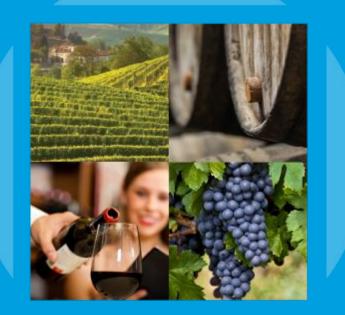
www.bluecircle.ai



# Supply Chain Al from Nature to Consumer





# BlueCircle.ai powers the oldest and most complex supply chains





The risk:

# Climate change endangers 30% of wineries

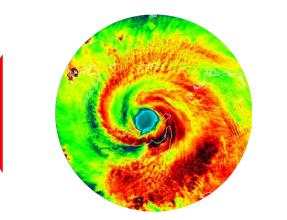
this <u>decade</u>

#### The opportunity:

Decades of rich legacy data across the value chain that calls for Al intervention

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# Using AI to optimize threats and opportunities across the chain







Weather/Market Volatility Operational Stress "DOWNTIME" Sustainable Business Growth



#### Where is the Opportunity for Al in 2024?





#### Where is the Opportunity for AI in 2024?

#### **Al Powered Supply Demand Chain**

Inventory Turnover Procurement Accuracy Agility Score Adaptability Score Customer Alignment Stockout Rate Order Fulfillment Forecast Accuracy Transportation Costs Lead Time Variability On-time in Full Supplier Performance Cash-to-Cash Cycle Time Months of Inventory >>



### Accuracy

# 70%

SKU-level (Leg1)

# 90%

SKU-level (Leg1)



6

### Data Inputs

### History + market reports

# History + Live

#### data

e.g. Weather, social, pricing, competition, shipping (30+ APIs)



### Model

## **Statistical + Belief**







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# Methodology

### Manual

2-MONTH	NTH SALES FORECAST TEMPLATE						RSCAL YEAR START DATE												
2-140141113	MLES FOR	CASTIL	MILAIL									Jul-17							
PRODUCT NAME		201-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17	Jon-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	TOTAL	2014	2015	2014	2013	2012
ITEM 1	PRICE PER UNIT	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00				ITEM 1		
	UNIS SOLD	500	400	500	400	500	400	800	400	500	400	500	-400	5400	3750	4200	4000	3//50	368
	TOTAL	\$50,000.00	\$40,000.00	\$50,000.00	\$40,000.00	\$50,000.00	\$40,000.00	\$50,000.00	\$40,000.00	\$80,000.00	\$40,000.00	\$50,000.00	\$40,000.00	\$540,000.00	\$378,000.00	\$420,000.00	\$400,000.00	\$375,000.00	\$389,000.00
11(m 2	PRICE PER UNIT	\$50.00	\$\$0.00	\$80.00	\$50.00	\$50.00	\$50.00	\$30.00	\$50.00	\$50.00	\$50.00	\$50.00	\$30.00				ITEM 2		
	UNITS SOLD	1000	800	1000	800	1000	800	1000	800	1000	800	1000	800	10800	3750	4200	4000	3750	3890
	IOTAL	\$50,000.00	\$40,000.00	\$80,000.00	\$40,000.00	\$50,000.00	\$40,000.00	\$50,000.00	\$40,000.00	\$50,000.00	\$40,000.00	\$80,000.00	\$40,000.00	\$540,000.00	\$378,000.00	\$420,000.00	\$400,000.00	\$375,000.00	\$389,000.00
riter a	PRICE PER UNIT	\$25.00	\$25.00	\$25.00	\$25.00	\$25.00	\$25.00	\$25.00	\$25.00	\$25.00	\$25.00	\$25.00	\$25.00				ITEM 3		
	UNIS SOLD	2000	1600	2000	1600	2000	1600	2000	1600	2000	1600	2000	1600	21600	3750	4200	4000	3750	36%
	IDIAL	\$\$0,000.00	\$40,000.00	\$50,000.00	\$40,000.00	\$50,000.00	\$40,000.00	\$50,000.00	\$40,000.00	\$50,000.00	\$40,000.00	\$50,000.00	\$40,000.00	\$540,000.00	\$375,000.00	\$420,000.00	\$400,000.00	\$375,000.00	\$389,000.00
	PRICE PER UNIT	1				-		-	1	-		-	-				ITEM 4		
TEM 4	UNIS SOLD													0					
	IDIAL	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00					
при в	PRICE PER UNIT			-	_	_			-	_		_	_				ITEM S		_
	UNITS SOLD													0					
	IDIAL	\$0.00	\$0.00	\$0.00	50.00	50.00	\$0.00	\$0.00	50.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00					
	PRICE PER UNIT			_	-												ITEM 6		_
TEM 4	UNIS SOLD													0					
	IDIAL	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00					
ITEM 7	PRICE PER UNIT				_					_		_			· · · · · · · · · · · · · · · · · · ·		ITEM 7		
	UNIS SOLO													0					
	101AL	\$0.00	50.00	\$0.00	50,00	\$0.00	50.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$8.00					
110M-8	PRICE PER UNIT				_				_		1	-					FEM 8		
	UNITS SOLD													0					
	IATOR	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00					
пам я	PRICE PER UNIT			[													ITEM 9		
	UNIS SOLD													0					
	TOTAL	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00					
ITEM 10	PRICE PER UNIT			_		_		-					1				ITEM 10		
	UNITS SOLD													0					
	IATOR	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	50.00	\$0.00	\$0.00	50.00	\$0.00	\$0.00					
		1					MONTHLY										YEARLY TOTALS		
	UNIS SOLD	3500	2800	3500	2500	3500	2900	3500	2800	3500	2800	3500	2800	37800	11250	12600	12000	11250	11670
	IDIAL	\$1.50,000.00	\$120,000.00	\$150,000.00	\$120,000.00	\$150,000.00	\$120,000.00	\$150,000.00	\$120,000.00	\$150,000.00	\$120,000.00	\$1.50.000.00	\$120,000,00	\$1,420,000.00	\$1,125,000.00	\$1,240,000.00	\$1,200,000.00	\$1,125,000.00	\$1,147,000.00

# Automated + manual override

9



Model Challenges

# Peaks, promotions, agility

Explainability & trust



#### Legacy demand prediction vs. Al

	Legacy	AI
SKU-level Accuracy (L1)	~70%	~90%
Data	History	History + live data (Weather, social, pricing, competition)
Model	Statistical	XG-Boost / Deep learning
Methodology	Manual	Automated + Manual Override
Challenges	Seasonal peaks Promotions	Data quality, Trust
Supply Chain Effect	Excess inventory / stock out	Balanced inventory

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## Make it

# FLOW

#### Fast

Proven results in weeks not years

Lean

Your team can use

it easily

**O**perational **W**in

Makes a big impact

$\frown$	$\frown$	$\frown$	$\frown$	$\frown$
		$-\left(\begin{array}{c} 7\\000\\0\end{array}\right)$		八 八 八 )
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#### Let's build strong AI foundation for the Israeli industry

BlueCircle is a single SaaS AI platform that provides holistic control, from nature-to-consumer, over the entire value chain, so you can: increase efficiency, enhance profitability, and promote sustainability.





