

PRODUCT LAUNCH

Predictive^{AI} PO On-Time Delivery (OTD)

Speakers:

Sumit Vakil, CPO and co-founder

Sandeep Ramachandran, Director of Product Management

Agenda

Predictive Analytics + Supply Chain

- Why predictive technology is the next big leap in SCRM
- Adoption of predictive analytics and automation in SCM

Overview: Predictive PO On-Time Delivery Solution

- How it works
- Product capabilities
- ROI

Q&A

Speakers



Sumit Vakil | CPO + co-founder



Sandeep Ramachandran | Dir. of Product

Supply Chain Resiliency: Trends & Sentiments

Source: *Future of Supply Chain: Crisis Shapes the Profession*, Gartner, December 2020

87%

Of companies
are currently
***investing in
RESILIENCE***

89%

are **investing
now in
AGILITY**

Top success factors for Resilient Supply Chains are:

- Order Fulfillment Cycle Time largely not impacted by disruptions
- Perfect Order Fulfillment Metric largely not impacted by disruptions
- Multi-tier Supply Chain Visibility

Supply Chain Resiliency: Trends & Sentiments

Source: *Future of Supply Chain: Crisis Shapes the Profession*, Gartner, December 2020



Digital
Transformation

58% of
companies are
investing NOW
in Machine
Learning & Big
Data

HyperAutomation

HyperAutomation Drives Resilience

Predictive & Prescriptive
Solutions based on
**Artificial intelligence and
machine learning** will
accelerate
hyperautomation to:

- Augment human decision making
- Take over mundane tasks; freeing up humans to focus on value added tasks
- Automatically collect 360 insights from suppliers
- Generate risk KPIs
- Determine Supplier Impact Assessments from disruptions
- Identify suppliers most likely to impact Order Fulfillment metrics
- Prescribe next steps for high-risk suppliers, disruptions, etc.

Resilinc's comprehensive approach for event response and proactive risk protection

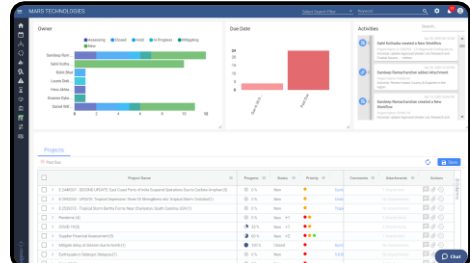
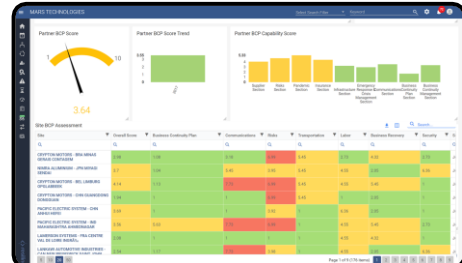
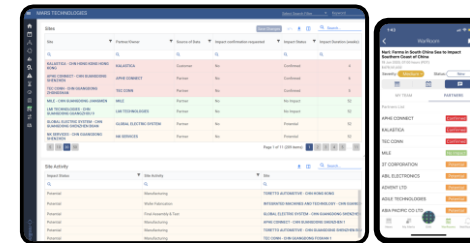
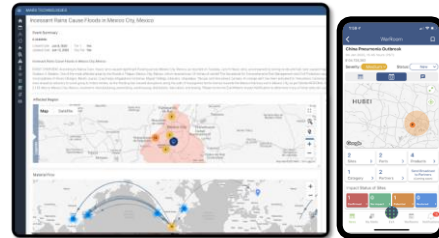
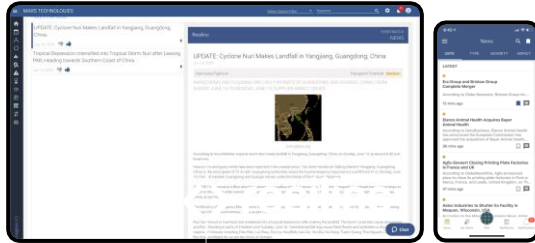
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Reactive (Event-Based) Workflow

DETECT
Disruption

ANALYZE
Impact

CONFIRM
Impact with suppliers



MAP
Parts & Sub-Tiers

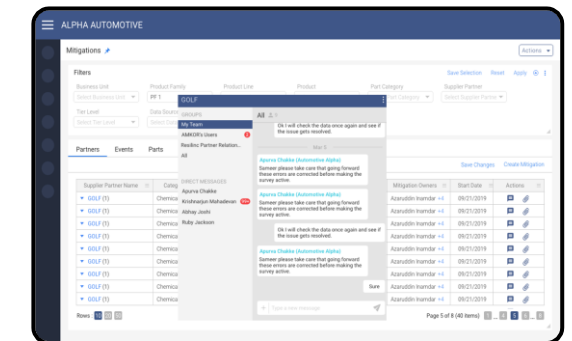
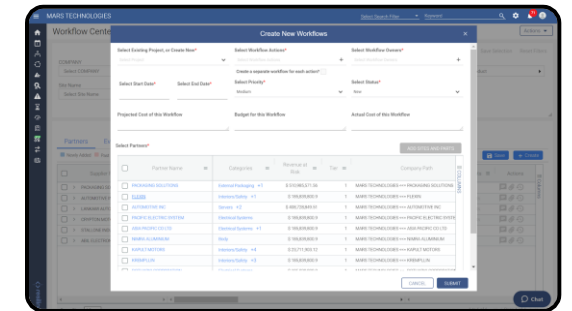
ANALYZE
Exposure & Failure Points

PRIORITIZE
Scorecard and Benchmark

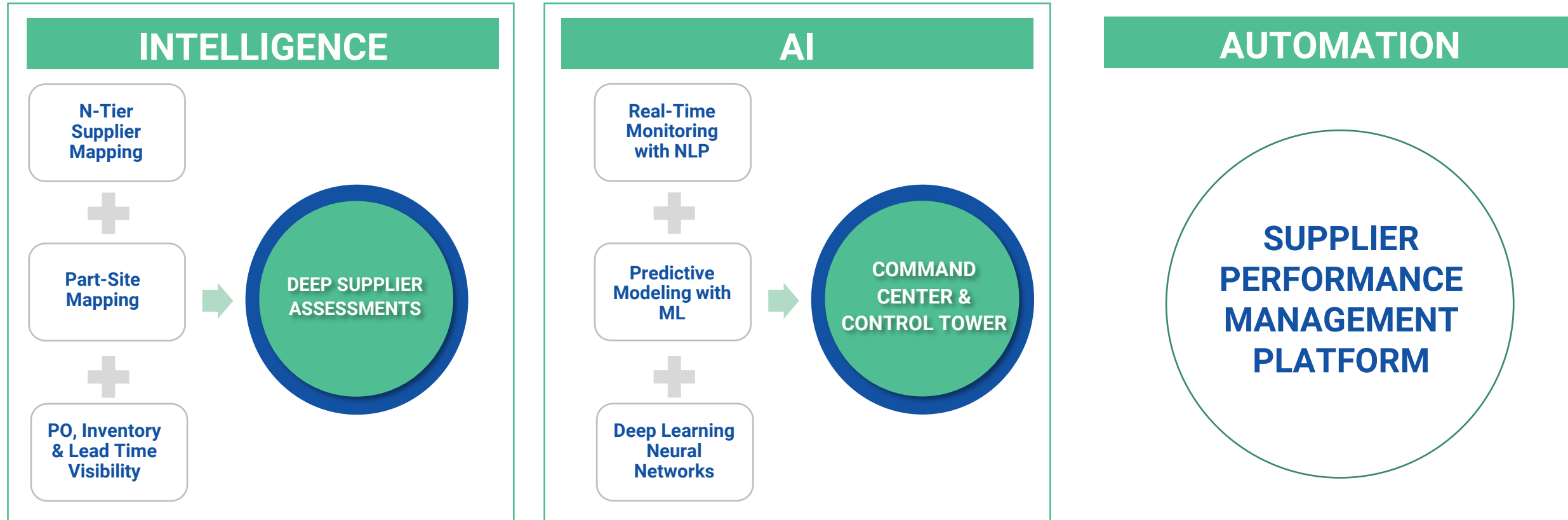
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Proactive Workflow

PROTECT, ACT
Playbooks, Workflows, Collaboration

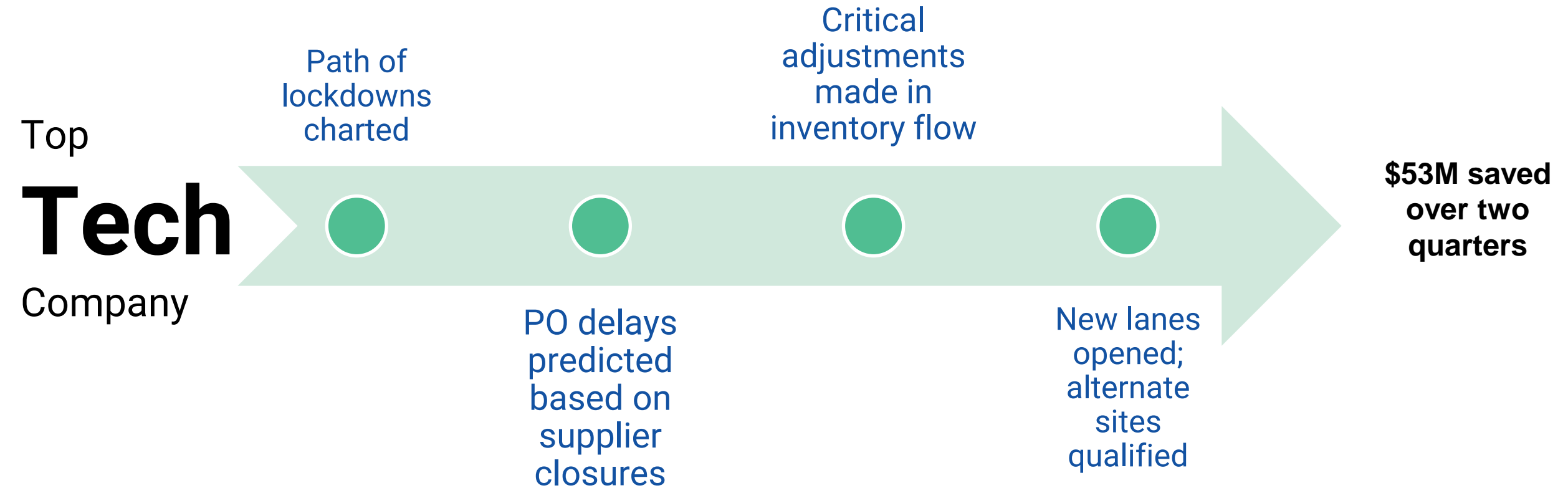


Our Product : Data ► Prediction ► Action



Application on Web, Mobile, API, On Premise, Private Cloud
Services: Technical and Advisory Consulting and Business process outsourcing

Predictive Success Story: COVID-19

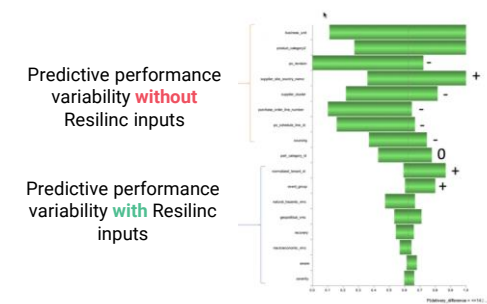


Predictive^{AI} PO On-Time Delivery



Importance of On Time Delivery and its Effects

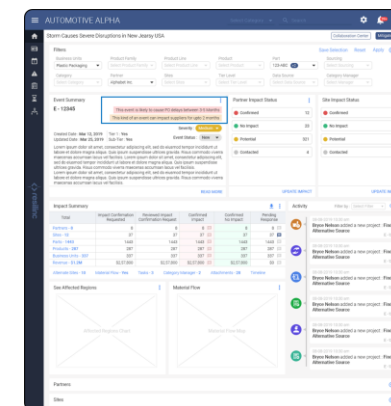
- It is important to have an effective Order Fulfillment Cycle Time and Perfect Order Fulfillment metrics
- Delays could result in inefficient business operations and increased costs from
 - Increased overhead expenditure: time spent on analyzing impact and re-ordering - processing, invoicing, accounts payable, receiving.
 - Expedited Shipping
 - Raw Material Shortage or Allocation or in some cases could lead to Excess On-hand Inventory
 - Opportunity Cost: Lost Sales and impact to Customer satisfaction



Autonomous Inferencing Compounded Multiple Events Sub-Tier & Site → Site effects

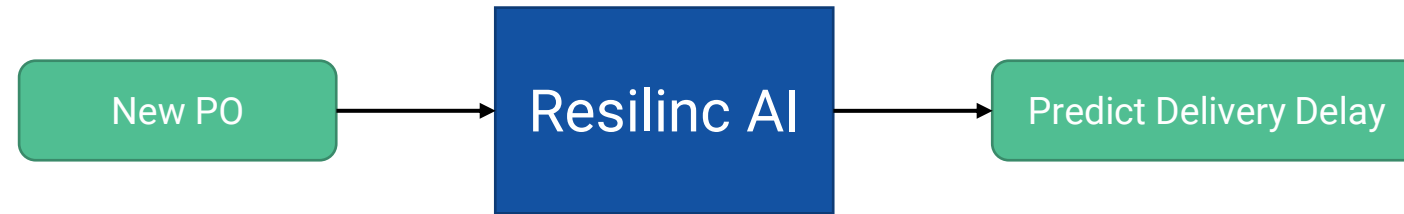
Which POs at risk + How delayed + Confidence Level

The screenshot displays the Alpha Automotive website. The top navigation bar includes a hamburger menu icon and the text "ALPHA AUTOMOTIVE". Below the navigation bar, a banner area features a headline "Workers at its Plant in Aguascalientes, Mexico" and a sub-headline "Honeywell to Close Facility in Coon Rapids, Minnesota, USA". A sidebar on the right contains a section titled "EVA Recommendations" with a warning icon and text about "Event Impact PO Delay". The main content area shows a map titled "Global Sites and Event Hotspots in Last 1 Year" with a "Map" tab selected. A sidebar on the left displays "Events with Impact Potential in the last 7 days" and a "Assess your impact to these Events" section. The bottom of the page features a "Coronavirus (COVID-19) Bulletin News" section.

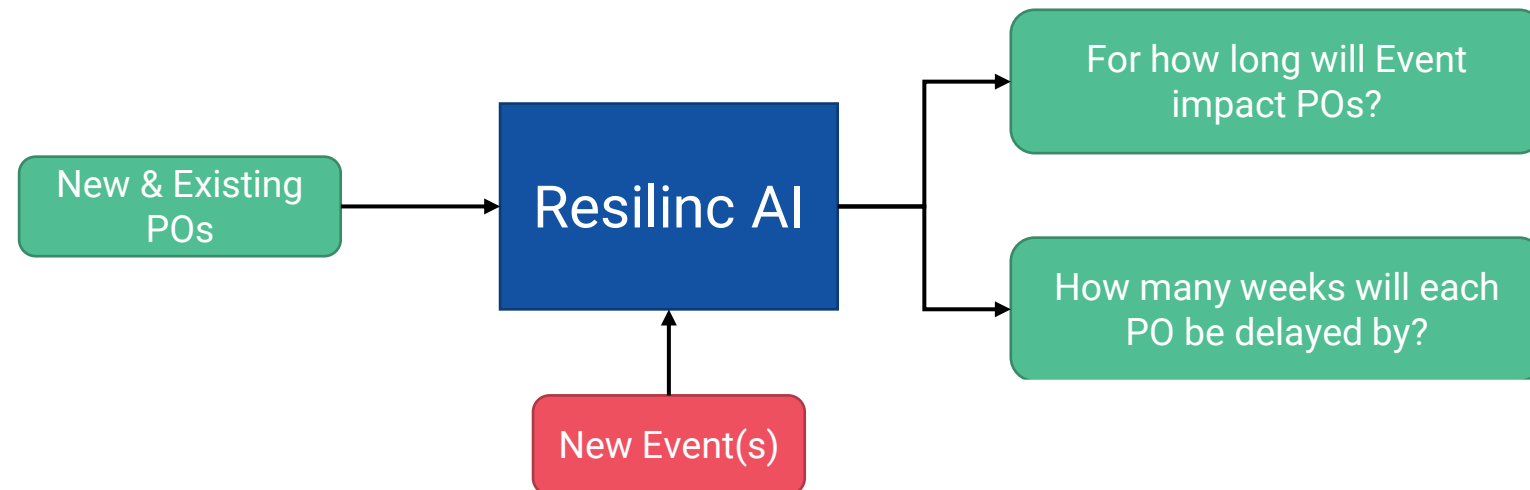
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AI Predicts Delays in Purchase Orders Delivery Performance

Normal Course of Operations



Event Induced Disruption



- Event: Typhoon Hagupit in China
- 47 Suppliers | 436 Sites

Such event types could impact suppliers for up to 2 months

Automated Supplier
Impact Confirmation
Outreach

Supplier and Category Level Purchase Order Delay Prediction

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A: PO Delays for Suppliers:

- 70% impacted and have less than 2 weeks of delay
- 20% with no delays
- 10% impacted and have delays > 7 weeks

B: View which parts are single or multi sourced, the site recovery time and whether the sites have alternate locations to switch the site source.

The screenshot displays the Resilinc GTC Technologies dashboard. At the top, a map shows affected regions in East Asia, with a red circle indicating a typhoon's path. Below the map, a table lists suppliers with columns for Partner owner, Impact Confirmation Requested, Partner Responded, Impact Status, Impact Duration (Weeks), Probable Weeks Delay, and Comments. A blue box highlights the 'Probable Weeks Delay' column for the 'Partners' table. Below this, another table lists parts with columns for Company Part Number, Sourcing, Partner, Probable Weeks Delay, Partner Part Number, and Name. A blue box highlights the 'Probable Weeks Delay' column for the 'Parts' table. On the right side of the dashboard, a list of suppliers is shown with their impact status and confirmed potential to no impact.

Partner owner	Impact Confirmation Requested	Partner Responded	Impact Status	Impact Duration (Weeks)	Probable Weeks Delay	Comments
CHARLIE AUTOMOBILES	Yes	Yes	Confirmed	2	1-2 weeks	
DELTA MOTORS	Yes	Yes	Potential	2	1-2 weeks	
BETA POWER	Yes	Yes	Potential	2	7-10 weeks	
GAMMA PLASTICS	Yes	Yes	Confirmed	8	7-10 weeks	
BRAVO CHEMICALS	Yes	Yes	Not Impacted	0	1-2 weeks	
OSCAR PLASTICS	Yes	Yes	Potential	2	1-2 weeks	
WYNE SEMICONDUCTORS	Yes	Yes	Potential	2	1-2 weeks	
GOLF CO LTD	Yes	Yes	Potential	2	1-2 weeks	
ALPHA PACKINGS	Yes	Yes	Potential	2	1-2 weeks	

Company Part Number	Sourcing	Partner	Probable Weeks Delay	Partner Part Number	Name
9S0SD8SB8U-256G-1122	Single Sourced	CHARLIE AUTOMOBILES	1-2 Weeks	9S0SD8SB8U-256G-1122	CHARLIE AUTOMOBILES - DHOL
55-80-00006	Multi Sourced	CHARLIE AUTOMOBILES	1-2 Weeks	NMP-55-80-00006	CHARLIE AUTOMOBILES - DHOL
2028-800018-000	Single Sourced	GAMMA PLASTICS	7-10 Weeks	2028-800018-000	GAMMA PLASTICS - PUNE - MH
PI25A01	Single Sourced	GAMMA PLASTICS	1-2 Weeks	PI25A01	GAMMA PLASTICS - PUNE - MH
54-56-01724	Multi Sourced	WYNE SEMICONDUCTORS	1-2 Weeks	54-56-01724	WYNE SEMICONDUCTORS - PUN
2-1926739-5	Single Sourced	WYNE SEMICONDUCTORS	1-2 Weeks	2-1926739-5	WYNE SEMICONDUCTORS - PUN
A03407A	Single Sourced	GOLF CO LTD	1-2 Weeks	A03407A	GOLF CO LTD - AUNDH - PUNE - MH
C-54-56-01751-S	Single Sourced	GOLF CO LTD	1-2 Weeks	C-54-56-01751-S	GOLF CO LTD - AUNDH - PUNE - MH
2025-771042-000,3-000,1	Multi Sourced	GOLF CO LTD	7-10 Weeks	S13456DDV-T1-GE3	GOLF CO LTD - AUNDH - PUNE - MH

GTC is a global semiconductor company

- Event: Typhoon Hagupit in China
- 47 Suppliers | 436 Sites

Supplier level OTD PO Impact

Category level OTD PO Impact

Detailed Information on Purchase Orders

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- Detailed information about the PO's and the materials sourced from the event region
- User can provide additional inputs to the system improving the prediction accuracy
- Activate your mitigation playbooks

GTC TECHNOLOGIES

All POs

Partners

Activate Playbook Collaborate

<input type="checkbox"/>	Supplier Name	PO #	Category	Impact Status	PO Approval Date	Promised Arrival Date	Days till Promis...	Probable Weeks Delay	Agree/Disagree	Delay Estim...	Reason Group	Comments
<input type="checkbox"/>	CHARLIE AUT...	CN5000-P0057	ELECTRONI...	Cofirmed	7/24/2020	8/11/2020	5	1-2 weeks		2 weeks	Natural Diasaster	Check alternate site
<input type="checkbox"/>		CN5000-P0058	ELECTRONI...	Cofirmed	7/28/2020	8/15/2020	9	1-2 weeks		2 weeks	Natural Diasaster	
<input type="checkbox"/>		CN5000-P0098	ELECTRONI...	Cofirmed	7/25/2020	8/12/2020	6	1-2 weeks		2 weeks	Natural Diasaster	
<input type="checkbox"/>		CN5000-P0100	ELECTRONI...	Cofirmed	7/24/2020	8/16/2020	10	1-2 weeks		2 weeks	Natural Diasaster	
<input type="checkbox"/>		CN5000-P0082	ELECTRONI...	Cofirmed	7/26/2020	8/14/2020	8	1-2 weeks		2 weeks	Natural Diasaster	
<input type="checkbox"/>		CN5000-P0083	ELECTRONI...	Cofirmed	7/28/2020	8/12/2020	6	1-2 weeks		2 weeks	Natural Diasaster	Check alternate site
<input type="checkbox"/>	GAMMA PLAS...	CN5000-P0080	MEMORY	Cofirmed	7/25/2020	8/11/2020	5	7-10 weeks		12 weeks	Natural Diasaster	Check alternate site
<input type="checkbox"/>		CN5000-P0088	MEMORY	Cofirmed	7/27/2020	8/13/2020	10	7-10 weeks		12 weeks	Natural Diasaster	Check alternate site
<input type="checkbox"/>		CN5000-P0081	MEMORY	Cofirmed	7/24/2020	8/15/2020	9	7-10 weeks		12 weeks	Natural Diasaster	Check alternate site
<input type="checkbox"/>	BETA POWER	CN5000-P0087	ELECTRICAL	Potential	7/28/2020	8/16/2020	10	7-10 weeks			Natural Diasaster	Check alternate sourc
<input type="checkbox"/>	OSCAR PLAST...	CN5000-P0092	ELECTRICAL	Potential	7/25/2020	8/14/2020	8	7-10 weeks			Natural Diasaster	Check alternate sourc

5 10 20 50

Page 1 of 3 (47 items) 1 2 3

Activate Mitigation Playbook & Collaborate with Internal teams and Suppliers

Increased accuracy through user feedback

Detailed PO List, Supplier Impact Confirmation & Predicted Delay

Integrated with Mitigation Playbooks and Collaboration Center

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- Assign tasks to your team members, set due date and priority
- Monitor the progress of the tasks and review actions taken
- Have contextual collaboration with your internal and external teams

GTC TECHNOLOGIES

Analytics

Create New Workflows

Select Existing Project, or Create New*
Typhoon Hagupit Makes Landfall in Wenzhou, Zhejiang, China

Select Workflow Actions*
OTD PO Impact Playbook x

Select Workflow Owners*
Jon Bovik x Graeme Dykes x

Select Start Date*
Select End Date*

Select Priority*
High

Select Status*
New

Projected Cost of this Workflow
Budget for this Workflow
Actual Cost of this Workflow

Create one workflow for all selected items? ☒

Selected Event: E-3178790 - SECOND UPDATE: Typhoon Hagupit Makes Landfall in Wenzhou, Zhejiang, China

Partners Sites Parts

Partner Name	Categories	Revenue at Risk	Tier	Impact Status	Down Time	Resiliency Risk
KALASTICA	Semiconductors/IC +11	\$ 194,359,166.69	1	Potential	31 weeks	4.65
MYUNG KOREA	Semiconductors/IC +11	\$ 194,359,166.69	1	Potential	32 weeks	4.6
LOKA	Semiconductors/IC +10	\$ 194,359,166.69	1	Potential	25 weeks	4.13
VEEJAY	Semiconductors/IC +10	\$ 194,359,166.69	1	Potential	28 weeks	4.91
ABIL ELECTRONICS	Semiconductors/IC +9	\$ 220,637,323.65	1	Potential	32 weeks	4
TEC CONN	Semiconductors/IC +9	\$ 224,762,262.77	1	Potential	31 weeks	5.94
YAMANASHI TECH	Semiconductors/IC +9	\$ 194,359,166.69	1	Potential	26 weeks	4.58
APHE CONNECT	Semiconductors/IC +8	\$ 194,359,166.69	1	Potential	33 weeks	4.64
DRUMPF CORP	Semiconductors/IC +8	\$ 194,359,166.69	1	Potential	30 weeks	5.44
KITE PHOTONICS	Semiconductors/IC +8	\$ 194,359,166.69	1	Potential	28 weeks	4.72

Approaching Typhoon Hagpit Triggers Blue Alert in China

search

My Team 39

GROUPS

My Team

BOROMAD TECHNOLOGIES

LOKMTA

MOJO LINK

VEEJAYLA

YAMANSHI TECHNO

John Matt Aug 5 09:22 am
What is the impact to Gamma Plastics?

Katie Mer Aug 5 09:28 am
We are doing the inventory assessment. Will keep you posted

Type a new message

Collaborate with Internal teams or Suppliers

Initiate Playbooks, Assign Owners, Track Progress to Close Gaps

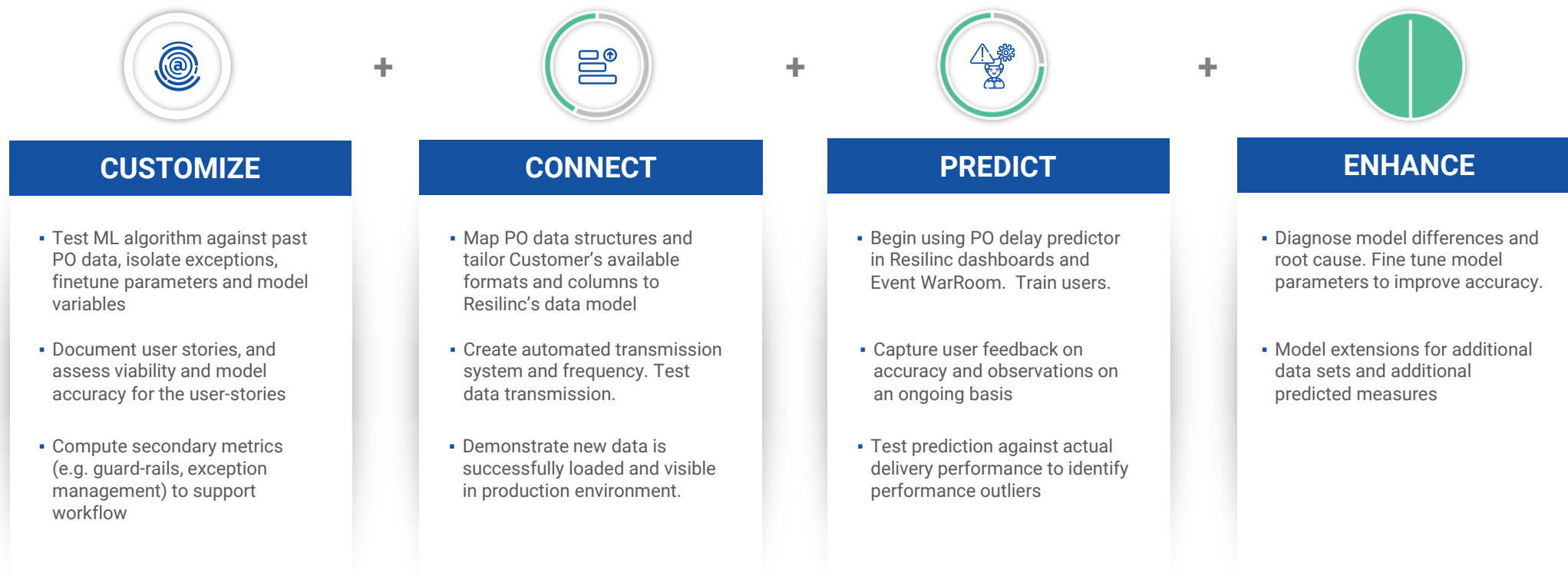
Continuous ROI from predictive supplier delivery performance

Predict supplier PO delivery performance ROI in less than 6 months of Go Live

- **Right size inventory** levels for optimized cash and working capital
- **Improve Lead Time accuracy** to reduce shortages and excess
- **Accurate planning** and customer ATP
- **Reduce ongoing shortages** due to last minute PO delivery delays
- **Reduce PO expedite** fees

Resilinc's Predictive On-Time Delivery Solution

How to get started...



Q&A