



# Editors' Pick

**FAST FACT:** In 2007, ToolsGroup was named on *Food Logistics*' "FL 100;" *Manufacturing Business Technology*'s "Top 40 Emerging Software Vendors" and the *Global Logistics & Supply Chain Strategies*' "Top 100 Great Supply Chain Partners."

## Trimble

[www.trimble.com](http://www.trimble.com)

Trimble Mobile Solutions' Retail Execution application combines elements of retail execution and direct store delivery (DSD) and with global positioning system (GPS) enablers. Its other solution, Trimble DSD, combines elements of pre-sales and delivery with route sales.

**FAST FACT:** Trimble DSD has algorithms to suggest order quantities based on store attributes. Its retail execution solution can guide users through various activities and can work in connected or disconnected mode. Both solutions can handle pricing or promotion permutations to support frequent changes.

## INNOVATION ENABLERS

These companies support consumer goods companies in their quest for competitive advantage through innovative products and processes.

## Eqos

[www.eqos.com](http://www.eqos.com)

Eqos' product lifecycle management, global sourcing and supplier management solutions help retailers to connect, collaborate and achieve compliance throughout the retail supply chain. Suite business solutions help bring products to market faster, enhance product innovation, improve supplier performance and ensure product quality and factory compliance.

**FAST FACT:** Eqos supports millions of transactions daily for more than 15,000 users, managing more than \$50 billion in inventory for the world's largest, most recognized global retailers.

## Kalypso

[www.kalypso.com](http://www.kalypso.com)

Kalypso is a product lifecycle management (PLM) expert in the consumer goods industry. In addition to developing PLM strategies and deploying proprietary PLM technology, Kalypso's service offerings include product strategy, development, introduction, commercialization, consumer and shopper immersion, go-to-market capability and organization design.

**FAST FACT:** Kalypso acquired Kalypso Learning, an eLearning business, to build customized, on-demand training solutions for clients.

## NineSigma

[www.ninesigma.com](http://www.ninesigma.com)

NineSigma partners with consumer goods companies, like Procter & Gamble, Kraft Foods, Kimberly-Clark and Unilever, to broaden their innovation capabilities by connecting them with the best creative minds around the

world. NineSigma's open network of innovators is the largest of its kind and spans industries, geographies and technical disciplines.

**FAST FACT:** NineSigma celebrated its 1000th client project in late 2007.

## Sopheon

[www.sopheon.com](http://www.sopheon.com)

Sopheon helps research- and development-intensive companies generate more revenues and profits from their investments in product innovation. Its Vision Strategist tool helps to roadmap the future of products and technologies. Accolade automates the product development process and the management of product portfolios.

**FAST FACT:** Land O' Lakes, SABMiller, Church & Dwight and Beiersdorf selected the Accolade PLM system to enhance product innovation processes in 2007.

## Zweave

[www.zweave.com](http://www.zweave.com)

Zweave's on-demand product lifecycle management software solutions allow users to share and manage product development information. Using the Zdesign On-Demand delivery model, manufacturers can support supply chain partners as well as streamline collaboration and accountability between merchandising, design and sourcing activities.

**FAST FACT:** Zdesign On-Demand was built with seven consecutive R&D grants from the Department of Defense's Small Business Innovation Research Program to support PLM for the American Defense Manufacturing base.

## OUTSIDE THE BOX

These companies cannot be "boxed" into any one category due to their unique product and service offerings or range thereof.

## Apriso

[www.apriso.com](http://www.apriso.com)

Apriso Corporation's FlexNet platform provides visibility, adaptability and real-time control of manufacturing operations across the enterprise and supply chain network by integrating planning, execution and control, increasing operational efficiency and eliminating errors in the production process.

**FAST FACT:** Apriso was recently highlighted by *Manufacturing Business Technology* as a "Top 40 Emerging Software Vendor."

## Fastech Integrated Solutions

[www.fastechis.com](http://www.fastechis.com)

With 25 years of experience, Fastech Integrated Solutions develops mobile, retail execution solutions tailored to the specific needs of the consumer packaged goods industry. Its On Demand model allows customers to deploy systems quickly and cost-effectively. Its merchandising

and DSD solutions enable manufacturers to capture, analyze, manage and integrate information.

**FAST FACT:** Fastech recently launched FastDSD, a fully On Demand solution to address the needs of DSD distributors, providing all hardware, software and reporting for one low weekly cost.

## Epic Group – Global Technology

[www.epicglobaltech.com](http://www.epicglobaltech.com)

Epic is a provider of Integrated Perfect Measurement solutions, with certified verification for dimensional weight, data synchronization, warehouse cubing and space management systems. Epic's Hawkeye Perfect Measure System is the only hardware/software solution utilizing the GDSN-GS1 measurement standards.

**FAST FACT:** Epic was chosen by Associated Wholesale Grocers to implement its Data Synchronization On Board program. The company will utilize Hawkeye Perfect Measure Systems for perfect measurements and weights.

## JDSU

[www.jdsu.com/brand](http://www.jdsu.com/brand)

JDSU is a provider of security pigments and recently introduced Charms. A low loading of this taggant – a micro flake with a brand logo – in printing ink adds a unique covert feature to a product. The product is optimized for use on high unit volume consumer products and allows quick and reliable product authentication.

**FAST FACT:** JDSU pigments protect far more products and documents worldwide than any other comparable technology.

## O<sub>4</sub> Corporation

[www.o4corporation.com](http://www.o4corporation.com)

O<sub>4</sub> Corporation's specialty is mobile software solutions that optimize field sales, marketing, merchandising and DSD operations for consumer products companies. O<sub>4</sub> solutions allow organizations to connect with field personnel in real time and proactively address the greatest retail priorities quickly and efficiently.

**FAST FACT:** O<sub>4</sub> has deployed mobile solutions for consumer products companies with different business process requirements, the need for multiple languages and currencies, and with anywhere from a few dozen to thousands of users.

## RW3 Inc.

[www.rw3.com](http://www.rw3.com)

RW3 Inc. is a business solutions provider of strategic consulting, custom reporting, analytics and flexible technology for consumer goods companies. The company provides solutions through InStore, a web-based and device-specific solution that allows for the sharing of targeted information within the sales organization, and via the InSight Group, its on-call reporting and analytics consulting team.

**FAST FACT:** RW3 signed Nestlé Emerging Markets division, Nestlé Pet Specialty Group, Timex Corporation, Energizer and National Tobacco Company in 2007.