



Best Results  
(Aust) Pty Limited



## Business Without Borders™

Business Architecture

Systems Framework

Process Automation



Global business faces a challenging environment transitioning to a;

- low debt
- low energy
- low carbon economy

Worldwide, consumers want to buy at bargain basement prices, nobody wants to stand in queues at store checkouts and everybody wants bigger returns on their 401k.

In an effort to satisfy these conflicting pressures, organizations are looking to collaborate with network partners to create new value propositions and eliminate excess costs throughout their business networks.

The web of relationships in the local Australian fresh produce industry illustrates the challenges facing business enterprise today.

This complex business network of dynamic roles, relationships, rules, responsibilities and workflows of information, physical products and services operate on a many-to-many basis.

## Fresh Produce Business Network



In the midst of this complexity, organizations frequently fail at coordinating effective collaborative strategies and execution processes with their network trading partners because they lack an overarching management architecture and systems framework to align and integrate these two vital network processes.

*Many to Many*



Seventy five percent of a typical products cost is tied up in supply chain network complexity. It is estimated that supply chain inefficiencies in the consumer products and retail industries alone cost \$40 Billion, or 3.5% of annual retail sales. This represents an untapped opportunity for supply chain networks to create new value in a zero growth economy.

This hidden value is inaccessible because industry trading partners communicate with each other through disparate vendor technology systems of different scale and vintage - and in different languages - with each participant attempting to optimise value independently. The consequences are waste, excessive inventory, capacity and lead time buffers at each link in the end-to-end business network.

Technology providers have tried to solve the supply chain inefficiencies by introducing data interchange and message switching communication standards.

**X12 Interchange Processing Properties (PartyA as Interchange Sender)**

Interchange control header:

ISA1-2 (Authorization qualifier and information):  
 00 - No Authorization Information Pre

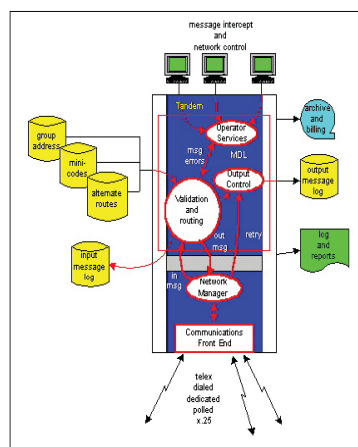
ISA3-4 (Security qualifier and information):  
 00 - No Security Information Present

ISA5-6 (Sender qualifier and identifier):  
 ZZ - Mutually Defined PartyA

ISA7-8 (Receiver qualifier and identifier):  
 ZZ - Mutually Defined MyCompany

Use ISA11 as repetition separator

Check for duplicate ISA13 (Interchange control number) within: 30 days



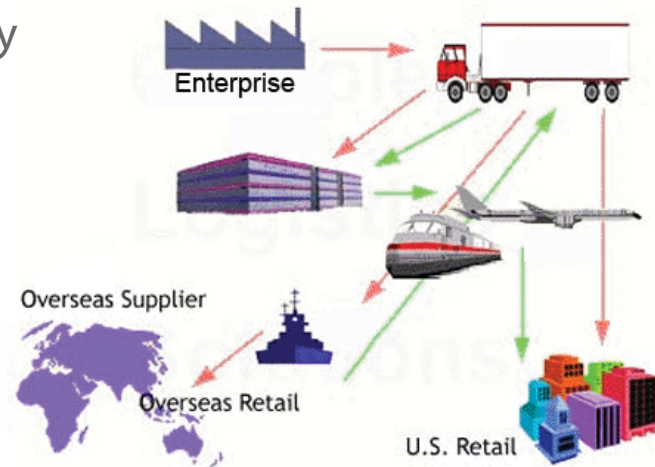
"Distorted information from one end of a supply chain to the other can lead to tremendous inefficiencies; excessive inventory investment, poor customer service, lost revenues, misguided capacity plans, ineffective transportation, and missed schedules."

**Professor Hau L Lee**  
**Stanford University**

If you had the capability to share a common platform that seamlessly integrated all of your collaborative upstream and downstream partner processes ... how might you revolutionise your business model, product design production and delivery processes?

This technology improves and speeds communications but does not change the underlying processes of the network participants.

Further, the integrated supply chain network management systems currently on offer from technology vendors are enterprise-based and do not support the end-to-end business network complexities.



Critical to solving these issues and unlocking new supply chain value is a sound business network architecture that can model and manage the dynamic real world complexity.

The Integrated Resource Platform (IRP®) can deliver a shared system of planning, execution and record, with synchronized transparency between network trading participants, as well as automated support for self-registration, regulation and end-user management within its system infrastructure.

### Dynamic Network Architecture (DNA)

Dynamic Mass Customization				
Net Service Function <sup>n</sup>	Net Service Business Models <sup>n</sup>	Net Service Capabilities <sup>n</sup>	Net Service Capacities <sup>n</sup>	Net Service Availability Levels <sup>n</sup>
Network Simplicity				
<b>Common Purpose</b> <b>Common Context</b> <b>Common Functions</b> <b>Common Processes</b> <b>Common Transactions</b> <b>Common (Master) Data</b> <b>Common Interfaces</b>	Intelligent Process Design,- Development, Deployment of Net-Services			
	Dynamic Roles Collaborative - Cooperative - Competitive Relationships Interchangeable Variable Rule Sets Concurrent Workflows, Analytics			
	Scope, Structure, Capabilities, Capacities, Availabilities Interactions - Reactions - Cycles - Feedbacks - Patterns			
Computer Software Components				
Alerts / Reports		Billing		
Transaction Processing		Scheduler		
Rules Engine		Security & Audit		
Common Interfaces		Database		

IRP® can calibrate end-to-end process networks; their length, breadth, depth and the timing sequence of process flows and interactions between network participants.

This allows participants to initiate IRP® at any point in the network and not lose the ability to scale, as the network calibration provides a virtual GPS system.

Consequently IRP® processes are intelligent; they are aware of what their end-to-end network capabilities, capacities and availabilities are and know:

- where they begin and end.
- who, when and where they interact, bifurcate and emerge along the length of the end-to-end process.
- how the end-to-end process flows and interactions preserve their context and integrity.
- how the processes interpret and report changing conditions (intelligent alerts) throughout the product lifecycle and subsequently adapt to the new conditions.

IRP® understands every location (present and planned) in the end-to-end process including the range, scope and context of the end-to-end functions to be performed; by whom, when and where.

The resulting business metrics and synchronised alerts allow a speed up of decision making at every stage of the end-to-end process and still understand the evolving context created by those decisions.

This renders the whole system more flexible, and enables it to respond faster than any alternative. The system and the participating organizations become much less vulnerable to catastrophic events.

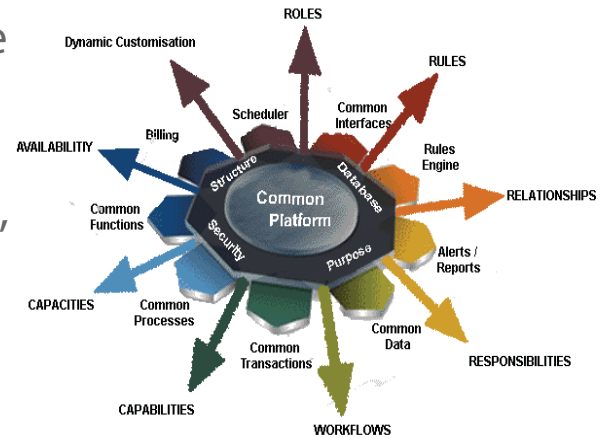
IRP® is an order of magnitude better, faster and cheaper than any existing supply chain network solution

IRP® is applicable to any vertical marketplace where the facilitation, integration and coordination of complex end-to-end business processes and transactions are required.

IRP® is simpler to design, develop and quicker to deploy than any existing application based solution.

IRP® integrates individual corporate strategy, collaborative end-to-end network process execution and automation in a shared and secure environment, delivering visibility, alignment and quantifiable business value to each and every participating network partner.

## Process Automation



According to an AMR Research study:  
 “companies using more electronic connections with customers have;

- 13% shorter days sales outstanding (DSO)
- 37% shorter cash-to-cash cycle times
- 19% lower total supply chain costs (including manufacturing)

which translates to 5% of revenue”

IRP® now embraces and extends this value creation opportunity to whole end-to-end process networks, significantly increasing the new value opportunities to all network participants.

## Complexity



## IRP® solves five crucial network issues:

**Language:** All information and transactions within the systems platform share a universal common language (data).

**Context:** All roles, relationships, end-to-end processes and transactions that operate and flow throughout the systems platform automatically remain in context.

**Organizational Culture:** Every participating organization within the systems platform retains its own exclusive operating structures, legacy systems and processes.

**Integration:** Anybody can connect, collaborate, cooperate and compete with everybody in a shared network environment without having to rip or replace their legacy systems. The platform integrates and executes business transactions of buyer, supplier and service provider organizations throughout an end-to-end network; comprising many different roles, functions, skill sets and priorities, as well as different computer systems and applications, of different age, scale and capability.

**Scalability:** The systems platform is scalable from a single organization and its immediate trading partner through to full industry integration. It can grow and contract according to demand, without compromising its capabilities.

IRP® provides quantifiable business value (ROI) at each stage of its incremental development.

IRP® can seamlessly integrate end-to-end business processes in supply chain networks of any length, depth and breadth.

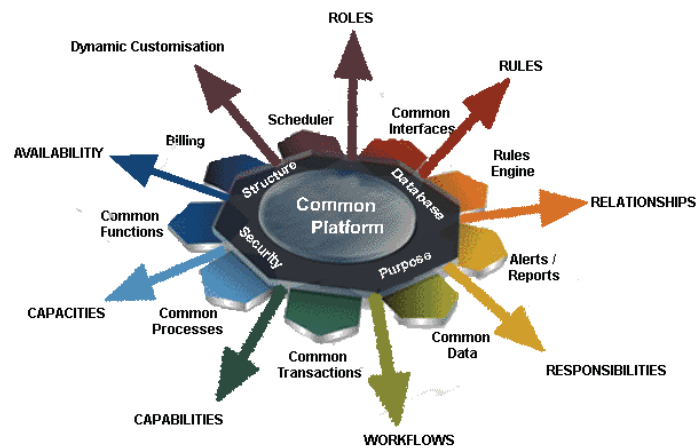
IRP® can be dynamically configured by end users to shape their own experience within the system.

# BUSINESS METHODOLOGIES

# SYSTEMS INTEGRATION

# PROCESS AUTOMATION

IRP® is an integrated system that has the capability to securely model and manage the multi lateral business processes, transactions and business analytics involved in the planning and execution of resources within a vertical business network of any length, depth and breadth.



IRP® provides vertical market participants the opportunity to continuously create new value propositions through the combination and recombination of their collaborative business processes.

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