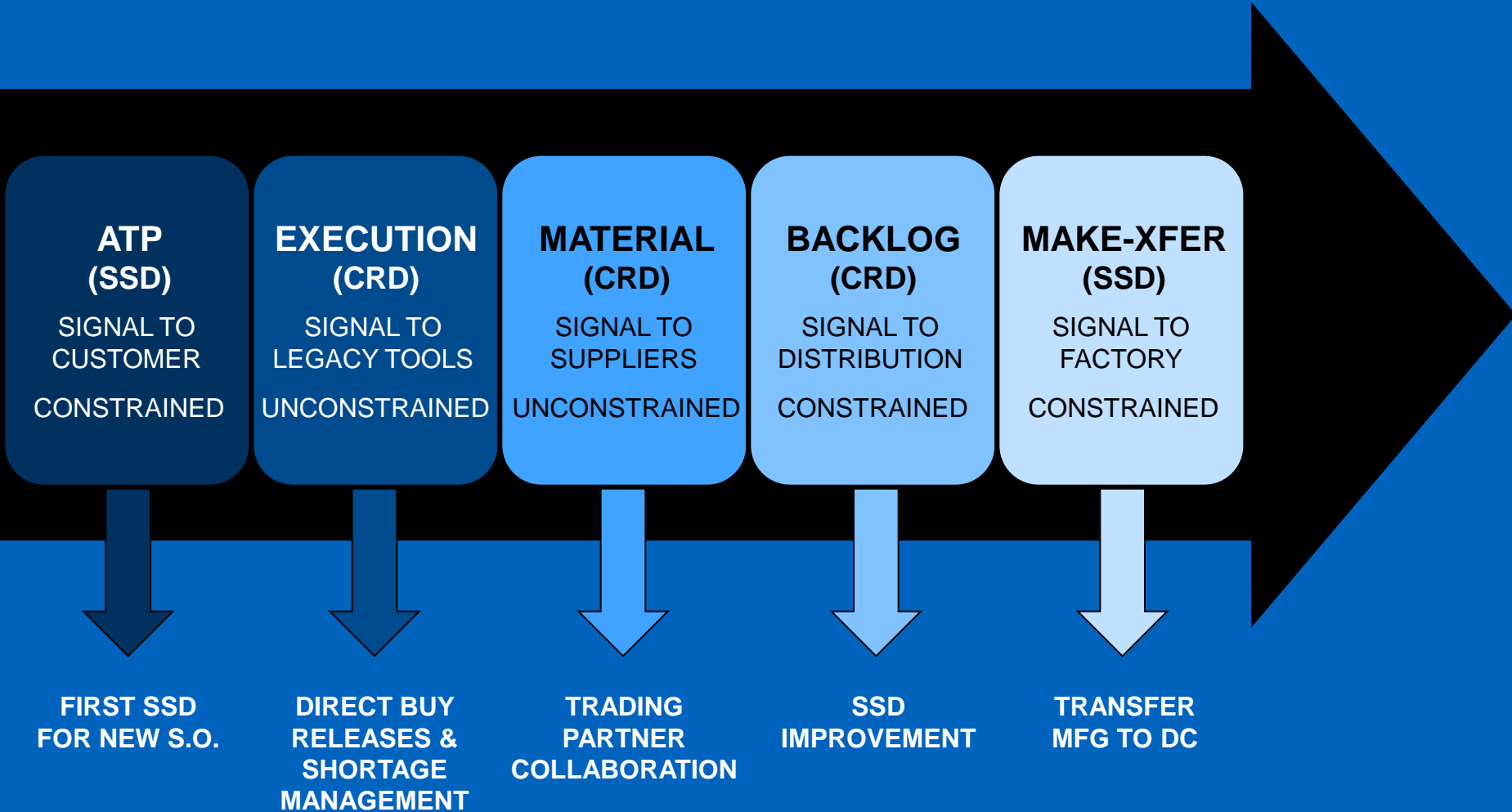
# THE SIZE OF CHANGE REQUIRES AN INTERIM PROCESS



LEGACY PROCESS  
TEMPORARILY  
COEXISTS WITH  
NEW PROCESS



# OUR ASCP PLAN RUNS

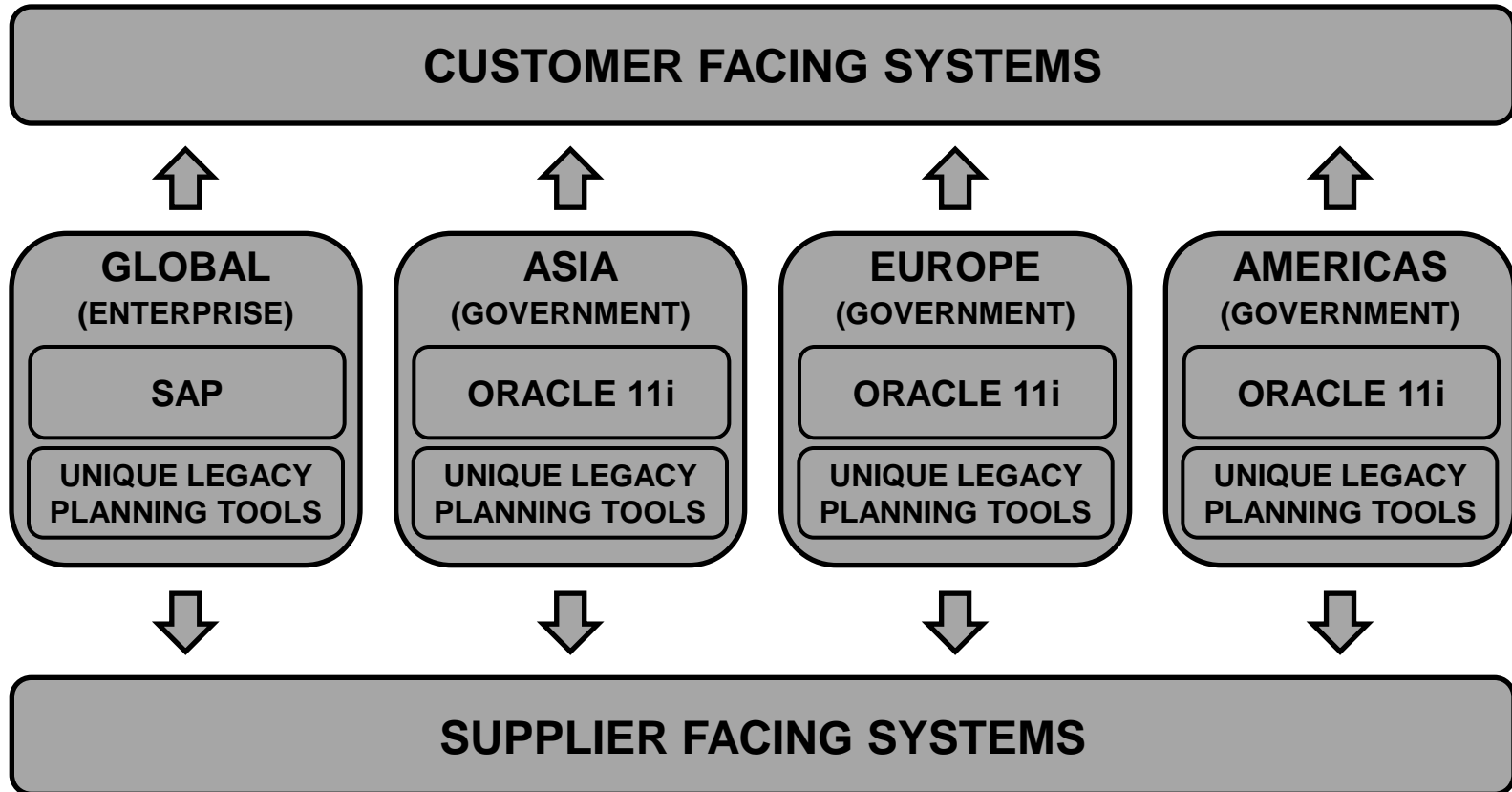


# TECHNOLOGY TRANSFORMATION

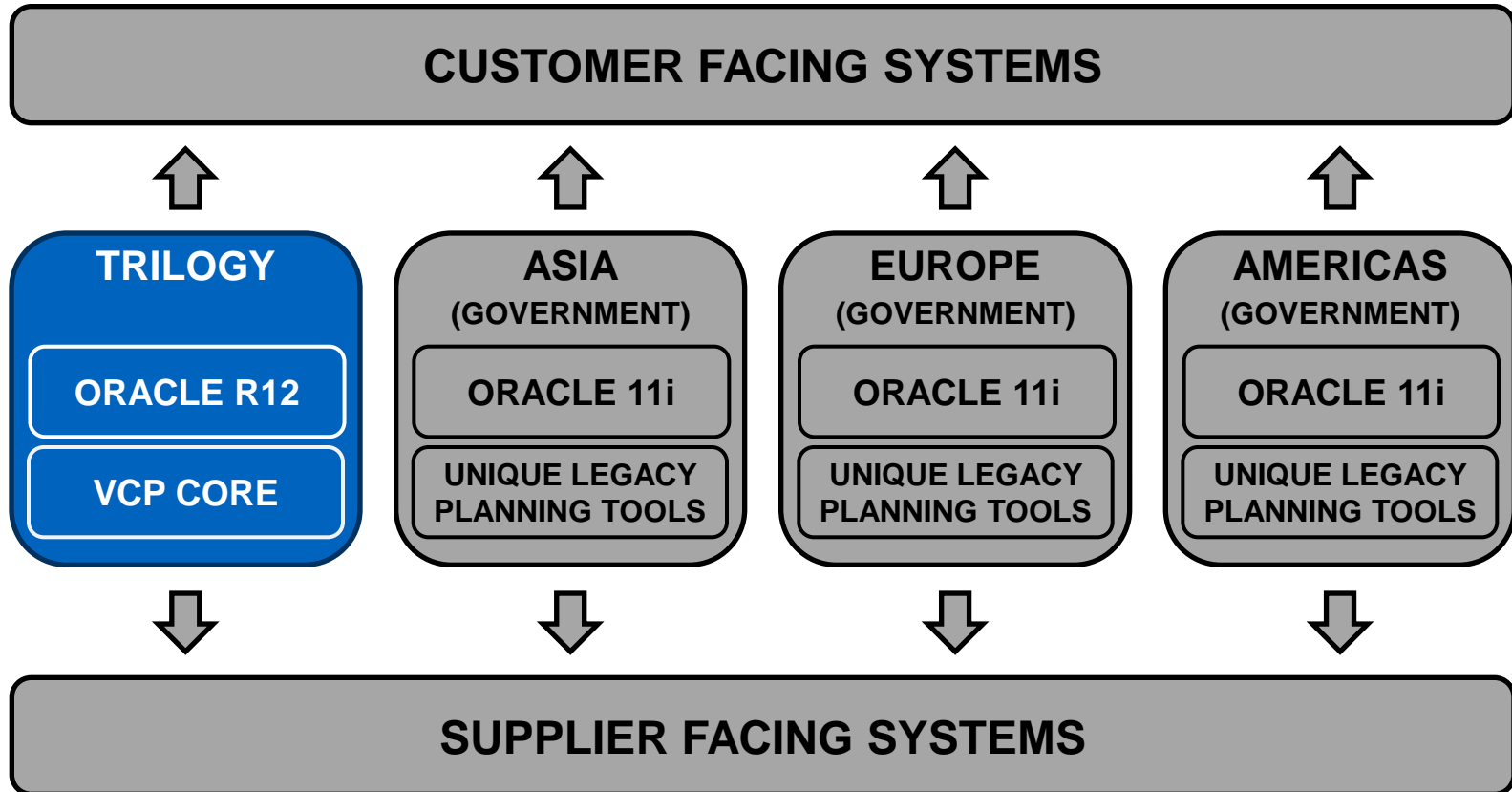




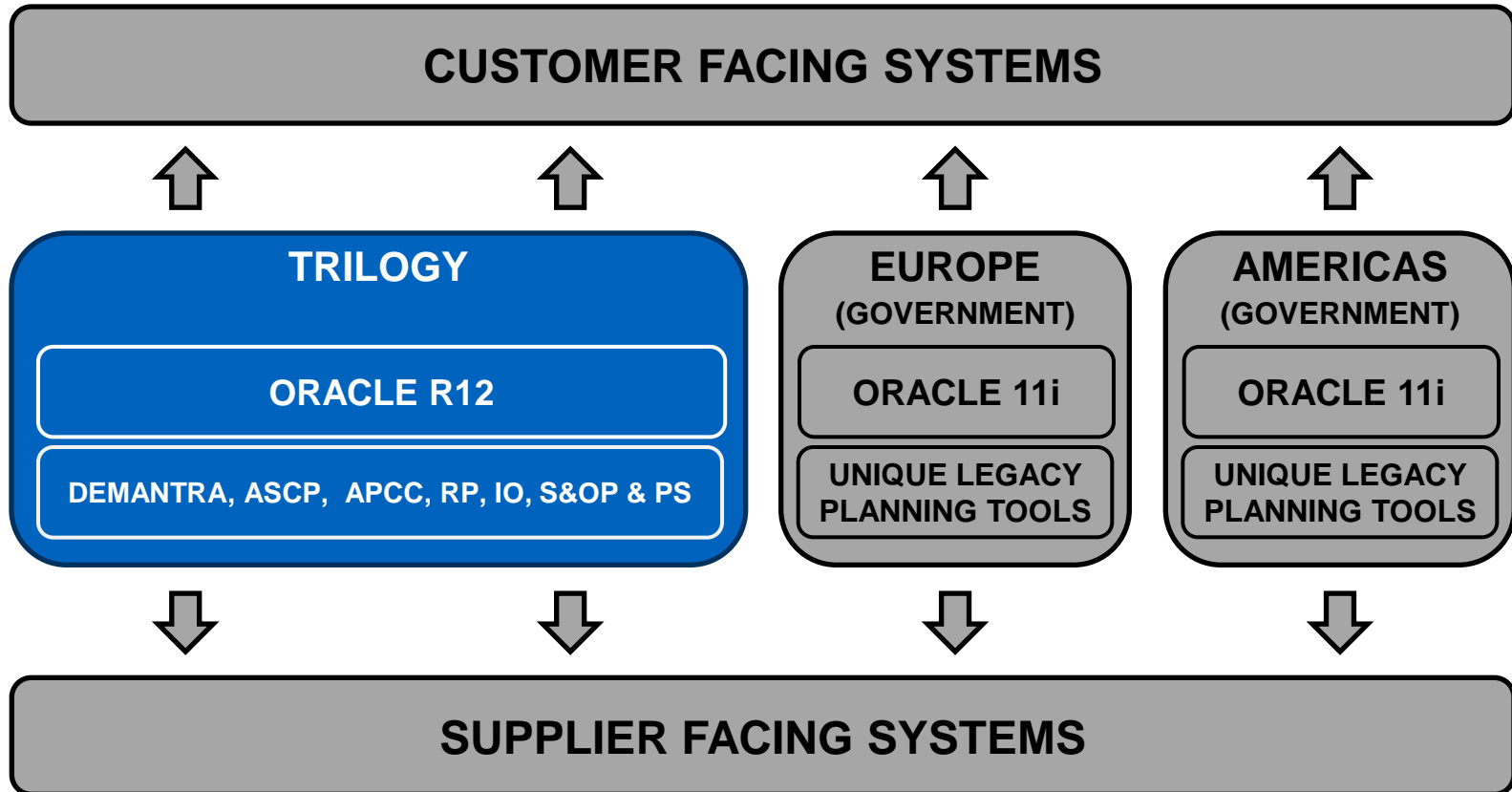
# START – REGIONAL ERPS & LEGACY PLANNING TOOLS



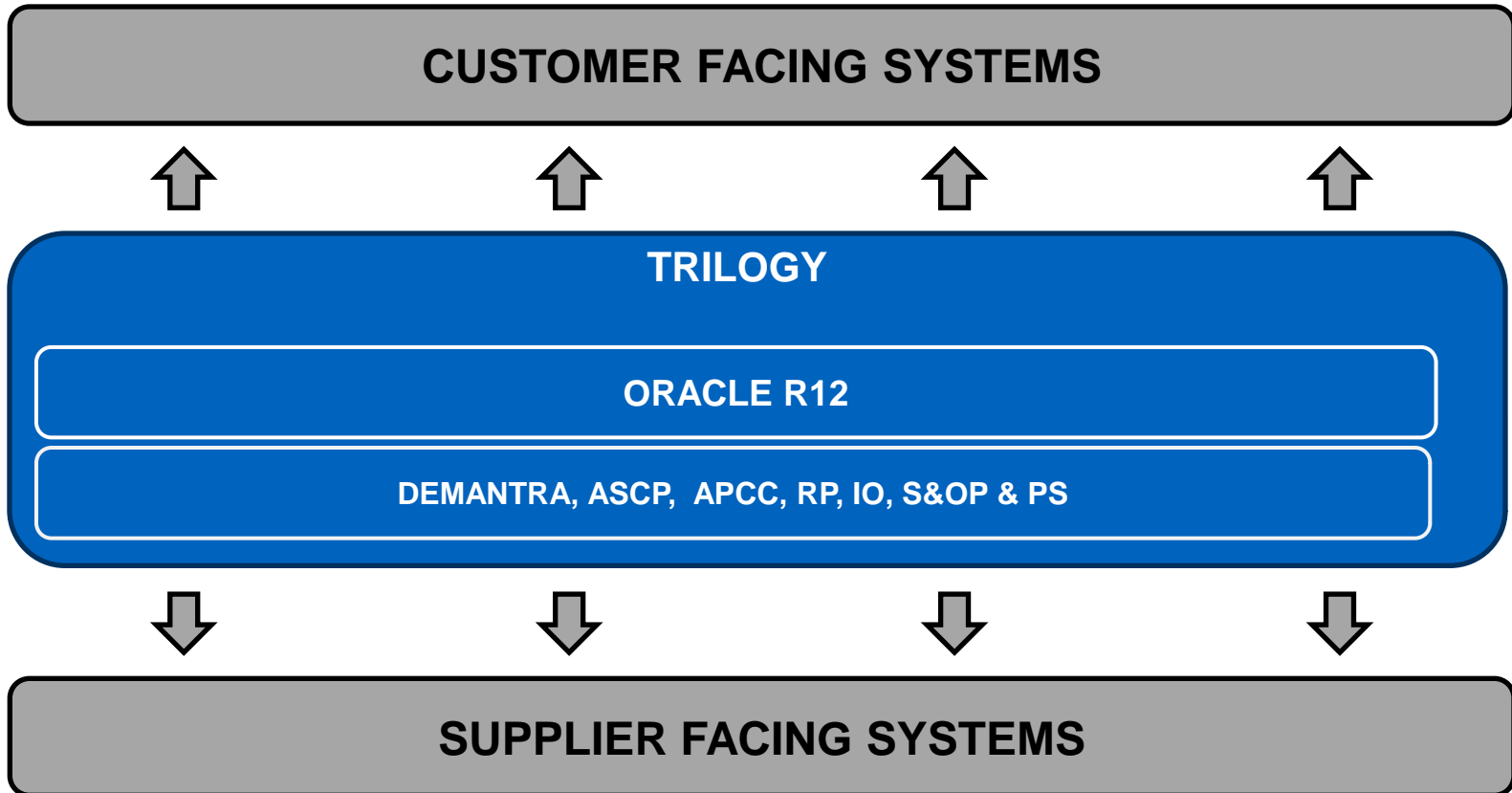
# STEP 1 – EBS & CORE VCP APPLICATIONS FOR 1 SBU



# STEP 2 – ADD ASIA AND COMPLETE VCP FOOTPRINT



# FINAL STEP – ADD EUROPE AND AMERICAS



# GLOBAL PLANNING FOOTPRINT



**RIGHT NOW**



**WE ARE**



**HELPING**



**PEOPLE BE**



**THEIR**



**BEST IN**



**THE**



**MOMENTS**



**THAT MATTER**



**MOTOROLA SOLUTIONS**