

ROI REPORT



May 2017

KEY TAKEAWAYS

Resilinc conducts quarterly surveys to assess our customers' satisfaction and their return on investment. The following data reflects the results of the Q3 2016 survey and activity in Q1 2017

- 80% of customers say Resilinc is a MUST HAVE solution
- 80% of customers say Resilinc enables response to events they otherwise would have missed
- Resilinc reduces cost to detect disruption by 90% and total cost of disruption by 50%

NAVIGATE *supply chain risk* BETTER



% of customers who say Resilinc is a **MUST HAVE solution**



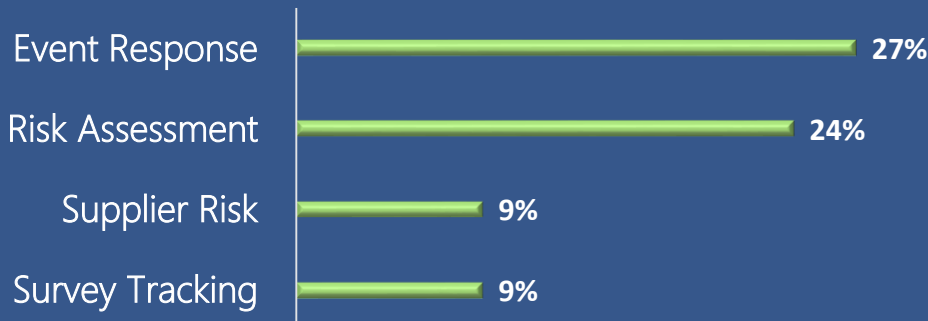
% of customers who agree Resilinc is useful to my company in planning for and responding to a disruption



% of customers who agree Resilinc helps me identify key supply chain risks in my company

How our customers use Resilinc

(Rows are pages in the tool, data is % of total user session page views)



- **24x7 global monitoring**, customized impact assessment, and automated supplier outreach
- **Risk scoring** at part/supplier/product level, centralized, summarized and ready for action
- **Understand highest risk suppliers** and Tier 1 to n connections
- **Find critical points of failure** by linking parts/products to supplier manufacturing sites and events

RESPOND to adverse events FASTER

It's not if, but when...

70% of companies reported at least 1 significant supply chain disruption in the past 12 months*

Customers who agree...

EventWatch bulletins are
timely and well-researched

94%

Resilinc enables response to events
they otherwise would have missed

80%

Reduce cost to
detect
disruption by
over
90%[^]

Reduce TOTAL
cost of
disruption by
over
50%[^]

Regain CONTROL during disruptions!

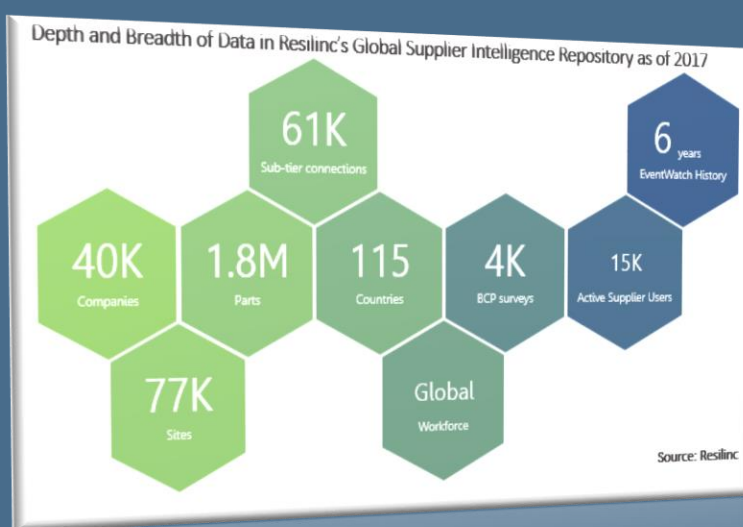
- Know part/product impact rapidly
- Save resources assessing events
- Be first to secure allocation
- Reduce freight/material premiums
- Fewer lines down
- Protect revenue/reputation

MAKE your company STRONGER

Improve supplier relationships and build a world-class risk management program

At no additional cost,

- Suppliers receive 24x7 event monitoring of their manufacturing sites
- Suppliers provided their R-Score® as a competitive benchmark of their resiliency practices to incentivize proactive risk reduction
- Experienced risk professionals assigned to each account to share best practices and act as a guide on the journey to maturity



Established data repository and supplier network means value starts DAY 1

* Business Continuity Institute Supply Chain Resilience Report 2016, The Business Continuity Institute/Zurich Insurance

[^] Based on Resilinc estimates and internal models informed by actual customer experience