



Leader in Supply Chain and Digital Fulfillment



Blue Yonder – By the Numbers

Company Revenue

\$1.2B+

FY 2022

Customer Satisfaction

162

New Customers
Per Year (2022)

97%

Customer
Retention
(2022)

3,000

Global
Customers

\$1B

Investment in
Product Innovations
Over Next 3 Years

Workforce

6,000

Associates

31,500

Years of Experience
Overall

U.S. Associates

40%

Underrepresented
Population

Patents

~400

Granted
and Pending

Gartner®

3/3

A Leader in
Three Gartner
Magic Quadrant
Reports



Strong Executive Team



Duncan Angove

Chief Executive Officer

2022

Infor | Oracle | Retek



Darren Saumur

President, Customer

Experience and Cloud

2023

SAP | EY | Genpact



Corey Tollefson

Chief Revenue Officer

2022

Infor | Oracle | Retek



Edward Auriemma

Chief Operating Officer

2022

Alight

Infor | JDA Software



Mark Henry

Chief Financial Officer

2023

Info | PRG | Deloitte



Nathalie Carruthers

Chief Associate Success Officer

2019

Benchmark Electronics
Lumileds | Flex | Soletron



Rebecca Collins

General Counsel

2022

Verra Mobility | NJOY
General Dynamics | Motorola
Contractor Management Services



Wayne Usie

Chief Strategy Officer

2001

JDA Software | Family Dollar



Salil Joshi

Chief Technology Officer

1997

JDA Software | Manugistics
Rolta India Limited



Susan Beal

Chief Customer Officer

2020

Infor | CGI | EY





accenture



charlotte russe

claire's

Eddie Bauer



GAP

GYMBOREE

HARBOR FREIGHT
QUALITY TOOLS LOWEST PRICES



Honeywell



6,000+ Associates with Broad Industry Experience



JCPenney



McKinsey
& Company

Medtronic

NORDSTROM

Office
DEPOT

ORACLE



SALLY BEAUTY

SAMSUNG



Smart & Final.

ST. JOHN

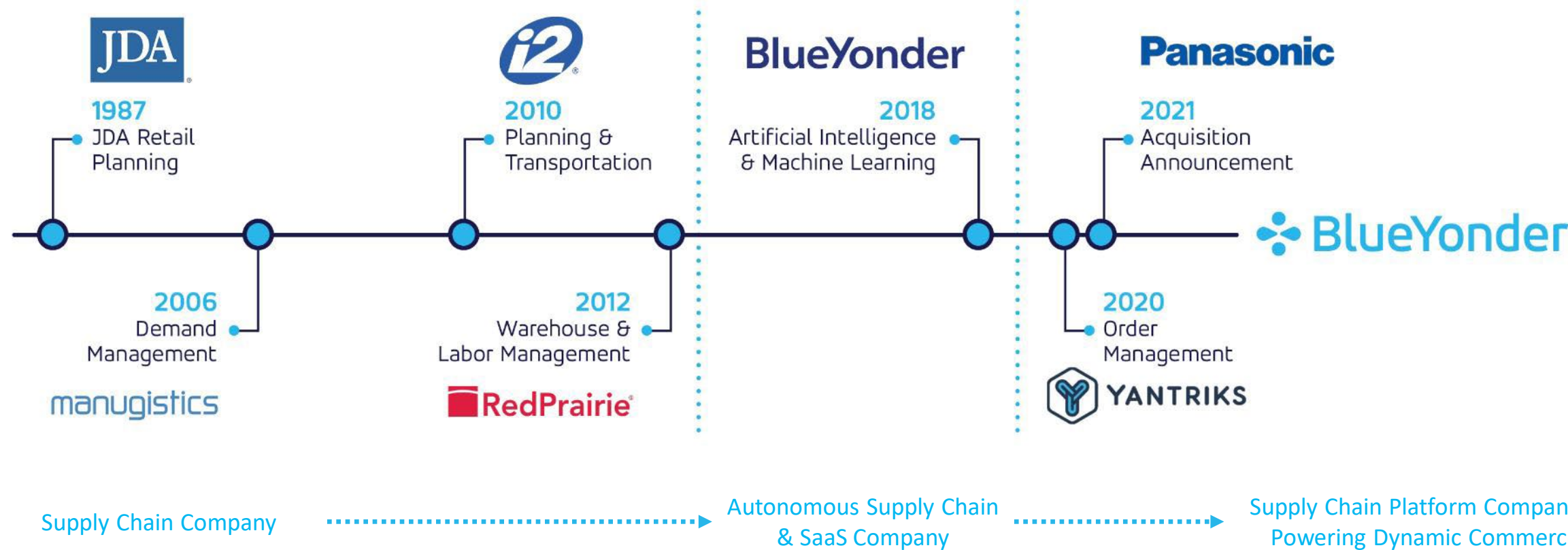
TATA MOTORS



VICTORIA'S
SECRET



Our Journey



Committed to Building a More Sustainable, Connected World

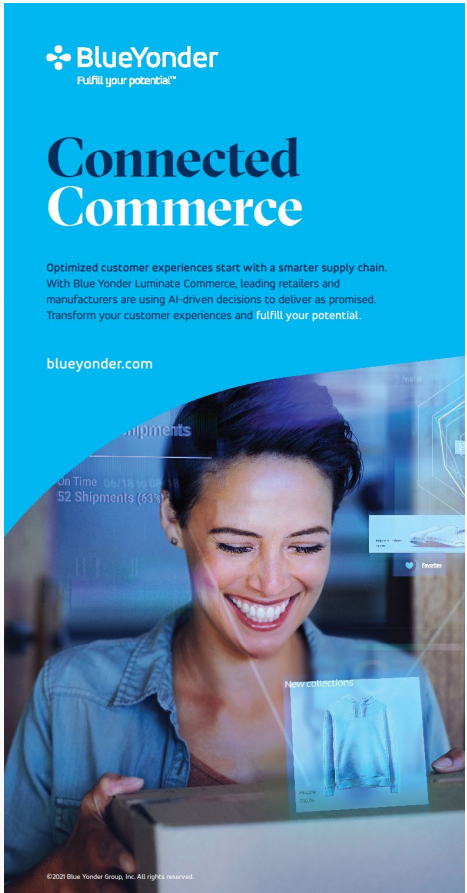
Solutions that power more profits and less waste



Championing diversity, impact and inclusion



Bridging physical and digital



Helping Our Customers Lead

3,000+
Global Customers


162
New Customer Logos
(2022)

RETAIL



76
TOP 100

MANUFACTURING



53
TOP 100

CPG



73
TOP 100

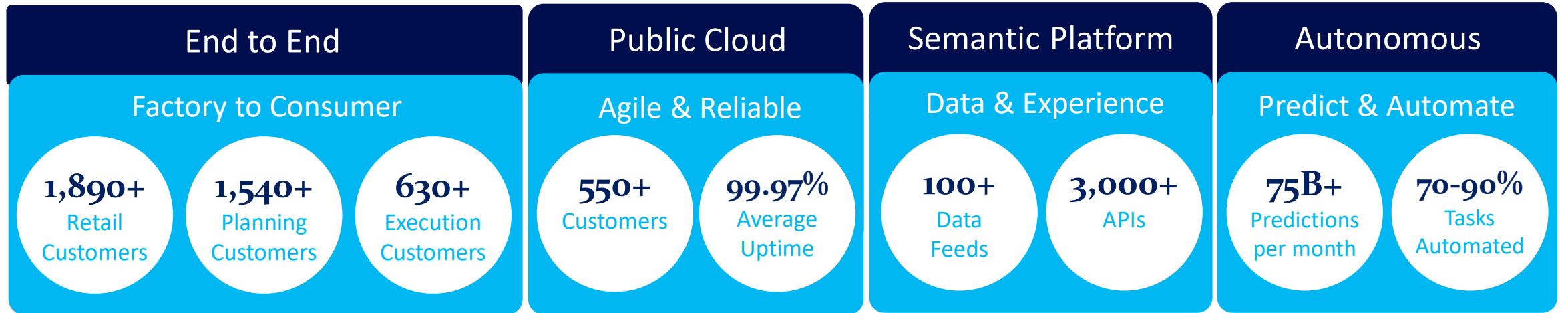
GLOBAL 3RD PARTY LOGISTICS



28
TOP 50



The Blue Yonder Advantage



Leadership in Every Industry Segment

Industry Clouds



Our North Star: Making Blue Yonder the 'Category Leader' For Supply Chain

CRM



HCM



ITSM



SUPPLY CHAIN



AI/ML-Led Automation

Real-time visibility and
actionable decisions

End-to-End Solutions

Plan > Execute > Deliver
with complete control

Connected Platform

Unifying data across
organizational boundaries

Blue Yonder Transformation Advisory

Drive Value For Our Customers



Identify business challenges and root causes to prevent value leakage



Provide fact-based insights to improve business performance



Provide best practice process, governance, and technology recommendations for improvement opportunities



Quantify value tied to improvement opportunities



Build a feasible and value-focused transformation roadmap and drive consensus for transformation

Establishing clear linkage between Vision, Technology, and Value





Validated By Our Customers, Partners and Influencers



“Duncan Angove, CEO, Blue Yonder, commented, ‘Never before have new technologies fundamentally shifted the human experience multiple times in a single generation. The moment to reimagine how supply chains run is now. ...Underpinned by emerging technologies of generative AI and the data cloud, we hold an opportunity to elevate the way our customers use and benefit from our solutions. Blue Yonder is excited to be at the forefront of making this change thanks to our partnerships with Snowflake and Accenture, as well as how we are shifting our solutions to meet the innovation needs of our customers.’ ”



“Blue Yonder has been investing heavily in its SaaS capabilities, driven by its Luminate Platform, and via partnerships with Microsoft Azure and Snowflake. The end goal is a highly scalable, industry-focused supply chain management suite that utilizes data to predict and fulfil customer demand. This is a team with a lot of experience and the ability to execute on a vision. ”

“Your vision is spot on!”
Blue Yonder Customer Advisory
Board Member



“Vast supply-chain disruptions have prodded manufacturing executives to turn to Blue Yonder to help them make decisions and execute their strategies. Build a supply chain for NOW. Don’t build what you would have built 30 years ago, when you were making decision about individual parts of the supply chain. Architect from the ground up, with automation, automatic storage and retrieval, cross-docking and flow-through. Microfulfillment centers also are growing and are an explosive part of the business. ”



Blue Yonder Leadership Highlights Company Strengths

diginomica

Blue Yonder's Corey Tollefson - 'We have the capital to invest and we will compete on service excellence'

 By **Derek du Preez** November 21, 2022

SUMMARY: Tollefson has a long history in the B2B software industry and recently joined a new executive team at Blue Yonder to focus the company's supply chain ambitions.

Supply chain vendor Blue Yonder, formally JDA Software, is under new leadership and is going through a serious change programme, one which is focused on innovation investment and customer service excellence. The newly appointed leadership team, which have been in situ for approximately four months now, have extensive experience in the B2B software industry - at companies that include Oracle and Infor.



(Image sourced via Blue Yonder's website)

We recently spoke with Blue Yonder CEO Duncan Angove about how he wants to make the company the SaaS supply chain vendor of choice for buyers, at a time when supply chain disruption is front of mind for companies around the world.

Key Takeaways:

Product First – Investing in SaaS Capabilities

- Create an **integrated cloud-based platform** of **supply chain** and **commerce** essentials (SCP, WMS, TMS, OMS, etc.)

API-driven Integrations to Customer's Business Systems

Differentiate through Service Excellence

- Ensure **value realization** for customers
- Focus on **journey-to-cloud**
- **End-to-end** operating model



The Pure Play Leader

The only company recognized as a Leader in three Gartner® Magic Quadrant™ reports covering Supply Chain Planning, Transportation Management Systems and Warehouse Management Systems – consistently for the past three years.

2023
Supply Chain Planning



2023
Transportation Management



2023
Warehouse Management



Gartner, "Magic Quadrant for Supply Chain Planning Solutions," Pia Orup Lund, Amber Salley, Tim Payne, Janet Suleski, Joe Graham, Caleb Thomson, 2 May 2023; "Magic Quadrant for Transportation Management Systems," Brock Johns, Oscar Sanchez Duran, Carly West, 28 March 2023; Gartner, "Magic Quadrant for Warehouse Management Systems," Simon Tunstall, Dwight Klappich, Rishabh Narang, Federica Stufano, 8 May 2023.

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Companies Are Struggling With a Patchwork of Solutions...



Where is my inventory?

Are my customers happy?



The World's Leading End-to-End, Supply Chain Cloud

Solutions

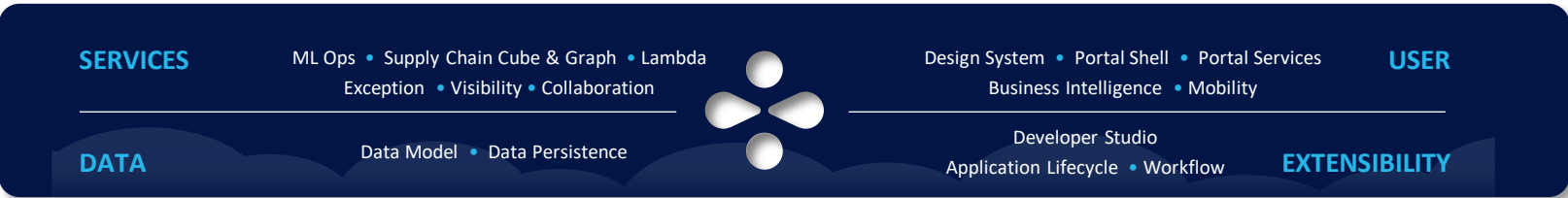


Capabilities



One Data | One Experience | One Ecosystem

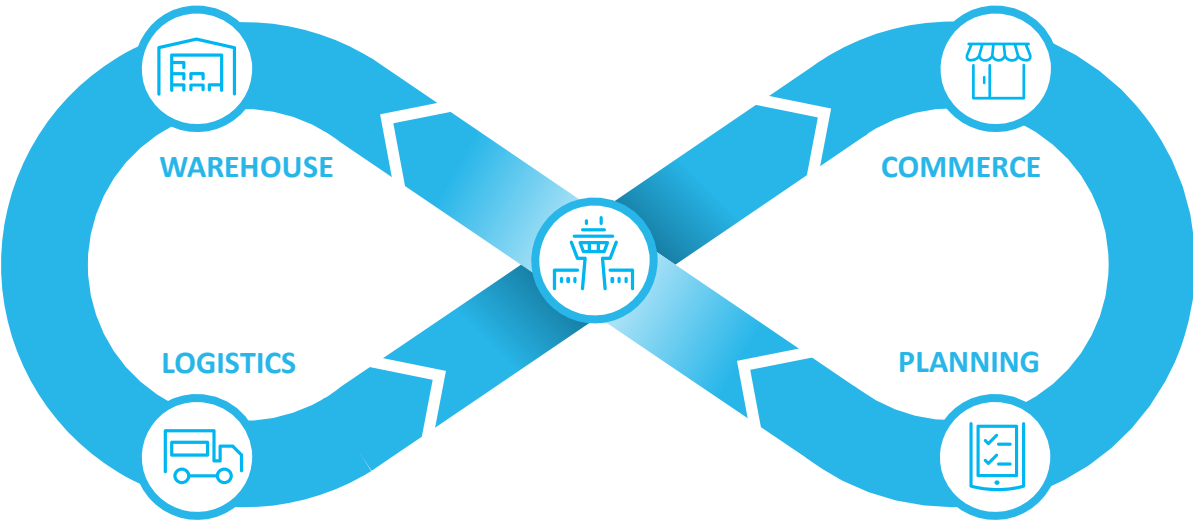
Platform



Blue Yonder is the only company positioned to provide **end-to-end supply chain management**, unifying operations with our industry-first supply chain clouds to our expansive capabilities across **planning, logistics and commerce**, all powered by the Luminate platform.



Engineered Solution that Enable End-to-End Value Chain Acceleration



One Data | One Experience | One Ecosystem

SERVICES

ML Ops • Supply Chain Cube & Graph
Lambda • Exception • Visibility

USER

Design System • Portal Shell • Portal Services
Business Intelligence • Mobility

DATA

Data Model • Data Persistence

EXTENSIBILITY

Developer Studio
Application Lifecycle • Workflow





GE APPLIANCES
a Haier company



Decreased
POTENTIAL
DISRUPTIONS DUE TO
LACK OF VISIBILITY



Integrated
PLANNING AND
EXECUTION DATA



Improved
ABILITY TO MEET
SKYROCKETING DEMAND
FOR PRODUCTS

BUSINESS CHALLENGE

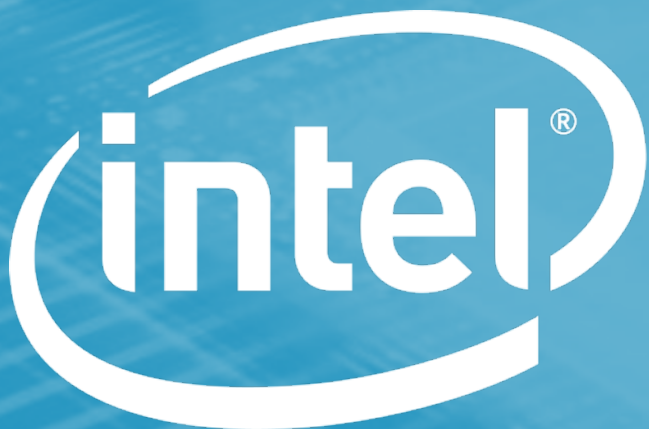
- Production capacity constraints*
- Real-time visibility*
- Boost customer service levels*



WHY BLUE YONDER

We are now able to identify potential disruptions that was not possible before.”
Chief Operating Officer





95%
REDUCTION IN TIME
FOR SCENARIO
PLANNING



Increased
ABILITY TO MATCH SUPPLY
AND DEMAND



Connected
CUSTOMER ORDERS WITH
PRODUCTION ORDERS

BUSINESS CHALLENGE

Lack of agility

Supply/demand visibility

Customer service levels



WHY BLUE YONDER

Our goal is to improve supply chain agility and customer service ... responsive demand-supply matching is key to that.”

Director of Supply Chain

WHO WE BEAT: **kinaxis**



**2.6%****SAME-STORE
SALES GROWTH****30%****ON-SHELF AVAILABILITY
IMPROVEMENT****\$70M****IN ANNUAL REPLENISHMENT
SAVNGS**

BUSINESS CHALLENGE

Reduce waste

Increase profitability and sustainability

Improve customer experience



WHY BLUE YONDER

The system is capital light ... It is reducing costs and stock levels, while also saving time for colleagues and providing a better offer for customers."

CEO

WHO WE BEAT:





Decreased
BUSINESS IMPACTS BY
BETTER MANAGING RISK



Increased
SUSTAINABILITY AND
SAVINGS FROM
INVENTORY EFFICIENCY



Improved
SALES AND REVENUE

BUSINESS CHALLENGE

Lack of visibility

Single planner view

Global efficiency



WHY BLUE YONDER

Blue Yonder is at the core of making our supply chain better ... so we can deliver great products at a low price.”

Deputy Manager and Digital Transformation Leader





13%
PRODUCTIVITY
SAVINGS DUE TO
OPTIMIZATION



15%
SAVINGS FOR
CUSTOMERS IN U.S.
THROUGH DELIVERY
EFFICIENCIES



10%
IMPROVEMENT IN
ETA ACCURACY FOR
FINISHED GOODS

BUSINESS CHALLENGE

Reduce waste

*Reduce transportation and
warehouse costs*



WHY BLUE YONDER

BY solutions show us the impact in service levels,
and transportation and warehouse costs, as well as
how we can improve the service levels.”

Manager of Global Logistics Processes

WHO WE BEAT:



Appendix



Duncan Angove, CEO

- More than 25 years of leadership experience in the enterprise software, supply chain and retail industry
- Previously held senior executive roles at Infor, Oracle and Retek
- While serving as President of Infor, he helped lead the transformation of the company into the first industry cloud company with over 60 million subscribers
- Strategic priorities:
 - Product-First Focus: Drive innovation and investment in delivering highest quality products and capabilities
 - Drive Value for Customers: Unlock tremendous value as we enable the customer-centric supply chain
 - Data-Centric Approach: Build open platforms and use data to solve customer problems
 - Autonomous Supply Chain Edge: Move further towards being a truly native cloud, SaaS supply chain company combined with the power of edge technologies



Corey Tollefson, Chief Revenue Officer

- Senior technology industry leader with global operating experience in software and digital transformation and supply chain.
- Deep understanding of the trends across enterprise software, cloud, AI, and supply chain.
- Previously held leadership roles at Accenture (then Anderson Consulting), Infor, Oracle, and Retek
- Strategic priorities:
 - Customer Success: Helping drive success for our customers by ensuring products and services meet needs
 - Product First: Create differentiated solutions to fulfill customer needs
 - Business Growth: Building strong teams to help ensure the success of our partners and customers





Fulfill your potential™