

gai·vis

Press File

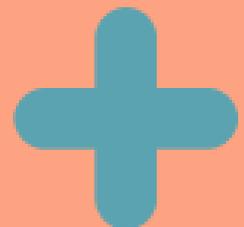


Garvis Press File

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1. Mission

a revolution for planners

Welcome to Garvis: the new platform that's revolutionising the way planners and companies predict future demand for their products and manage their inventory. The arrival of the platform represents a genuine paradigm shift away from the model of forecasting based on past data. Because current technology is simply not geared towards the digital and globalised world in which companies operate anno 2021.

Garvis unleashes artificial intelligence on all kinds of real-time data: from commodity prices to cashier and other POS systems to weather forecasts, distribution data, even social media posts. All of which is analysed to enable planners to respond to unexpected developments at lightning pace. Developments such as the pandemic or Brexit, for example, that have a massive influence on consumer demand.

Thanks to Garvis, planners can quickly adapt their orders to fluctuations in demand for their products. With a planning system that is armed and ready to handle the hyper-volatility that typifies the continuously evolving world of tomorrow and beyond.



As the world's first genuine bionic forecasting system, Garvis is taking the lead in the development of a new generation of planning software that is already transforming supply chains around the globe. The planner, who retains full control over the technology and all decision-making, remains the central protagonist in the revolution.

What makes the Garvis planning system even more unique, is that it can be implemented in a single day. Which means companies can start taking advantage of the system's many benefits immediately.



Garvis has been shown to reduce forecasting errors by 10% to 30%, thereby reducing stock surpluses and shortages by the same ratio. The system also allows for new products to be introduced with even greater efficiency, based on real-time sales figures. All of which means considerable savings in both time and unnecessary expenses, while helping planners process even larger quantities of data and anticipate market changes faster and with greater accuracy.

According to Boston Consulting Group, bionic supply chains can generate 6% more revenue (4% more EBITDA) while saving up to 30% on inventory costs and associated working capital.



3. Prices and options

Garvis hanteert twee verschillende abonnementsformules: **Garvis Starter Pack** en **Garvis Smart**.

Beide formules bieden een vraagplanningssysteem aan dat toelaat om automatische prognoses te maken. Die worden ook geïntegreerd in andere processen, zodat het mogelijk wordt om snel en flexibel leveringen aan te passen. Gebruikers kunnen ook KPI's toevoegen en automatisch opvolgen.

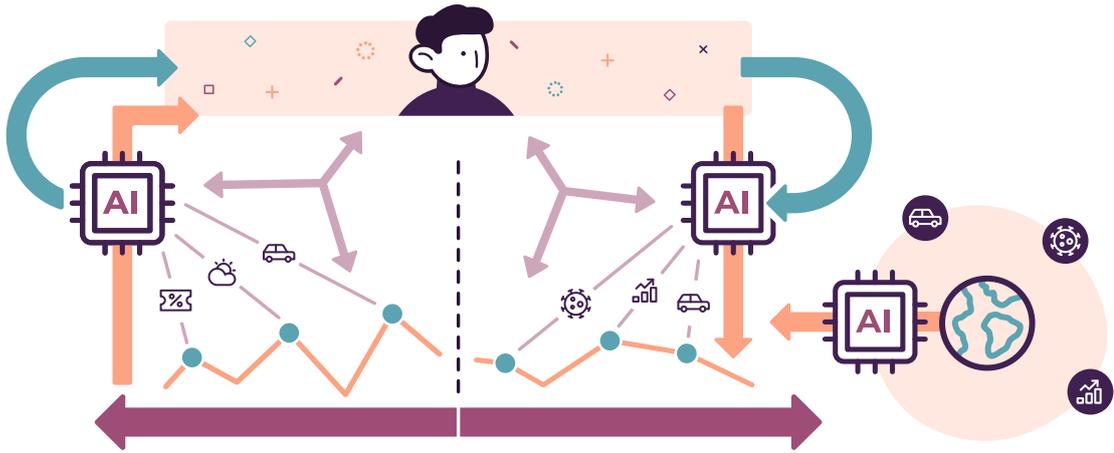
Zowel bij het Garvis Starter Pack als bij Garvis Smart is een onboarding binnen de 24 uur gegarandeerd en kunnen bedrijven rekenen op een uitgebreide customer support.

Het verschil tussen de twee abonnementsformules zit vooral bij de geavanceerde forecast engine van Garvis Smart, die gebruik maakt van artificiële intelligentie en machine learning om de prognoses voortdurend te verbeteren. Bij deze formule is het ook mogelijk om uploads en downloads rechtstreeks vanuit het bestaande ERP-systeem te doen.

De tarieven voor de abonnementsformules hangen af van de gekozen formule én van de jaaromzet van het bedrijf.



4. Next-generation inventory planning system



a. Putting the planner centre-stage

Planners play a critical role in any company. Their job is to predict exactly how much of a certain product to order:

- to guarantee an optimum service level for their customers, and
- minimise the level of inventory required as a safety buffer.

Everything an organisation does, in other words, is based on the forecasts made by its planners.

The planning process applied in many companies today is still predominantly manual. 68% of companies still use spreadsheets, for example. Which makes for a very time-consuming process that is also limited in capabilities. Until now, the available technology simply did not offer an answer to digitalisation which, thanks to COVID-19, has accelerated beyond proportion. As a result, businesses are being forced to implement complex upstream channel strategies with increasing online sales and accelerated global expansion. Which means automation, artificial intelligence and third-party data are rapidly becoming indispensable for planners to cope with the increasing complexity.

What makes Garvis truly unique, however, is that it revolves around the insight and expertise of planners who remain at the very centre of the system. It is the planner who controls the technology, not vice versa. At the end of the day, it is the planner who pushes the buttons and via an intuitive interface decides which data insights and which forecasts to accept. Planners therefore take their own decisions and continue to place all orders themselves.

b. Lightning-fast implementation: from Excel to AI in less than 1 day

Other technological planning solutions currently on the market are typically complex, costly and require a lot of time to implement and maintain. Moreover, they tend to get quickly outdated. As a result, businesses end up investing a lot of money in a solution that takes months to build, only to find that it needs updating within a similar timeframe. With very little to no return on that initial investment.

Garvis, on the other hand, can be implemented within 24 hours without the need for data scientists or expensive consultants. Existing Excel files and other data are migrated to the AI environment and immediately translated into the correct format in order to create a workflow logic for the planners. The onboarding processes is also entirely customised to the planners' needs, so they can already deploy the Garvis platform after just 1 day.

And while other planning systems become (often very quickly) outdated, Garvis employs machine learning to ensure the system only gets smarter and performs better over time as the planners use the system and analyse increasing volumes of data.



5. Applications

Any company that maintains inventory – whether it be end-products, components, raw materials, etc. – can use the Garvis planning system to optimise their stock management. That includes:

- + **Manufacturing** (clothing, electronics, durable goods, components, automotive)
- + **Pharmaceuticals**
- + **Chemicals**
- + **Oil & gas**
- + **Food sector**
- + **FMCG**



6. Milestones



SEPTEMBER 2020

Garvis is founded



OCTOBER 2020

**Garvis joins Start it @KBC
accelerator programme**



FEBRUARY 2021

Garvis becomes part of Oracle for Start-ups



MARCH 2021

**Garvis obtains private equity funding
during first capital round**



APRIL 2021

**Spin-off project sparks collaborative
accord with University of Antwerp**



APRIL 2021

**Application to join Microsoft for
Start-ups is accepted**



22 APRIL 2021

**Garvis is launched on the
international market**





7. Team & partners

Garvis is currently expanding its team, hiring top-tier international profiles in the form of front and backend developers, data analysts and sales and marketing professionals.

More info: www.garvis.ai/jobs.



Piet Buyck Chief Executive Officer and Founder

Piet is well versed in the world of disruptive technology with more than 30 years of experience in developing, positioning and selling IT applications. As Vice President at Terra Technologies (now part of E2Open), Piet was in charge of sales within the Demand Sensing division and was instrumental in gaining a foothold in major CPG players. As General Manager of the retail division, he

also succeeded in expanding the company's customer portfolio. Piet's mission is to unlock the full potential of artificial intelligence in the domain of forecasting, making it accessible to planners while ensuring they maintain full control over the technology they work with.



Geert-Jan Van Den Bogaerde Chief Technology Officer and Co-Founder

Geert-Jan has over 15 years of experience in software engineering, business strategy and enterprise architecture. What unites his many areas of expertise is his focus on readying businesses for a world in which volatility and change are the new normal. Geert-Jan is dedicated to developing sustainable solutions for complex problems in which business and technology are inextricably linked.



Partners



8.

Media & contact

Publication: [Building the Bionic Supply Chain | BCG](#)

Video: [Garvis - The bionic demand planning system](#)

Video: [Garvis - From Excel to AI in one day](#)

Video: [Change the way to deal with Change - Garvis](#)

Webinar: [How \(not\) to use AI for demand forecasting](#)

Whitepaper: [Garvis, discussing the challenges businesses face in the new normal, analysing the flaws in the current processes & technologies](#)

Garvis, proud sponsor of [Logipharma](#)



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