



Cloud Supply Chain Risk Management & Resilience Solutions for High Tech

Resilinc is the leader in cloud supply chain risk management intelligence and analytics for the high-tech industry. 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 incidents, and minimize time to recovery.

High-Tech Business Drivers and Pain Points

GLOBALIZATION CREATING SUPPLY CHAIN VISIBILITY CHALLENGES

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

INCREASING PRODUCT COMPLEXITY MAKING SUPPLIER COLLABORATION DIFFICULT

In order to drive differentiation, technology products are becoming increasingly sophisticated, integrating a variety of specialized component suppliers. This makes it challenging to collaborate with numerous ecosystem partners and share and maintain information about disruption risks, business continuity plans (BCP), capacity, etc.

LITTLE MARGIN FOR 'SUPPLY CHAIN CONTINUITY' ERRORS DUE TO SHORT MARKET WINDOWS

Shrinking market windows are squeezed on the supply side by rapid competitive response and commoditization, and challenged on the demand side by difficulty in forecasting demand and managing fast and slow moving SKUs. As a result, companies must detect and respond to disruption risks and incidents instantly to minimize time-to-recovery (TTR) and maximize the market window of opportunity.

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. Resilinc has already mapped ~90% of the global high-tech supply chain. 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).

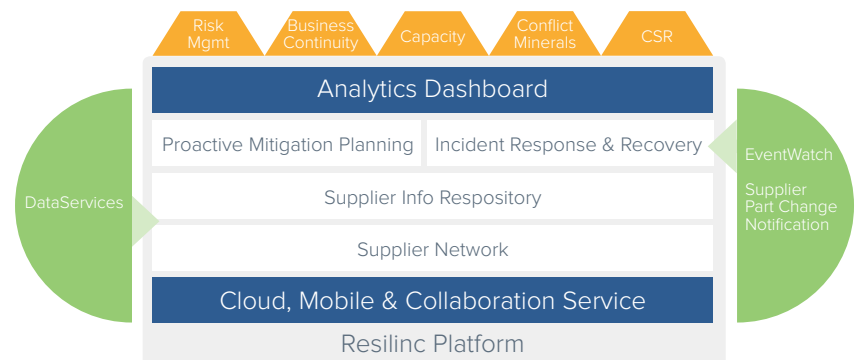
PROACTIVE RISK MITIGATION AND RAPID INCIDENT RESPONSE

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 ensure rapid response to incidents as they occur.

KEY CUSTOMERS



RESILINC SOLUTION OVERVIEW





Industry

High Tech (Routing, Switching, Network Security, Enterprise, Cloud, Cable, Government)

Supply Chain Geography

Global

Revenue

USD \$4.6 billion (2014)

Customers

Over 20,000

Employees

8,800

Resilinc Solution Modules

Risk Management

EventWatch®

Conflict Minerals Compliance

Deployment Summary

Go-Live: Spring 2013

Suppliers: 800

Sites: 3,600

Total Parts: ~75,000

Parts Tracked: ~20,000

CHALLENGE/PAIN POINTS

- Lack of visibility to an n-tier supply chain
- Inability to easily identify and assess risks such as supplier “hot spots” and single points of failure
- Inability to assess risks by part, commodity, category, BUs, location, revenue impact, and recovery time
- Inadequate processes for proactive risk mitigation and reactive automated response

SOLUTION

- Resilinc Risk Management solution module for end-to-end supply chain, supply network and supplier information repository centralization, and proactive risk mitigation analytics
- EventWatch® service for global 24X7 real-time supply chain disruption alerts and analysis
- Conflicts Minerals Compliance module for facilitated data gathering and reporting
- Supplier BCP module for cost-effective and repeatable assessment of supplier business continuity risk and recovery capabilities at the part level
- Supplier PCN module to streamline and automate supplier part change notification processing

KEY DIFFERENTIATORS

- Resilinc provides the world’s largest repository of high-tech supplier and part intelligence leveraging the power of its “LinkedIn” supplier community.
- Resilinc is the only solution that tracks and quantifies risk at the company, site, part, and value-at-risk levels.
- Resilinc is the only solution that personalizes event impact analysis by automatically connecting incidents with a company’s supply chain map so they don’t have to.
- Resilinc delivers the fastest time-to-value with the lowest resource impact.

BENEFITS/RESULTS & NEXT STEPS

- 500+ suppliers mapped in system within 6 months of go live
- Juniper experienced no adverse impact to revenue, component pricing or resources from the SK Hynix factory fire.
- “If I were offer advice to supply chain executives, I would say get started today.” – *Global Operations Executive*

“If we don’t get started now, our competitors are going to get the part before we do.”

JOE CARSON, GLOBAL OPERATIONS EXCELLENCE EXECUTIVE (2012)