

The Manhattan Difference: Supply Chain People Thinking Differently About Supply Chain

Manhattan at a Glance

Founded: 1990

Nasdaq: MANH

Global Customers: 1200 and growing

Supply Chain Focused R&D Investment:
\$37 million in 2009,
\$207 million since 2005

Core Markets: retail, consumer goods,
food/grocery, government, high tech/
electronics, industrial/wholesale, life
sciences, logistics service providers,
transportation providers

Global Presence: Offices in Australia,
China, France, India, Japan,
The Netherlands, Singapore,
United Kingdom, United States

Leading companies use

Manhattan solutions:

9 of the top 11 retail supply chains

Nearly half of the top 100 motor carriers

7 of the 12 largest 3PLs

9 of Fortune's 25 most admired companies

Our Focus

We've earned recognition as The Supply Chain People® for a reason: **We think differently about supply chain.** As focused supply chain thoroughbreds, we lead the industry with a **pure focus** and continuous investment to deepen our expertise and understanding of supply chain science, trends, markets and solutions.

Manhattan's 'think-tank' is unmatched in both staff resources and collaboration with major universities and institutions in identifying and applying the latest advances in supply chain challenge resolution and know-how. As a result, Manhattan professionals and "Human IP" have gained global recognition as the gold standard in supply chain expertise.

Our Platform Thinking™ Perspective

As technology has put greater choice and control in the hands of the marketplace, complexity has become the de facto state of today's competitive supply chain. Yesterday's supply chain model of functional silos filled with redundancy, fragmented information sharing, and costly, limited flexibility cannot deliver the advantages necessary for businesses to compete today.

Our perspective is that supply chain complexity must be harnessed—operationally, strategically and economically. Our common sense approach is to apply commonality where complexity exists. We believe a platform-based approach is the optimal way to manage supply chain complexity to generate greater advantage and value for business. Platform-based supply chain solutions deliver the operational flexibility, visibility and cross application optimization business executives need without compromising the total cost of ownership controls that technology and financial executives demand.

Our Proof

More than 1200 companies globally, representing many of the world's best-known brands, leverage Manhattan solutions to advance their supply chain leadership. For two decades, our platform-based approach to supply chain optimization has helped companies worldwide achieve measurable efficiencies such as optimally calibrated service levels and costs, improved utilization of labor, space and assets, and balanced tradeoffs between transportation and inventory costs. Time after time, case studies reveal Manhattan Supply Chain Leaders™ garnering real-world, bottom-line results such as transportation savings of 10-15%, labor savings of 15-30% and inventory savings of 8-10%, along with competitive market advantages through strategic supply chain deployments. Many of these successes are chronicled as Supply Chain Leader stories on www.manh.com.



Manhattan's platform-based supply chain software solution portfolios are designed to deliver both business agility and total cost of ownership advantages to customers.

Manhattan SCOPE[®] Supply Chain Optimization...Planning through Execution

Manhattan SCOPE[®]: Supply Chain Optimization, Planning through Execution, leverages our Supply Chain Process Platform (SCPP) to unify the full breadth of the supply chain. Manhattan SCOPE enables high degrees of operational insight, performance, agility and optimization at a tightly-managed and overall lower total cost of ownership. The platform-based architecture also enables combining elements of different solution suites into X-Suite solutions to address specific supply chain challenges.



Comprised of 2000 supply chain experts worldwide—proven software designers and architects, leading mathematicians and scientists, credentialed engineers, industry-savvy analysts, market-leading deployment and support services professionals—Manhattan people represent the best from industry, academia and business and are the recognized standard in supply chain excellence.

Manhattan SCALE[™] Supply Chain Architected for Logistics Execution

Manhattan SCALE[™]: Supply Chain Architected for Logistics Execution, leverages the Microsoft[®] .NET platform to unify logistics execution functions. With a familiar, easy-to-use interface that's "scaled to fit, ready to run," Manhattan SCALE is designed to help companies maximize their supply chain execution speed-to-value by reducing IT complexity and deployment costs. Nimble and flexible, SCALE leverages global inventory visibility and streamlines processes to drive profitability and enhance overall performance.

Manhattan MORE[™] Manhattan's Optimized Roadmap to Excellence

Manhattan MORE[™]: Manhattan's Optimized Roadmap to Excellence is our comprehensive methodology for delivering customer value through supply-chain-centered people, principles, products, protocols and processes. We build long-term customer relationships through our Customer Excellence Lifecycle, which leverages our software, expertise and enriched services in a high-touch cycle of engagement, deployment and adoption for continuous supply chain advancement.

No matter where you do business, we speak your language.

With offices in nine countries and partners on nearly every continent, Manhattan Associates is the solutions provider of choice for supply chain leaders around the world and across industries.

Learn more about Manhattan Associates and our solutions:

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 **Manhattan**
Associates.

The Supply Chain People.