

# PRESENTATION

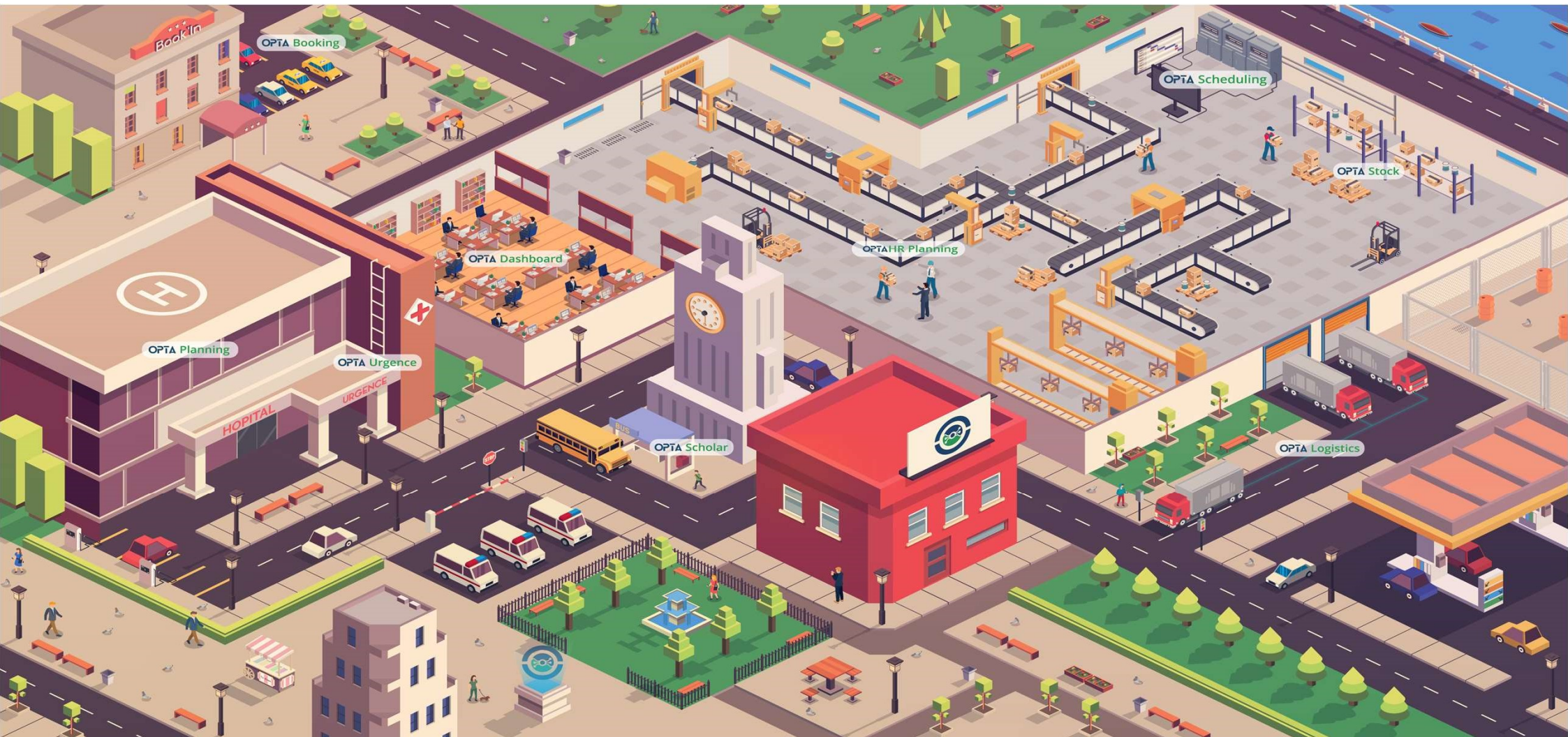


**SaaS Solutions for  
Optimization, Forecasting, Planning and Scheduling  
dedicated to Industry 4.0, Retail  
Supply Chain, Health Care**



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# OPTA LP “Intelligent solutions for optimization and decision support tools”





## About OPTA LP

Opta LP, as a software editor, supports its customers in achieving operational efficiency and unprecedented performance through reliable and ergonomic decision support tools.

The Opta LP team is constantly working to develop innovative solutions based on the most effective optimization and artificial intelligence models and techniques, which are the result of a worldwide monitoring of scientific research.

Our solutions consist of a complete software suite in SaaS mode in order to respond to various problems: appointment scheduling, constrained planning, scheduling, forecasting, inventory and supply optimization, vehicle routes, etc.

This proven software suite improves decision-making, optimizes performance and simplifies management in various sectors: healthcare, industry 4.0, Retail and Supply Chain.

Opta LP is constantly innovating and developing its models in order to provide richer and more accurate data exploitation with greater simplicity.

Thanks to its scientific expertise, Opta LP stands out in its ability to manage complex optimization problems and in its know-how in terms of data exploitation.

Opta LP is at the heart of the 4.0 digitalization by accompanying you in your evolution towards the services of the future: connected hospital, industry 4.0, intelligent logistics.



**Since 2013**



**Workforce of  
13 people**



**France  
EMEA**



**More than  
100 000  
users**



**More than 50  
projects  
delivered**



**Approved  
innovation**



**Trust**



**Innovation**



**Customer  
Success**



# Innovative Scale-Up

- Opta LP : a DNA around research and innovation
  - Innovative company delivered by the Ministry of Education (J.E.U.)
- From University of Technology of Troyes (spin-off)
  - Sponsorship agreement
- Winner of several competitions and call for projects
- Supported by the Grand Est Region and the eco-system
- Solutions provider for the industry of the future



*L'Europe s'invente chez nous*





# Our value proposition

Big Data/ AI/ Machine Learning, software for optimization and decision support



## AI /Customized Algorithms

Customized algorithms  
Adapted to each system and its constraints, parameters, specific data



## Guaranteed ROI

Unprecedented performance  
Fast return on investment

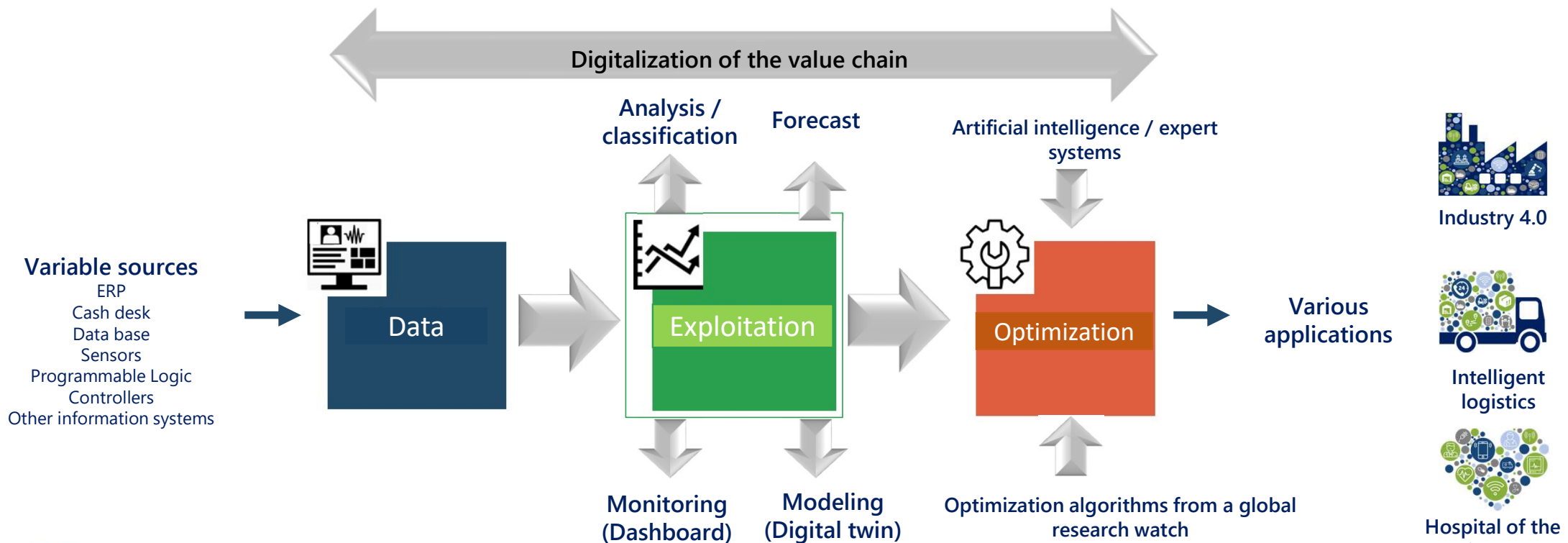


## 90% reliability of forecasts

Cross-functional applications  
Planning, inventory and supply management, transportation, layout, flow management, forecasting, etc.

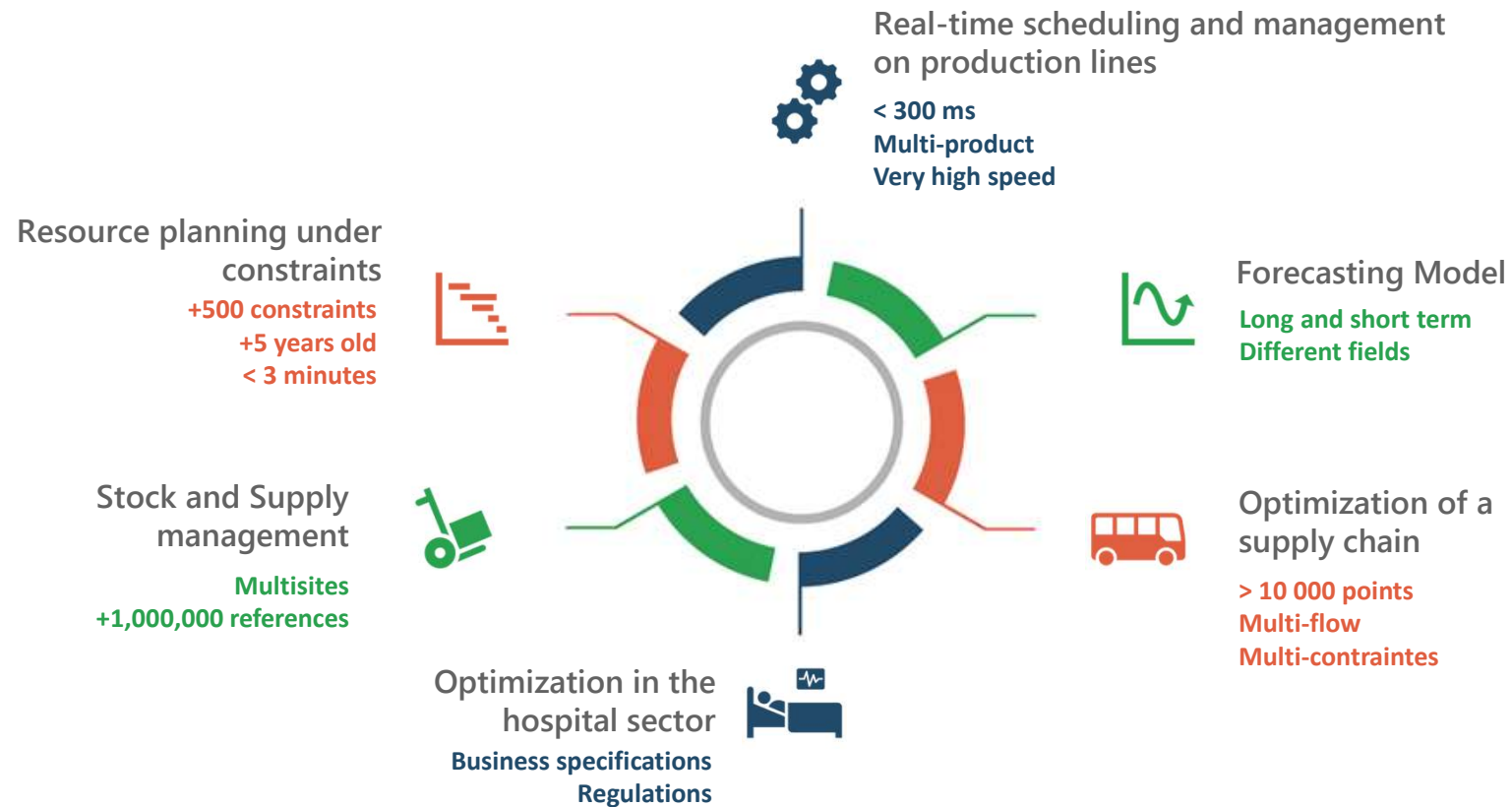
# Our data exploitation process

- Intelligent optimization and decision support SaaS solutions





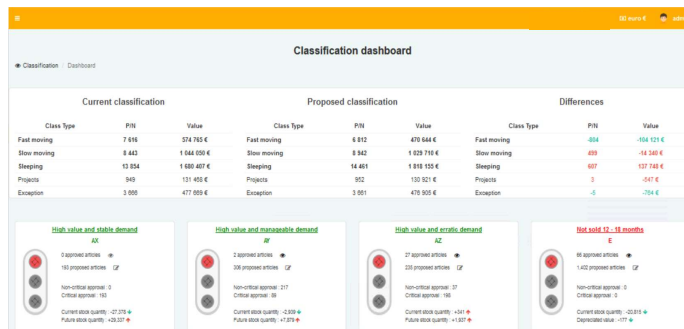
# Our applications





# Stock and Supply management

## ■ Implementation in large-scale distribution



## USE CASES

- Optimization of stocks and supplies within a store and warehouses
- Optimization at the level of a store department, a product family, including sales and specific events

## PAIN POINT

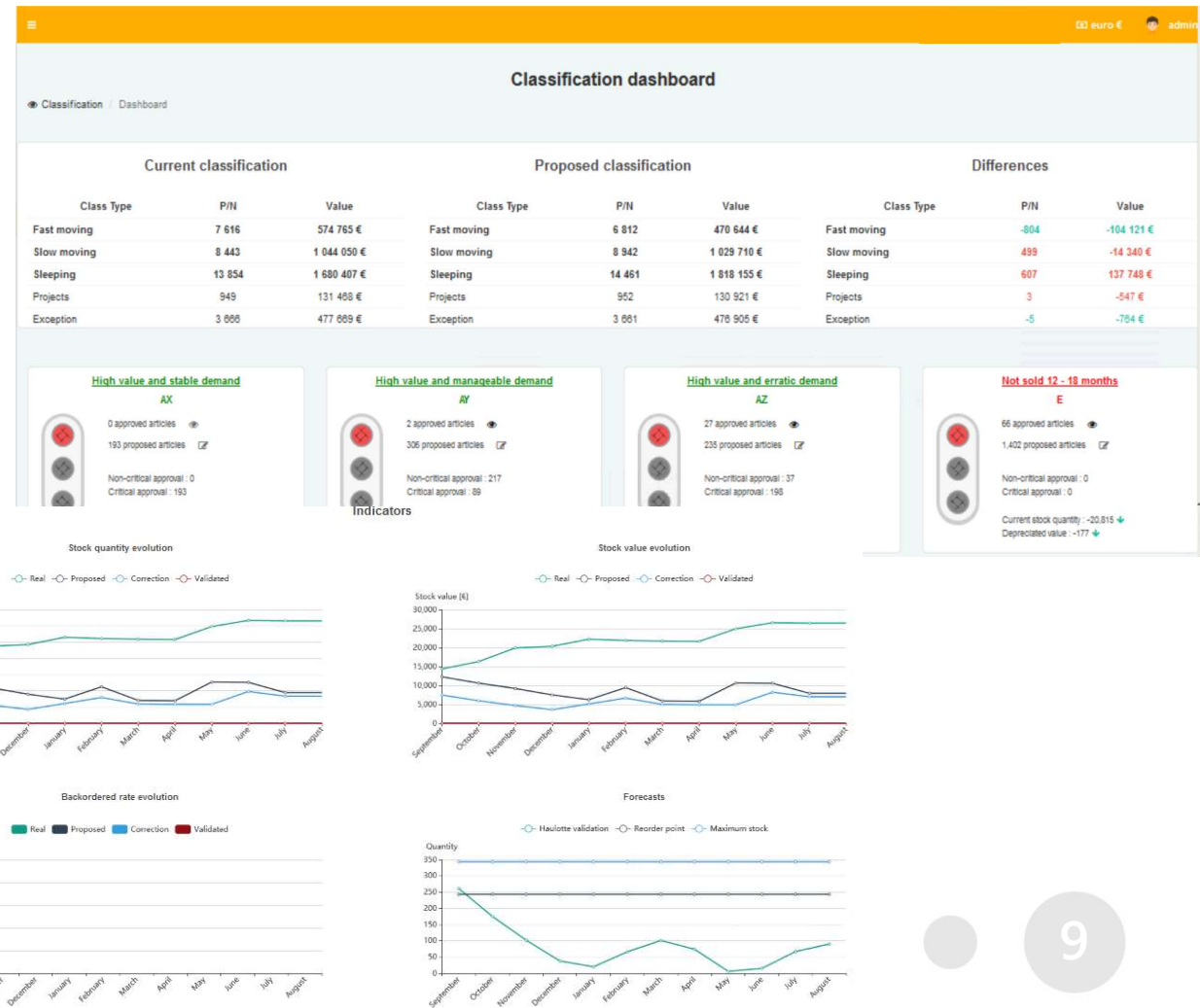
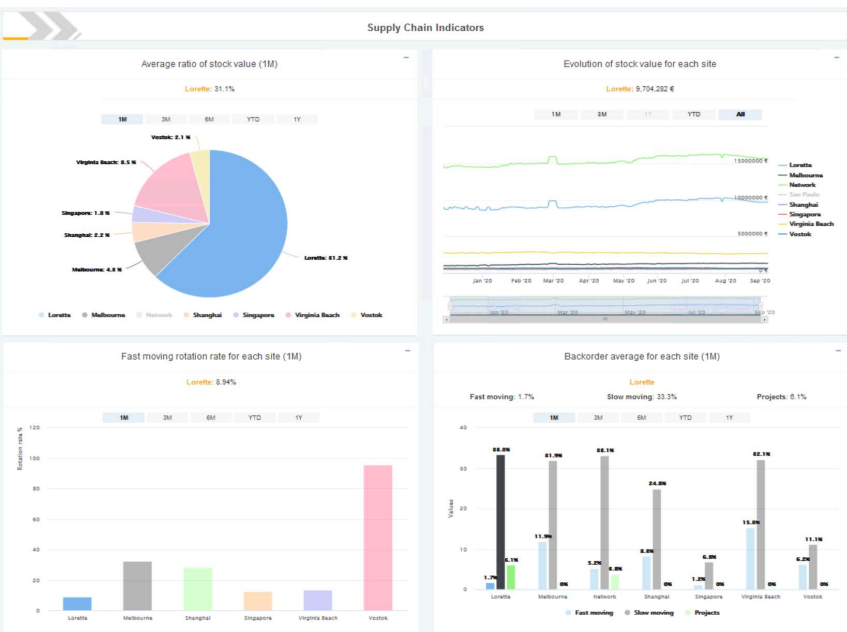
- COVID 19
- STOCK COSTS
- DECREASING SERVICE RATE
- LOW STOCK
- LOST SALES
- INCREASE IN PURCHASES
- WASTING





# Stock and Supply management

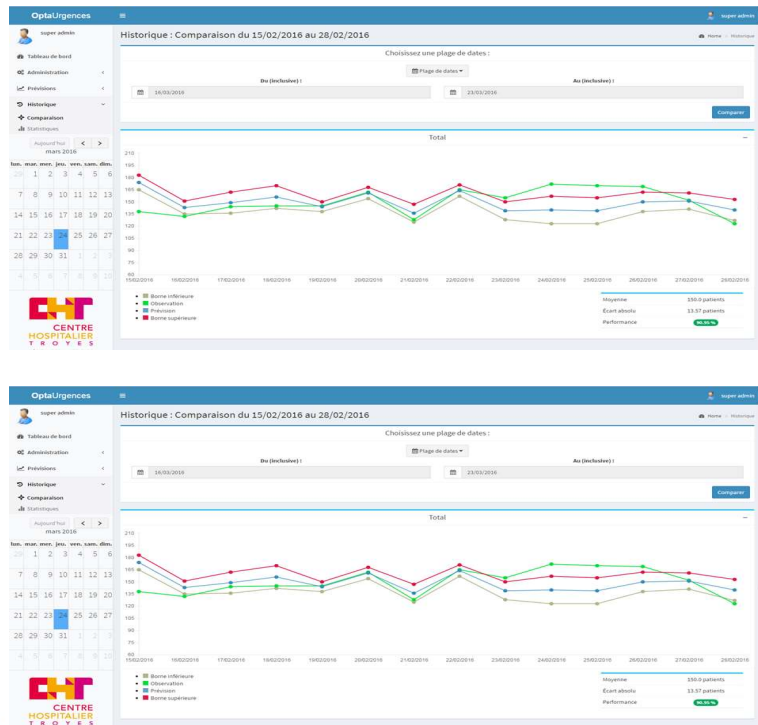
## ■ Case of a global supply chain





# Forecast - Predictive

- Implementation in the "RETAIL" field



## USE CASES

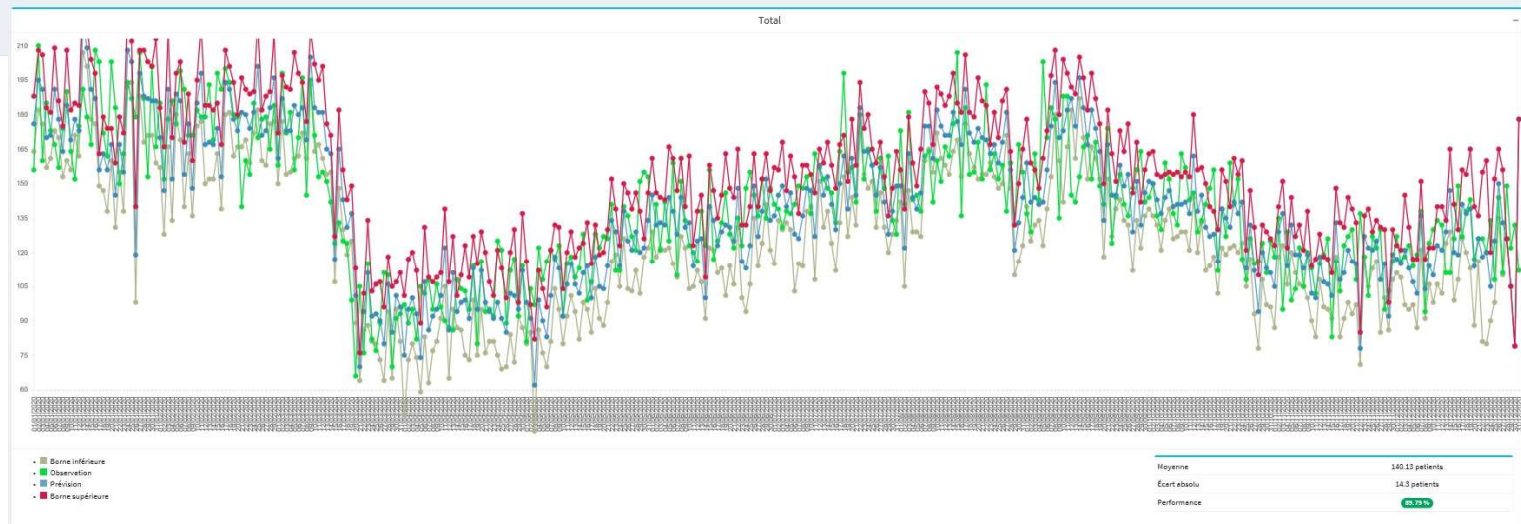
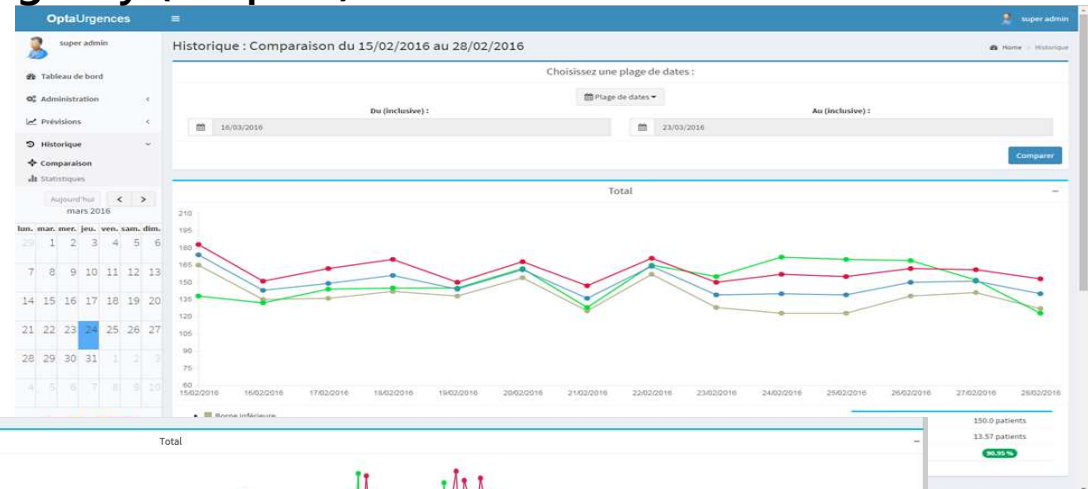
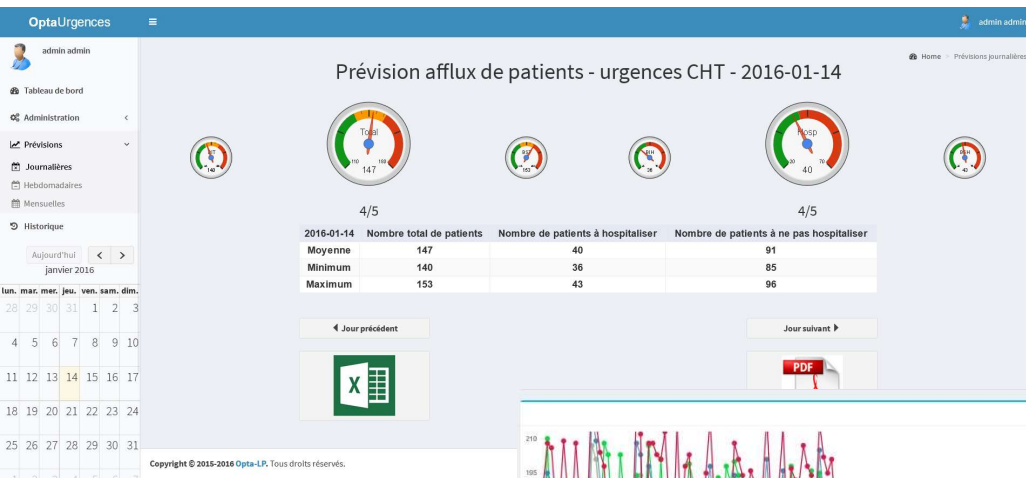
- Sales forecasts by Universe/Rayons/Products
- Trend-based order forecasts and Y-1, 2, 3 sales....
- Sales & Operations Planning process

## PAIN POINT

- COVID 19
- INCREASE IN CONSUMPTION
- SUPPLIER DISRUPTION
- HOW TO PLAN RESOURCES AND STOCKS ACCORDING TO DEMAND?

# Forecast -Predictive

- The case of the influx of patients in the emergency (hospital)





# Constrained planning

## ■ Implementation in the retail sector

**OPTA LP HDJPlanning**

Charges journalières

Nom	Statut
M. Watther KILDEA	?
M. Fallo STENTIF	?
M. Rayner SARC	?
M. Watther KILDEA	?
M. Sigmond SH	?

**Informations détaillées de Mme. Grisel SLYFORD** Non active ?

Date de naissance : 06/10/1927  
Protocole : VELCADE en sous-cutané + CAELYX  
Place : 135F  
Informations affectées : 2  
Médicins affectés :  
Motif : ERAT NULLA TEMPUS  
Commentaire : Future-proofed uniform circuit

Activité	Horaires envisagés	Horaires réels	Action
Siéance complète	08:30 - 09:00	?	?
Consultation		?	?
Fus vert		A décaler	
Installation	08:30	?	
Prise en charge	08:30 - 09:00	?	?
Préparation de médicament	08:30 - 08:35 16/12/2020	?	?
Sortie	09:00	?	

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## USE CASES

- Scheduling (under constraints) of goods deliveries by transporters in the shops and warehouses
- Creation of constrained schedules for teams and materials within the shops

## THE PAIN !

- EMBOUNTING
- DELAYED DELIVERY
- COMMERCIAL OPERATIONS
- SALES
- REGULATION Labour
- UNDERFORCED

# Constrained planning

- The case of outpatient hospitalization (HDJ)



## Paramètres de planification

### Service ouverture

Ouverture

Quand on ouvre le service

Début

Quand on reçoit de patients

Fermeture

Quand on ferme le service

### Unité temporelle

Créneau

Durée d'un créneau en minutes

Consultation

Durée de la consultation en minutes

Installation

Durée d'installation en minutes

### Divers

Multi-tâche

Nombre de patients qu'un

Annuler

Sauvegarder

[illegible]

M. Walther KILDEA													
M. Fallo STENTIF.													
M. Rayner SARC...													
M. Walther KILDEA													
M. Sigismond SH...													

Informations détaillées de Mme. Grissel SLYFORD Non arrivé ?

Date de naissance : 06/10/1927

Protocole : VELCADE en sous cutané + CAELYX

Place : 135F

Infirmière affectée :

Médecin affecté :

Motif : ERAT NULLA TEMPUS

Commentaire : Future-proofed uniform circuit

	HORAIRE ENVISAGÉ	HORAIRE RÉEL	ACTION
Séance complète	08:30 - 09:00	?-?	
Consultation		?-??	
Fus vert		A décider	
Installation	08:30	?	
Prise en charge	08:30 - 09:00	?-?	
Préparation de médicament	08:30 - 08:30 16/12/2020	?-??	
Sortie	09:00	?	

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## The foundations of our approach



1

### Drive the project by Value and Time

Anything that brings maximum value in the shortest time should be done first



2

### A participatory and iterative approach

Show and share rather than write, propose visible steps through models



3

### A design as close as possible to the standards

Favouring click-and-drag parameterization over specific development



4

### Make you autonomous as soon as possible

Plan your training and change management from the scoping phase



## Methodology



### DESIGN

The objective of this first step is to formalize together the scope of your project: Organization and future users, Business process - Extranet - Data integration rules

### CREATE AND TEST

During this phase, we will work with you to implement the features identified in the Design phase. The objective is to adapt our existing application with your semantics and business processes, testing in a regular and iterative way.

### DEPLOY AND TRAIN

Finally, we will deploy the finalized solution on your Production environment, while training users to the new practices to ensure adoption and change management. We suggest starting the training before the production launch, and giving access to the application after the training, in a progressive way.



# Our clients





## Our partners





## Contact :



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Sales Director

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