

# AFS RE/DSD ROADMAP

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# The AFS Vision

## PORTFOLIO CONSOLIDATION

Integrate multiple solutions into single platforms to reduce the portfolio while maintaining market presence (RE/DSD/POP, TPM/TPO, Ignition).

## VALUE GENERATION

Products designed to make user lives easier and increase customer profits. Features intended to resolve practical problems



## CUSTOMER ORIENTATION

Strategic customer partnerships, Co-Innovation programs, Advisory Boards, Collaboration portals

## INVESTMENT

Research and development, human capital, Practice standardization

## DIFFERENTIATION

Enhanced services layer  
Cost reduction  
The "AFS DNA"

# AFS RE/DSD Strategic Roadmap



## Architecture

Cost reduction  
Modularization  
Containers  
Scalability



## Technology

Multiplatform  
codebase  
“Many-to-Many”  
Granularity



## Consolidation

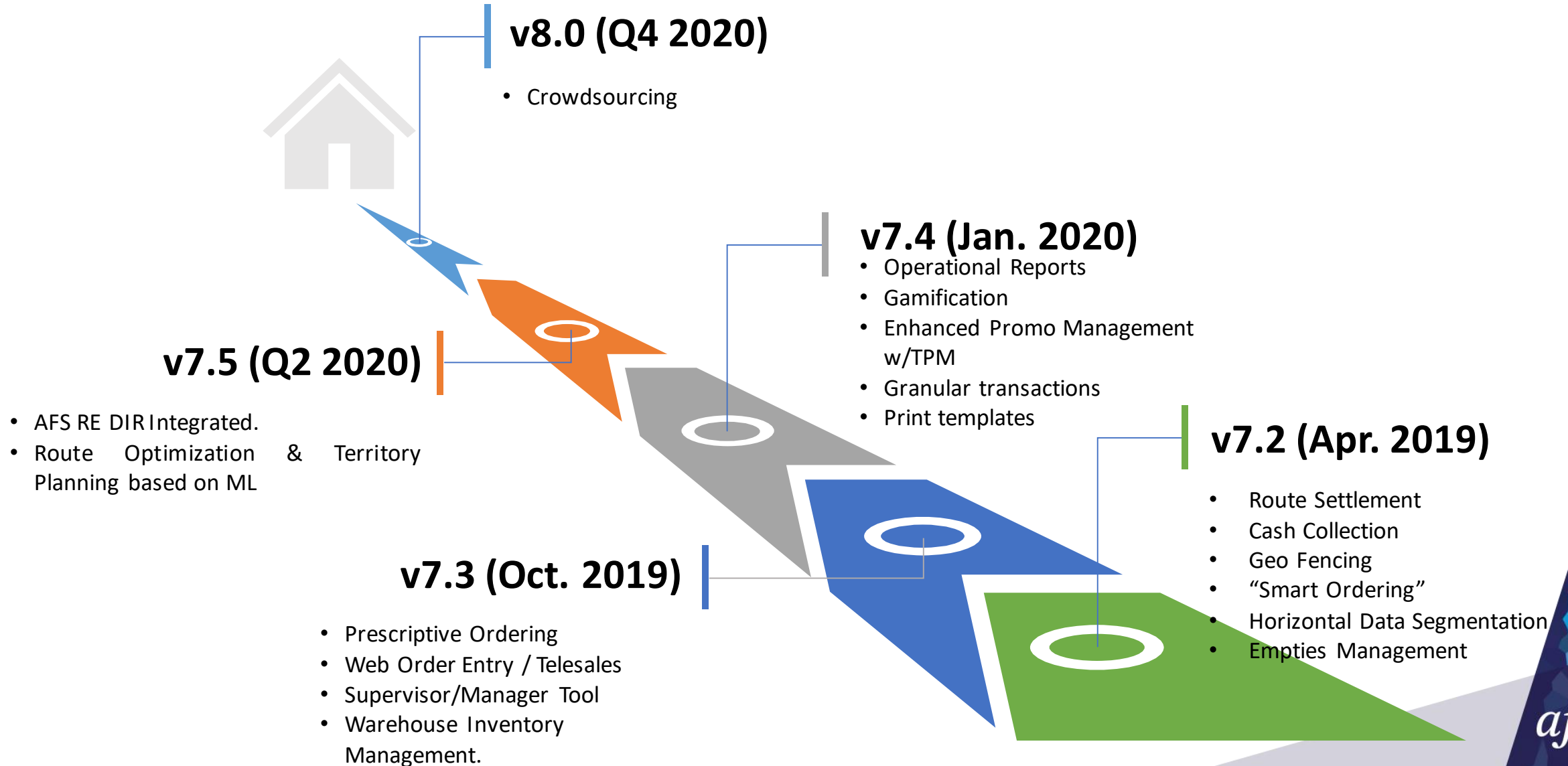
One AFS RE/DSD  
(Enterprise, POP &  
DSD)  
TPM Integration  
Analytics



## Growth

Acquisitions and  
Partnerships (AI/ML,  
DIR, Territory  
planning)  
Added services

# AFS RE/DSD Tactical Roadmap



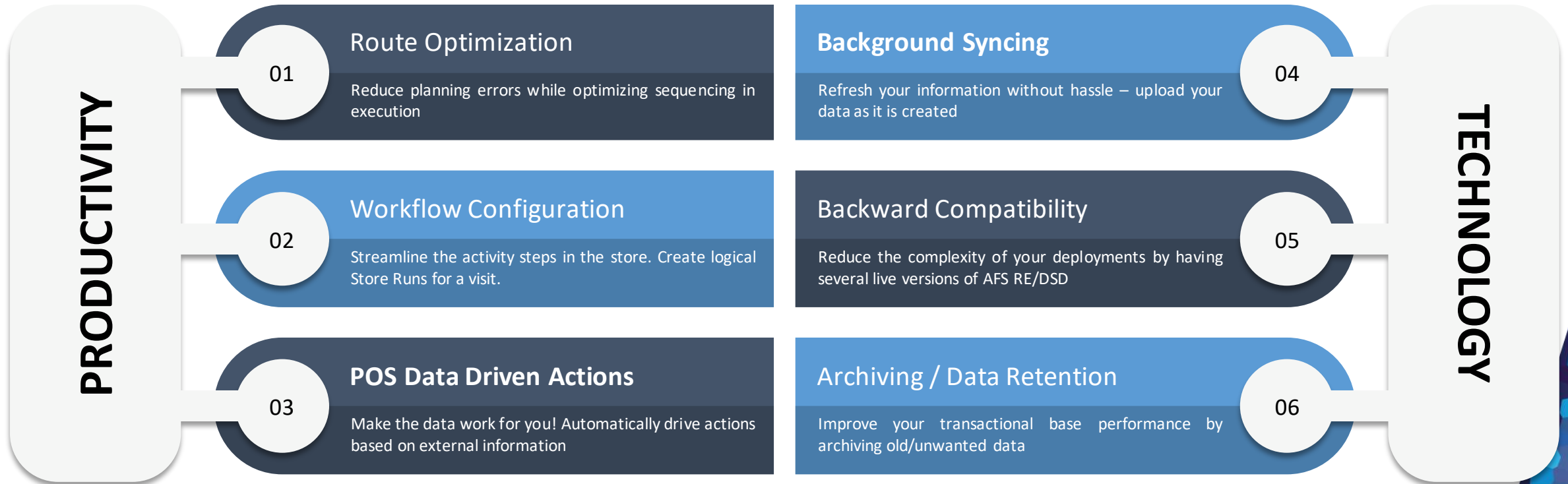
# On-Going Activities

- Silverlight Migration Project
- IFI (Ideas For Innovation)
- Containers & Scalability
- Architecture Cost Reduction
- UI & Usability
- Bridge Management & Additional Interfaces
- Code base consolidation for multiplatform
- DIR Integration with multiple Vendors
- Reporting Data warehouse
- Additional Azure Services

# WHAT'S NEW?

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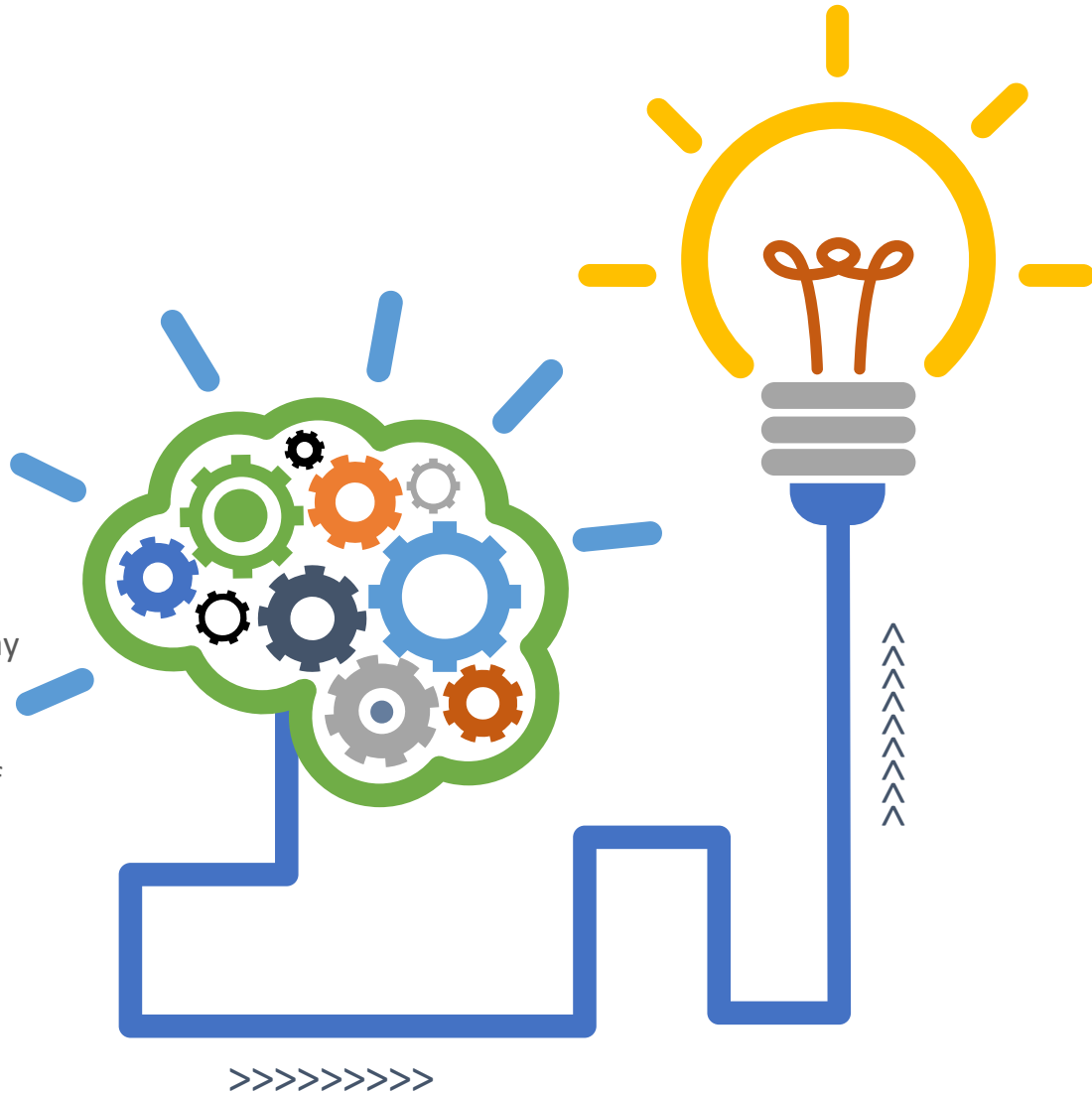
# AFS RE/DSD v7.0 - Highlights



# Route Optimization

## The problems

- 🚚 Over-planning or Under-planning
- 🚚 Covering a large area in a single day unnecessarily
- 🚚 Poor or sub-optimal sequencing of appointments



## The Solutions

- 🚚 Give the user a better overview of how long his day is going to last when planning and executing it
- 🚚 Provide a way to plan activities more clustered together and display an estimated route between them
- 🚚 Provide an on-demand optimization mechanism to get the best possible route and make sure the it is executed in an efficient way



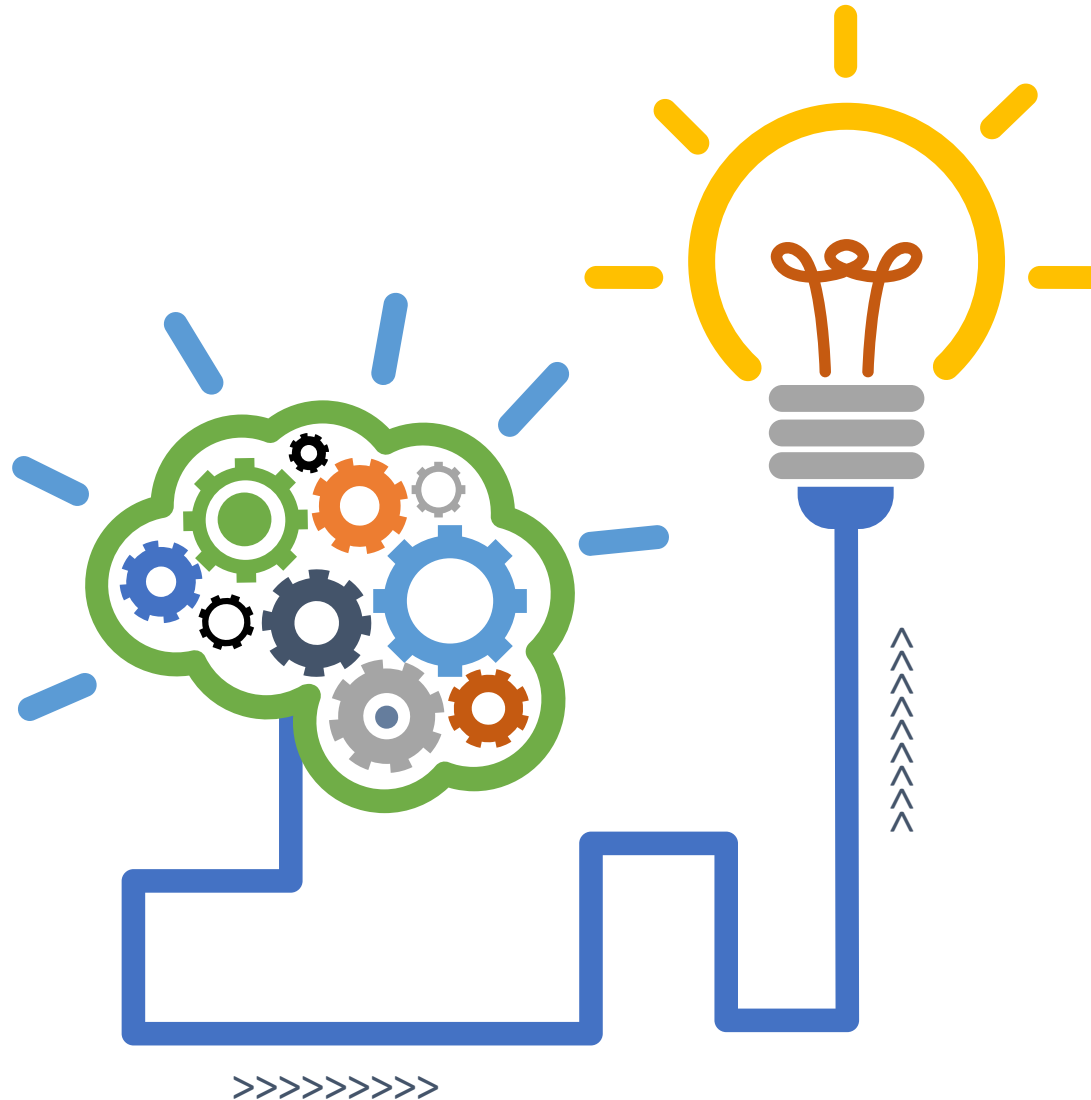
# Additional Enhancements

- Main dashboard of the application now displays the map as a central element, across all platforms.
- Different views on a daily route when a trip is in progress and when still being planned
- Quick route adjustments now possible directly from the main dashboard
  - ❖ Edit/remove activities
  - ❖ Add ad hoc customers to a route
- Driving directions - Quick way to navigate to the next appointment
  - ❖ Get step by step instructions on how to get to your destination
  - ❖ Start any external navigation app

# Workflow Configuration

## The problems

- 🚚 Incorrect / Excessive activities performed at the store
- 🚚 Users overwhelmed by overly complex Activity Steps
- 🚚 Sequence of steps doesn't follow the layout of the store



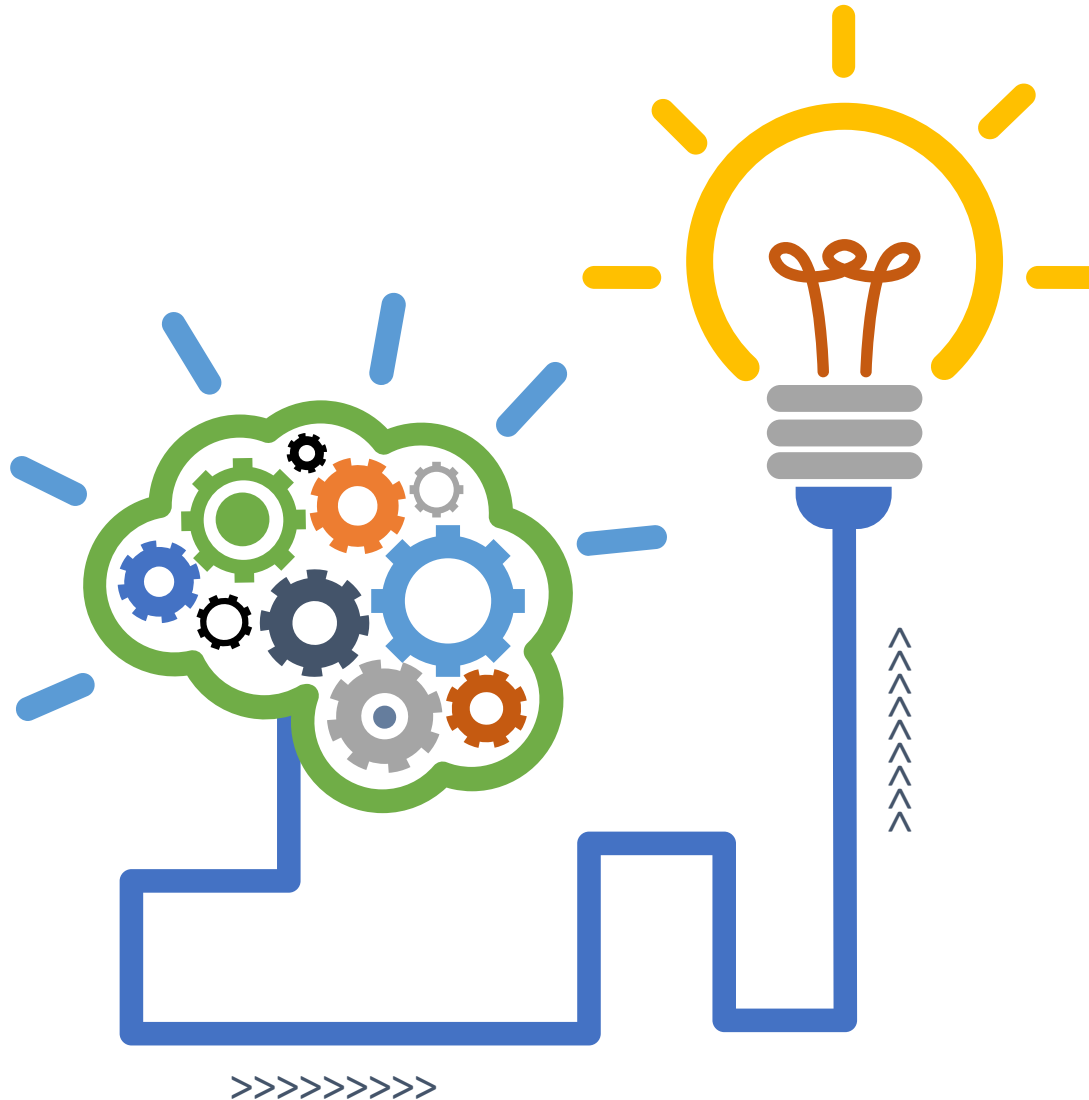
## The Solutions

- 🚚 Define differently the activity types within the application (from codelist to object)
- 🚚 Create “Activity Sub Types” that will allow maintenance of smaller parts of the script for certain customers, while maintaining the main type.
- 🚚 Prioritize the activity steps execution by proper grouping matching an expected store layout or a logical store run

# POS Data Driven Actions

## The problems

- 🚚 Data coming from third parties (e.g. RetailLink, IRI, Nielsen) sub utilized (just as reference)
- 🚚 Actions in the POS set up manually after data is analyzed (often too late)



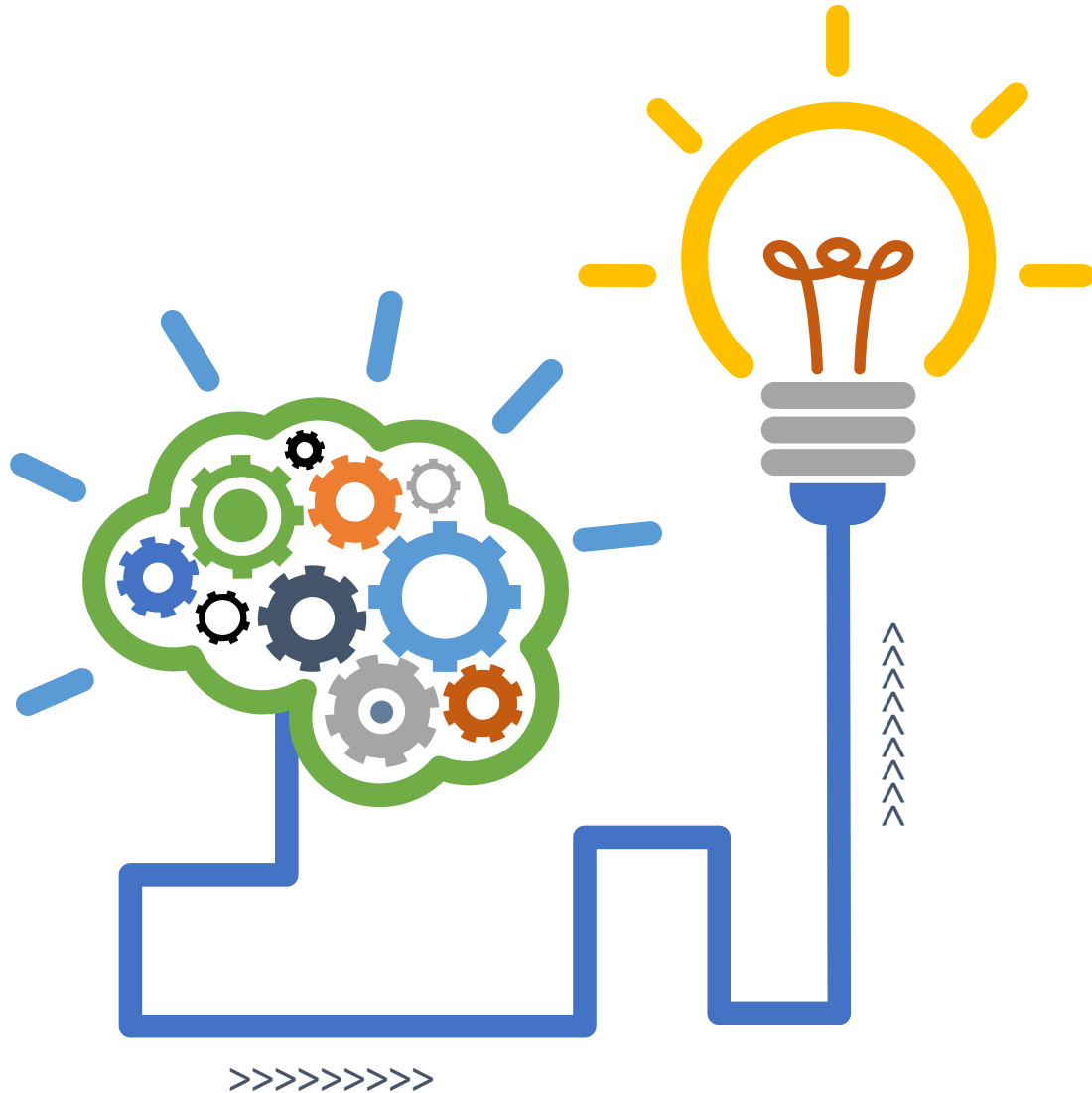
## The Solutions

- 🚚 Use GenInfos (product at customer geninfo or customer geninfo) to store external data (only the relevant one)
- 🚚 Define the rules to indicate exceptions (and ultimately, violations to KPIs)
- 🚚 **Suggest** actions to be executed based on data (to be added at the bottom of the activity steps)

# Background Synchronizations

## The problems

- 🚚 User needs to think about keeping its data fresh
- 🚚 Data from store visits not immediately available on the back end
- 🚚 Synchronizations only happen at peak hours of the day with cumulative data, affecting performance



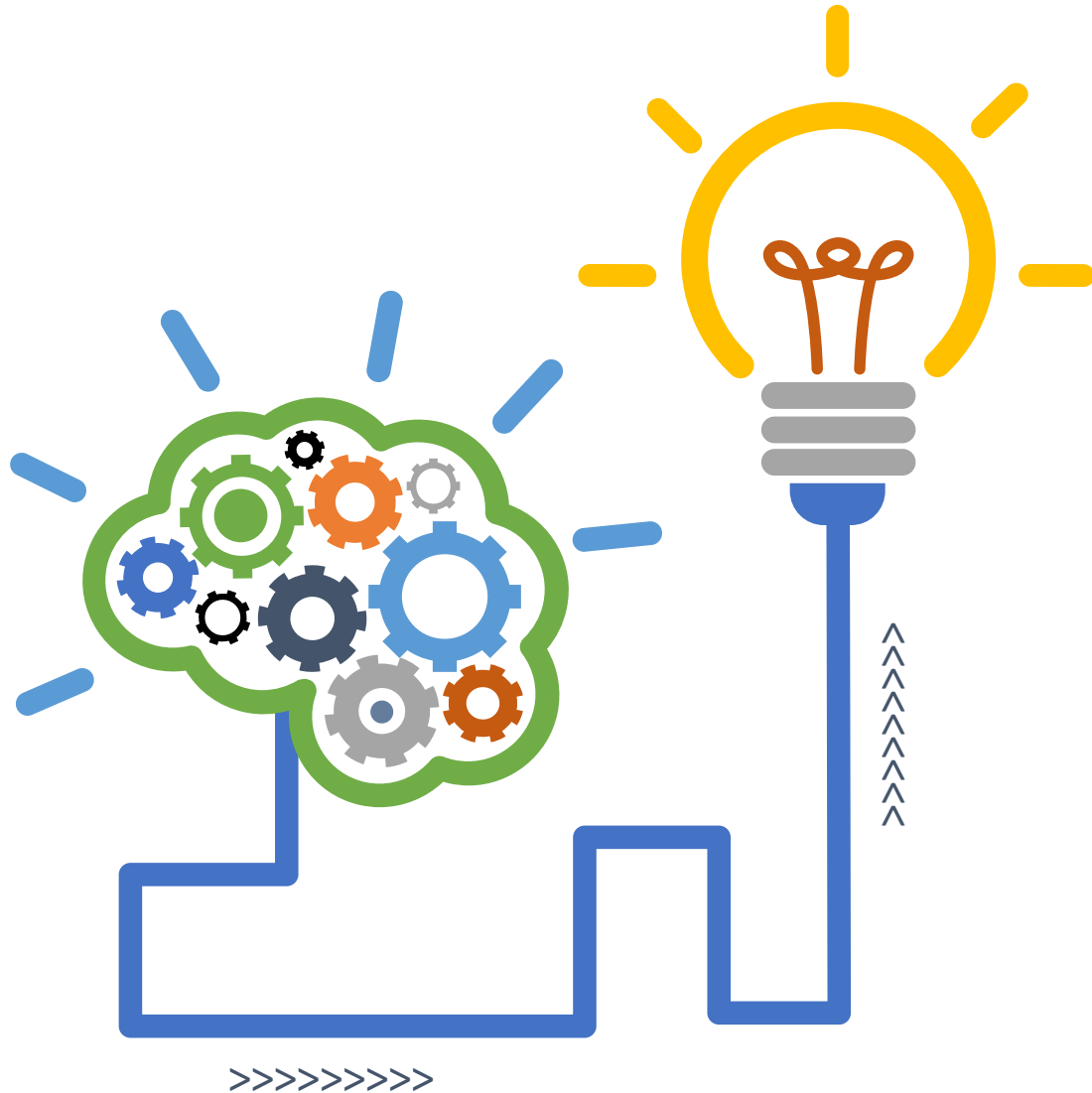
## The Solutions

- 🚚 While keeping the manual (foreground) synchronization available, implement a background automatic synchronization
- 🚚 Make this feature configurable, per user role
- 🚚 Set some automatic “Synchronization points”
- 🚚 Enforce or propose the background sync
- 🚚 Make it as “Normal” or “Upload only”

# Backward compatibility

## The problems

- 🚚 All Front-End devices need to be running in the same major version
- 🚚 Updating versions imply long outages
- 🚚 Adoption of new versions is reduced



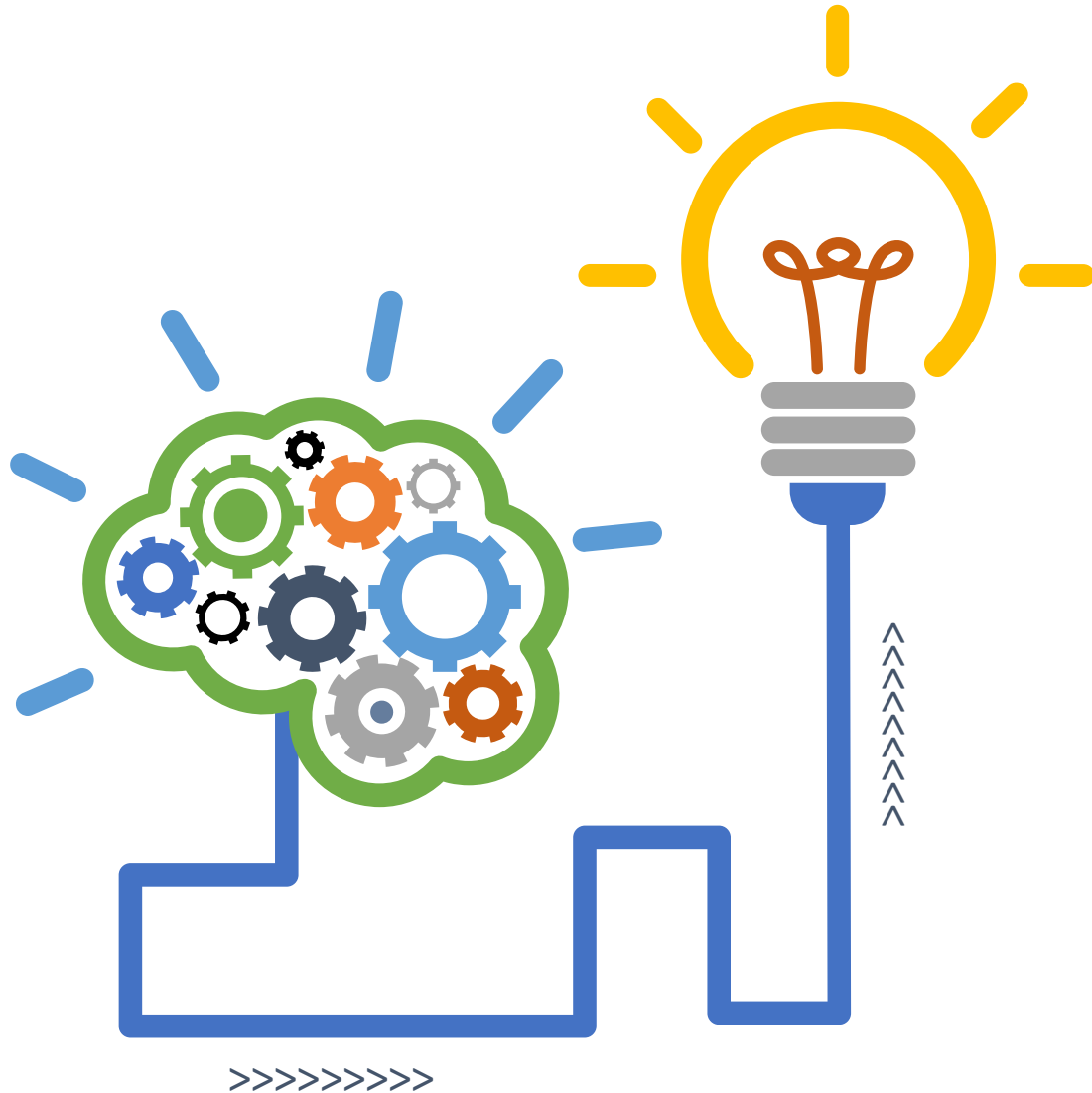
## The Solutions

- 🚚 Support of the immediate previous version by default
- 🚚 Other versions in the past can be made “available” per customer request (as a custom feature)
- 🚚 Upgrade of version to occur in faster stages and per component (e.g. back end, console, front ends)
- 🚚 Less outage time = increased adoption and better planning!

# Archiving and Data Retention

## The problems

- 🚚 Old, unused transactional data clogs the system
- 🚚 Performance degrades over time while more data gets accumulated.



## The Solutions

- 🚚 Define three different types of Data Sets: Live (transactional currently in use), Archived (to be kept for consultation purposes and/or legal requirements) and Obsolete (moved to a different system)
- 🚚 Define rules for Archiving and Obsolesce data (timeframes)
- 🚚 Execute a job that constantly monitors and executes processes on the labeled data

# Other features...

- **Orders outside a visit** – ability to create an order in the Front End without having to start a new activity with a customer.
- **Sales Folder Enhancements** – Multi-selection, organization, labeling, enhanced downloading
- **Photo Viewer Enhancements** – Complete screen re-design, better performance, additional filtering, new PDF templates
  
- **But this is not all!** The complete list of features is available in our **Wiki** Site – please stay tuned for a “**What’s new in v7.0**” presentation to be shared with all our customers!

# DSD Features

Orders and Deliveries 1

Inventory Management 2

Data Integration 3

DEX, Printing and Scanning 4



5 Scan-Based Trading

6 Trade Asset Management

7 Route Hierarchies

8 Van 2 Van Transfers



# Additional – Future Features

- Route Settlement implementation
- Cash Collection enhancements
- Horizontal Data Segmentation
- Warehouse Inventory Management
- Printing templates management
- Additional printing support
- DSD Voice commands
- Predictive Ordering
  
- ..... And much more!!!