

# Cloud Supply Chain Risk Management & Resilience Solutions



Resilinc is the leader in cloud supply chain risk management intelligence and analytics. CPOs and executive leaders rely on Resilinc to reduce operational costs, achieve competitive advantage, and build brand and shareholder value. Supply chain managers leverage Resilinc to mitigate n-tier risks proactively, detect new incidents instantly, and minimize time to recovery.

## Supply Chain Risk and Resiliency Business Drivers and Pain Points

### GLOBALIZATION CREATING SUPPLY CHAIN VISIBILITY CHALLENGES

Competition and margin pressures continue to drive globalization of your supply chain network in favor of lower-cost commodity suppliers, while specialization is driving supply network complexity resulting in multi-tiered supply chains and sub-tier supplier visibility issues.

### DIFFICULTY IN ACHIEVING SUPPLIER COLLABORATION AND TRANSPARENCY

The sheer number of suppliers and their trepidation in sharing competitively sensitive information about their potential vulnerabilities makes it challenging to maintain an updated and reliable repository of supplier risk and resilience intelligence. As a result, it's difficult to work with suppliers on risk remediation and performance improvement.

### INABILITY TO PROACTIVELY IDENTIFY RISK AND DETECT AND RESPOND RAPIDLY TO EVENTS

Most companies do not have the processes, expertise, and resources to properly identify and prioritize risk for mitigation proactively. At the same time, there is no cost-effective way to detect, monitor, and analyze potential risk events globally and 24x7x365.

## Key Business Benefits

### END-TO-END SUPPLY CHAIN VISIBILITY

Resilinc's turnkey supplier network mapping and on-boarding service and visualization technology ensures you have an up-to-date supply chain network map and repository of supplier risk intelligence without having to invest internal resources and program dollars. In many cases Resilinc has already mapped a large segment of your supplier network. So, on-boarding new customer supply chains is relatively quick and easy.

### BREAKTHROUGH LEVELS OF SUPPLIER COLLABORATION

Resilinc's unique "Linked-In" model for supplier information collection and sharing ensures a high-rate of supplier participation by increasing customer responsiveness and productivity (i.e., they can publish information once to the Resilinc cloud repository and securely share with multiple approved customers).

### PROACTIVE RISK MITIGATION AND RAPID INCIDENT RESPONSE

Resilinc has developed the most robust set of dashboard visualization and patent-pending analytic functionality for risk identification, quantification, and prioritization for proactive mitigation. The complementary EventWatch® service provides 24x7 supply chain disruption event monitoring and analysis to enable rapid response to incidents as they occur.

## KEY CUSTOMERS



## RESILINC SOLUTION MODULES



## Customer Success



“We see Resilinc as a way to move the entire industry’s collective supply chain forward. With Resilinc, Amgen is able to gain new insights into our sub-tier supply chain that we were unable to see before. And if we do see a potential issue, we have the enhanced intelligence needed to take action before it can impact the company.”

**PATRICIA TURNEY, EXECUTIVE DIRECTOR, SUPPLY CHAIN**



“What Resilinc provides is really what we need to facilitate this bottoms up approach. Their business motto is they can do it more efficiently across a number of supply chains. Being able to leverage that back and forth is of huge value to somebody like EMC.”

**STEVE CLEARY, VP PROCUREMENT AND CHIEF PROCUREMENT OFFICER**



“Any unexpected shortage of systems, components, or parts could cause us to alter production schedules or suspend production entirely, adversely affecting our financial results. The multi-tier supply chain mapping and visibility provided by Resilinc gives us valuable insights into potential vulnerabilities deep in our supply chain and enables us work with our suppliers proactively to mitigate issues.”

**WILLIAM HURLES, EXECUTIVE DIRECTOR OF GLOBAL PURCHASING & SUPPLY CHAIN**



“Sub-Zero Group finds Resilinc’s EventWatch product and service to be hugely valuable. The alerts and situation updates enable us to have our fingers on the pulse of global events. Our goal is to never be surprised and to meet each event prepared and ready to recover. Resilinc is an important partner in helping us achieve our goal without having to dedicate a team of resources to manage this activity.”

**PEGGY PETERSEN, DIRECTOR OF STRATEGIC SOURCING**



“WD has always prided itself on having a world-class supply chain and our experience with the Thailand floods highlighted the need for supply chain visibility and overall resiliency. During our evaluation of alternative solutions, Resilinc stood out from the crowd as the choice for WD. Their industry-leading solution provides the scalable and continuous visibility we need to proactively manage our global supply chain risks and potential disruptions.”

**RUBIK BABAKANIAN, CHIEF PROCUREMENT OFFICER**



“If I were to give other executives advice on [building a supply chain resilience program], I would say go and get started. This is something your customers expect. This wasn’t a requirement a decade ago, but now it’s table stakes. And, quite frankly, if you’re not doing it now, I’m going to get the parts before you will.”

**JOE CARSON, GLOBAL OPERATIONS EXECUTIVE**



“Indeed, if a manufacturing company were to ask for a vendor that covers the full spectrum [risk management; SRM; visibility, monitoring, reporting; responsiveness], the only one that we are experienced with is a small company called Resilinc – a company formed by ex-Cisco risk management practitioners.”