



Company Background

Company Name: John Galt Solutions, Inc.

Address: 125 South Clark Ave #1950, Chicago, IL

State Incorporated: 1996 in Illinois

Dun & Bradstreet #: 037700866

Company Status: Private Company, self funded, never bankrupted, profitable every month since February 1996.

Employee facts: Average tenure of employee 6 years 3 months, turnover less than 5% a year.

Customer facts: 5000 customers use our solutions every day, we receive an average of 8 calls a day for the help desk.

Fun Facts: We have a company mascot, Peaches, a 17-year old (teenager) cockatoo that voices her opinion to her teammates and customers on a daily basis.

How we got started

Before we were the Forecast Xperts, John Galt got its start building data warehouses for the utility companies during the deregulation of the industry. We built many successful data warehouses. Not only did this experience fund the R&D of ForecastX and Atlas Planning, but also it gave us the foundation for Atlas Planning's data repository architecture for measuring forecast accuracy, exception management, and tracking multiple data streams. The most important influence our data warehousing experience provided was the open architecture and the concept that data comes from multiple sources and that for any period of time there are multiple opinions of what is going on.

True Story #1

The most important project we had during this time was for Commonwealth Edison Wholesale Trading in Chicago. The VP commissioned Galt to write a data warehouse that would mine data from multiple sources at Commonwealth Edison and external commercial trading data sources. The goal was to calculate the price of a forward and option contract for electricity trading (to protect the state from Enron). As a result, the VP bought several forward contracts to lock in the price of electricity for the state of Illinois. John Galt's data warehouse was instrumental in saving Illinois residents millions of dollars in electricity bill increases and un-necessary blackouts.

John Galt Products:

ForecastX SDK

In 1997 John Galt developed the ForecastX, the math library for all of the forecasting and inventory formulas. We saw that the data warehouse was becoming commonplace and now that past data was easily accessible, the next step was to use the past to predict the future. Our goal was to provide the ability to forecast in the background, at the database level, independent of the database type (Oracle, SQL Server, DB2)

We use the ForecastX SDK in all of our solutions. The ForecastX Wizard and Atlas Planning's Demand Management Engine and Inventory Management Modules use the algorithms in the ForecastX SDK. The ForecastX SDK has been OEM'd into other vendors Supply Chain Planning Solutions including Peoplesoft, Oracle and Infor.

John Galt Products (cont.):

ForecastX Wizard for Excel

In 1998 John Galt developed the ForecastX Wizard, John Galt's flagship product and loss leader for Atlas Planning sales. The ForecastX Wizard provides over 25 statistical forecasting techniques, 50 statistical and accuracy measures, simple DRP calculations, and collaboration reports.

Today, thousands of companies of all sizes have used the ForecastX Wizard for educating forecasters, defining forecast process and augmenting larger, less agile forecasting systems.

There is also a textbook, Business Forecasting 6th Edition that every year thousands of students in hundreds of Universities use in MBA programs around the world.

True Story #2

In 1998 when John Galt first tried to launch and sell the ForecastX Wizard for Excel our competition kept harping on the fact that they were the most accurate forecasting tool in the world. We took the challenge and participated in the M3 competition, an academic forecasting accuracy competition sponsored by Insead University (the Harvard of France). We competed against all of the east coast Ivy League schools and existing software packages. The result, we ranked #1 or #2 in all categories. We no longer have an issue about accuracy and hold a 25% market share in the forecasting tool market.

Atlas Planning Suite

As the number of John Galt's ForecastX Wizard customers grew in the late 1990's so did our customers' requirements for more scalable enterprise supply chain planning solutions.

- Sales and Operation Planning (1998)
- Demand Management Engine (2000)
- Planning Portal (2001)
- Inventory Management Module (2003)
- Rough Cut Capacity Module (2004)
- Consumer Centric Planning [POS forecasting] (2007)
- Scenario Analysis [Forecast-ability] (2013)

Everyday over 5000 customers use our forecasting tools to lead their business's future.

In summary here are some of our notable achievements:

- Won the majority of the forecasting categories in the international M3 forecasting competition.
- Developed proprietary safety stock algorithms that account for seasonality and focus on slow moving demand.
- John Galt in conjunction with Holt Wilson (Central Michigan University) and Barry Keating (Notre Dame) published the 6th addition of "Business Forecasting" in conjunction with McGraw Hill.
- Developed OEM relationships with Infor, Oracle and QAD to provide them statistical forecasting solutions.
- Founding members of the MIT Demand Management Council

In closing, John Galt would like to express its strong commitment to working with your company to implement its demand management system. John Galt has the capabilities, experience and expertise to deliver a world class solution.