



Resilinc's Approach and Solution for the DOD



AGENDA

01

Introductions

02

Resilinc Approach

03

Solution Overview

- Multi-Tier Validated Mapping
- Assessment of prospective suppliers
- Real time Event Monitoring of a validated N-Tier supply chain.

04

Next Steps

Introductions



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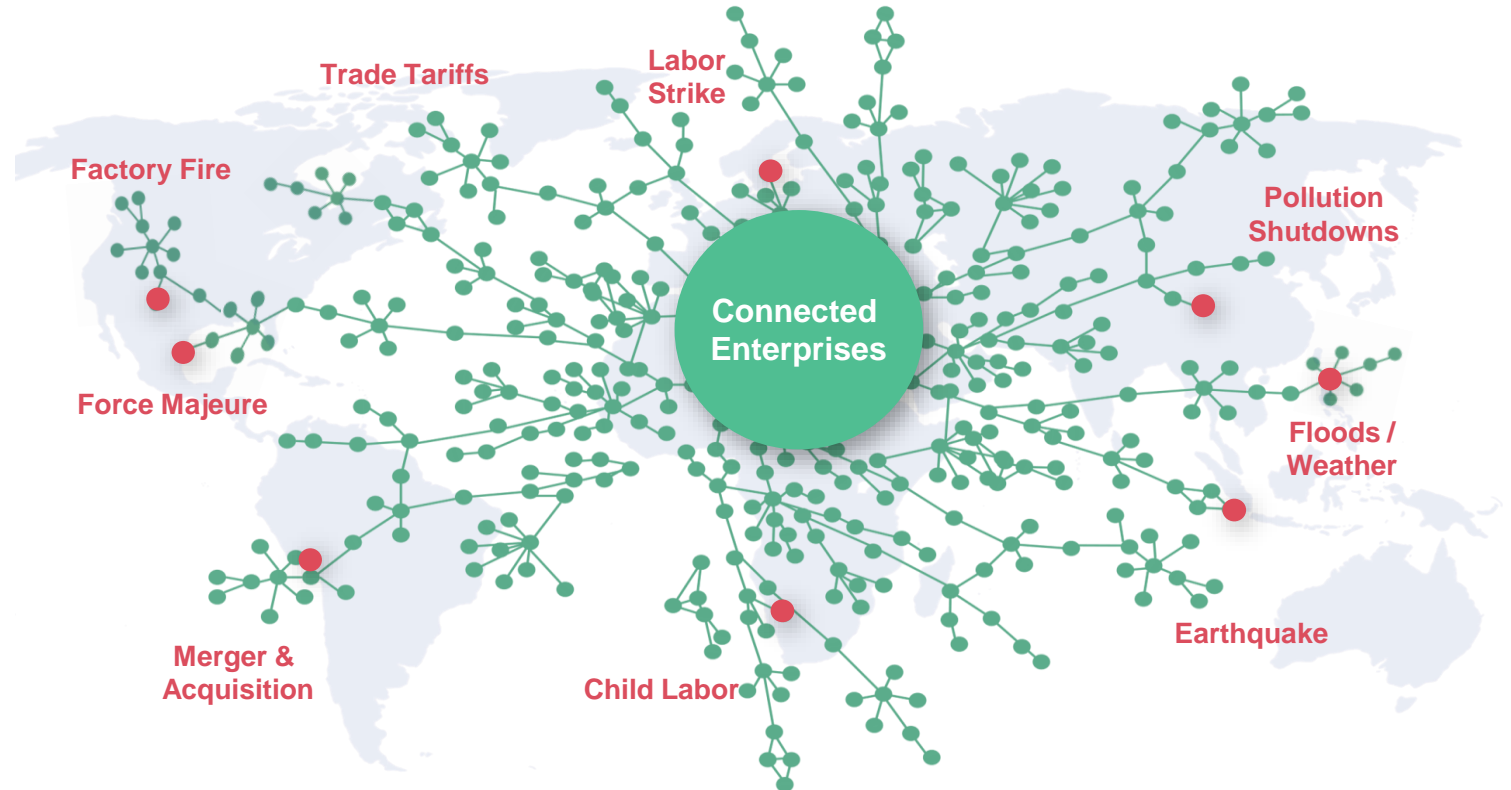
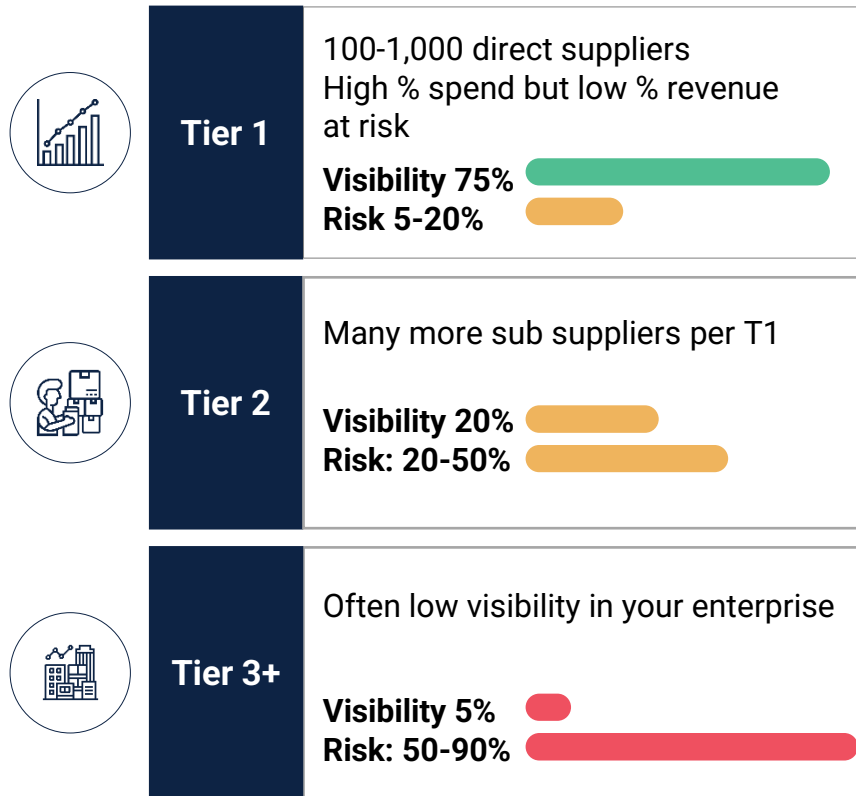
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Lack of Supply Chain Visibility Costs Time/Money – This Is What Resilinc Fixes

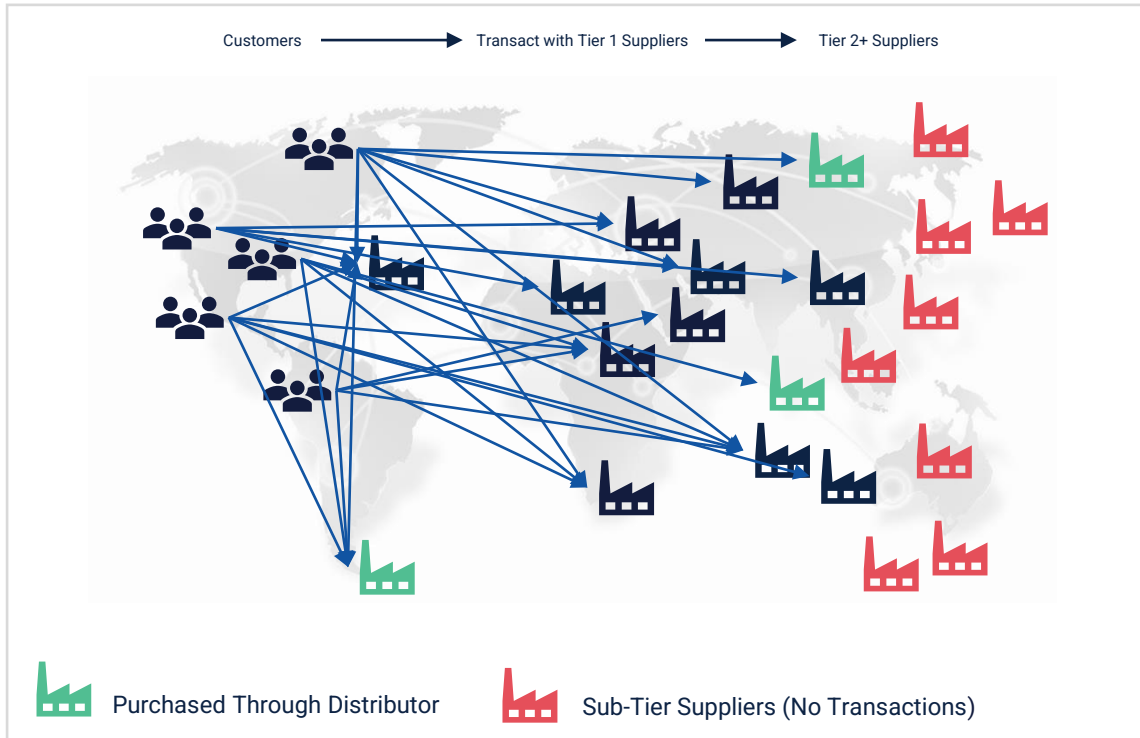
Many failure points and disruptions affect the entire supply chain network



Global Supply Chain Risk increased 87% in 2021 → Enterprises can't afford to stay reactive

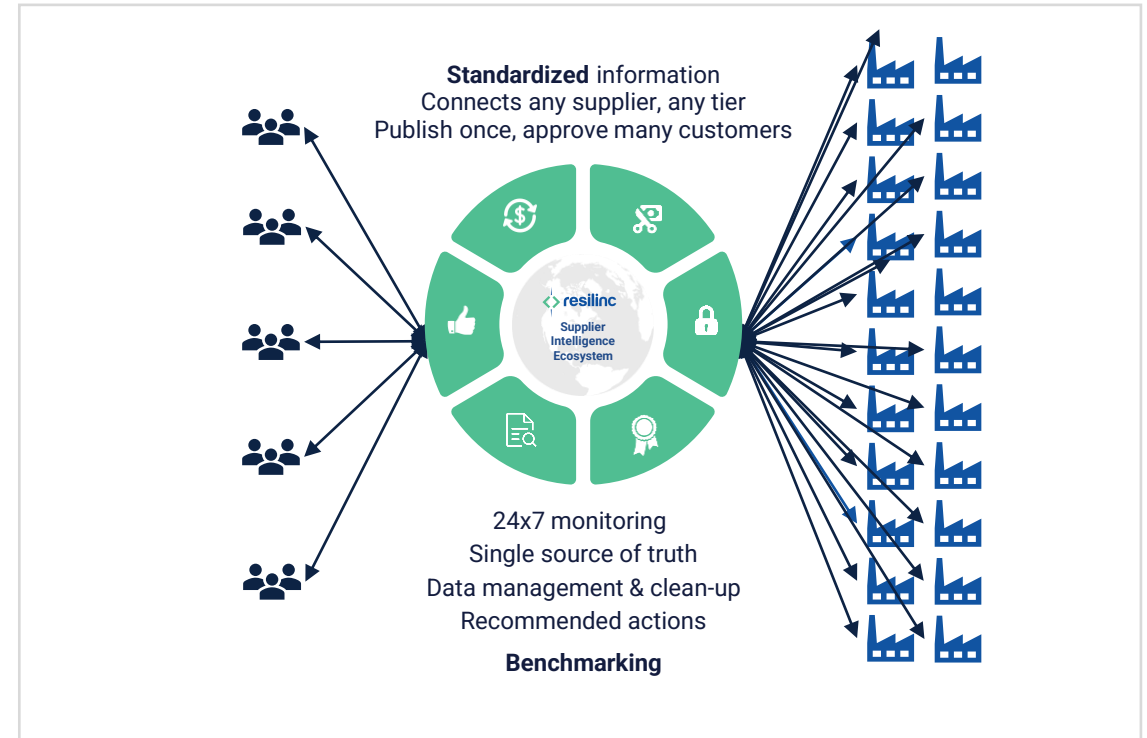
A **2021 McKinsey survey** revealed that only 2% of companies had some visibility beyond the second tier of their supply chains.

Traditional Transactional Systems



Inefficient, Incomplete, Reactive, Vulnerable

Resilinc Supplier Ecosystem



Real-time, Automated, Agile, Resilient

Unique “LinkedIn for Supply Chain” Platform Architecture

Largest Repository of Supply Chain Mapping Intelligence and Data

50M+ Sources | 500K+ Suppliers
4M+ Parts Mapped to 850K+ Sites
Millions of sub-tier connections

Leading Companies Choose Resilinc

LIFE SCIENCES



TECHNOLOGY



AUTO & INDUSTRIAL



GOVERNMENT & DEFENSE



Customer Satisfaction



Supplier Risk



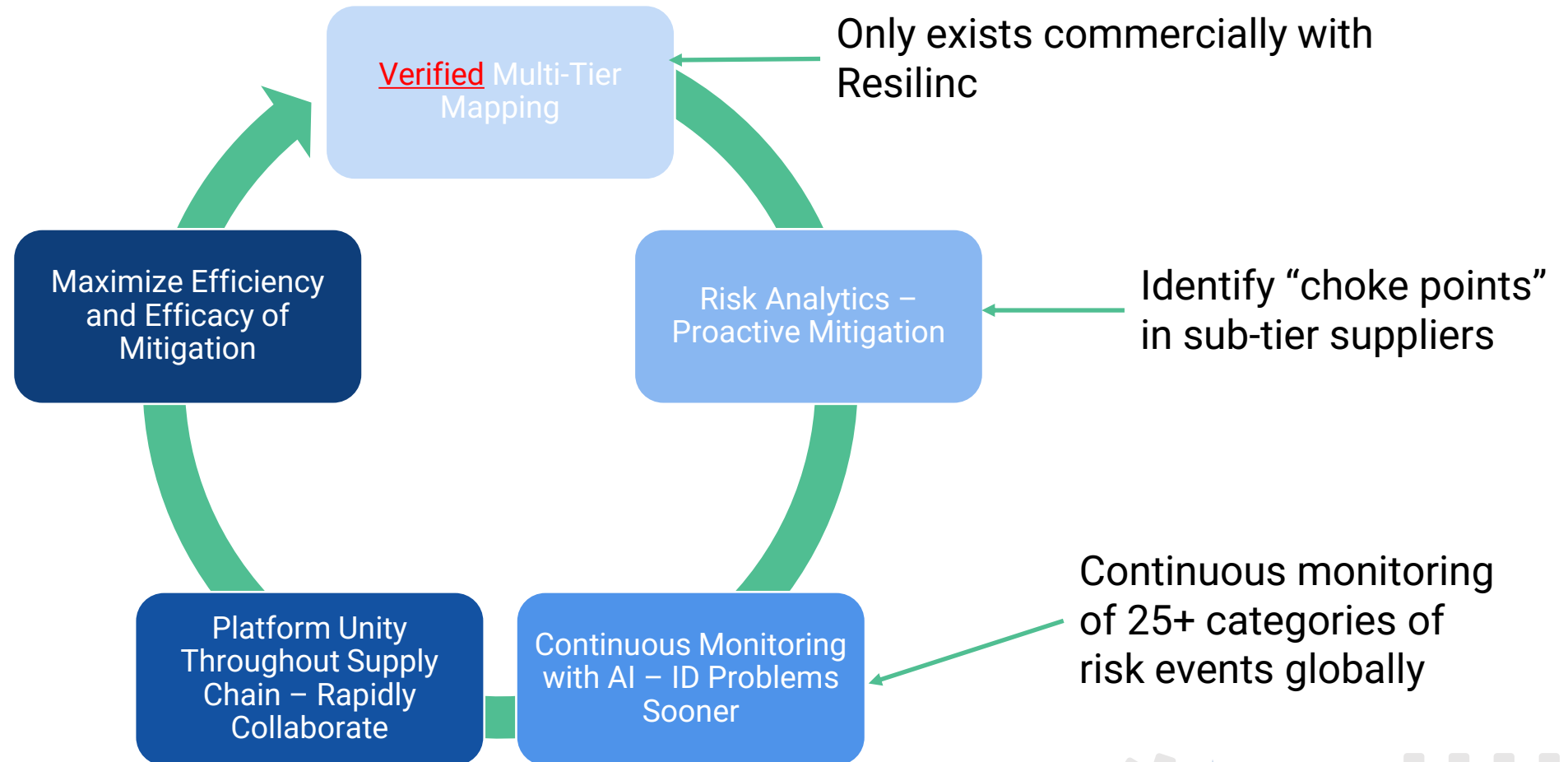
Sustainability and ESG Screening



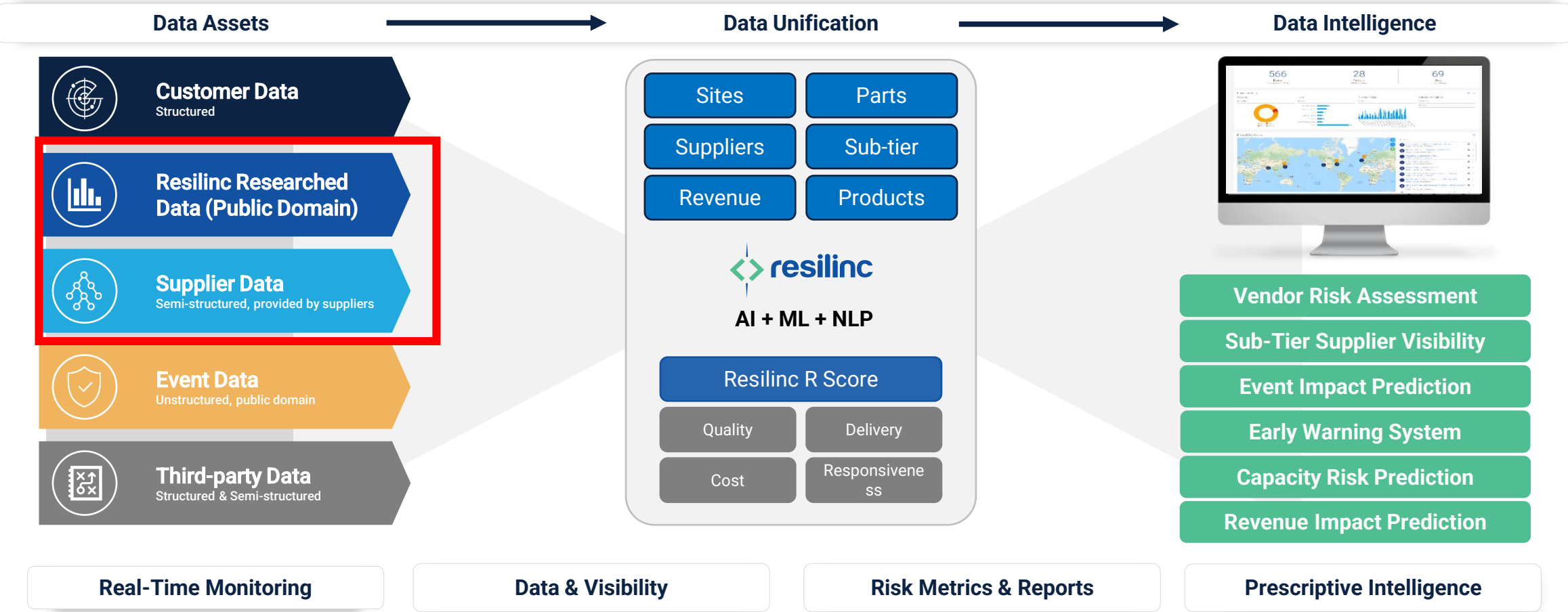
Supply Continuity

Actionable SCRM Data and Processes

Resilinc enables and shortens the supply chain risk kill chain



Resilinc brings data together and creates powerful, actionable insights with AI



Solution Demonstration

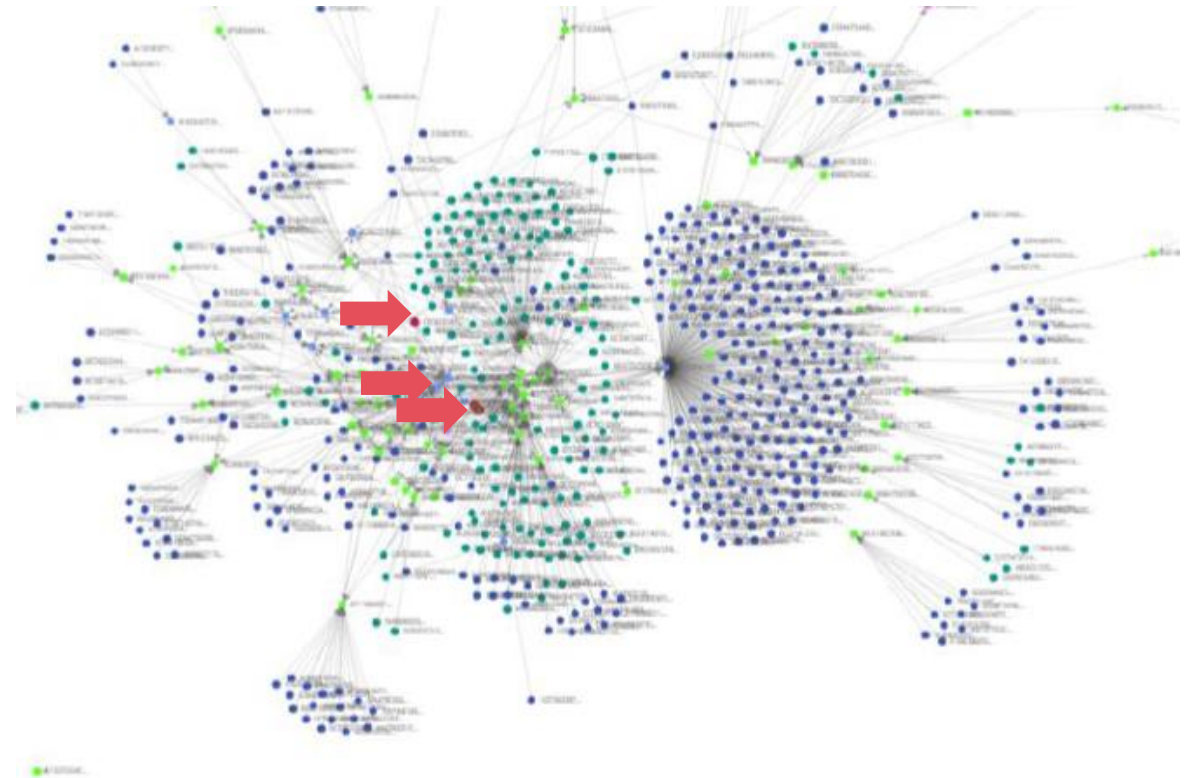
Multi-Tier Mapping

Powerful Network Visualizations to Spot Sub-Tier Failure Points

- A Tier 1 is also a Tier 2 and/or 3: e.g. 3M, DuPont, BASF, Thermo Fisher, Dow Corning etc.
- Multiple Tier 1s all dependent on a single Tier 2: e.g. Semi-conductor subcontractors in High Tech industry.

The Diamond Shaped Supply Chain: Single Sub-Tier Source: e.g.: Xirallic Paint Pigment issue for Auto, Baxter Plastic Bags for storing Medicines, Blood etc.

Red Circles Indicate Sub-Tier Supplier Used by 10+ Tier 1s



Detailed Supplier Sub-Tier Relationships

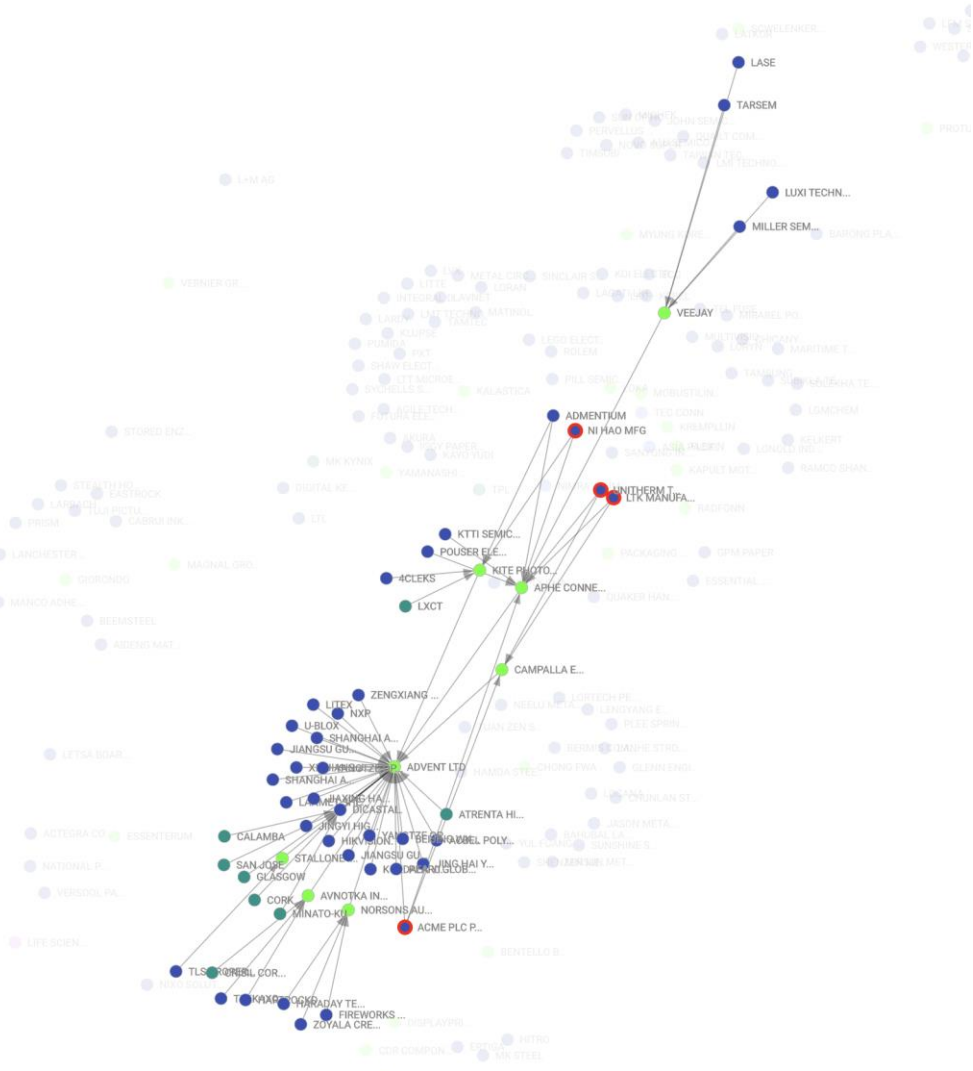
Verified Multi-Tier Mapping

Risk Analytics – Proactive Mitigation

Partner Type

- Contract Manufacturers
- Direct Component Suppliers
- Sub-Contractor Partners
- Sub-Contractor Partners (High Level of Aggregation)
- Sub-Tier Partners
- Sub-Tier Partners (High Level of Aggregation)
- Others

Legends



Detailed Supplier Sub-Tier Relationships

Verified Multi-Tier Mapping

Risk Analytics –

- Partner Type
- Contract Manufacturers
 - Direct Component Suppliers

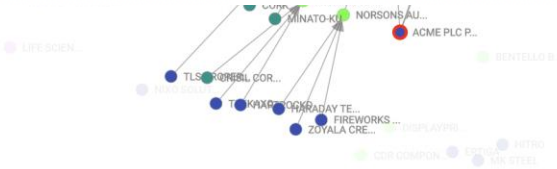
Hierarchical Multi-Tier Table

View Tier-1View All TiersDownload As CSV

Multi-Tier Hierarchy	Overall Resiliency Risk	Sub-tier Partners	Higher-tier Partners	Sites	Open Warrooms	Event Response Rate	Open Workflows	Company Type
ADVENT LTD (34)	3.51	29	0	40	227	98.24 %	0	Component Supplier
APHE CONNECT	4.08	8	1	92	451	99.11 %	5	Component Supplier
STALLONE INDUSTR...	4.07	1	1	7	57	100 %	1	Component Supplier
ACME PLC PUNE	5.08	0	10	0	0	0 %	0	
JINGYI HIGH PRECIS...	5.08	0	1	0	0	0 %	0	
HIKVISION.	4.32	0	1	4	18	100 %	0	
JIAXING HAISHI JIA...	4.89	0	1	2	13	100 %	0	
JING HAI YANG SEM...	5.08	0	1	0	0	0 %	0	
KOKDALA YINHAO C...	4.68	0	1	2	7	100 %	0	
ZENGXIANG TEXTIL...	4.49	0	1	2	7	100 %	0	
XINJIANG JOINWOR...	4.7	0	1	2	9	100 %	0	Component Supplier

Page Size: 501 to 30 of 30Page 1 of 1

Legends



Dependency by Country

Verified Multi-Tier
Mapping

Risk Analytics –
Proactive Mitigation

Countries

Home Suppliers Categories WarRooms Russia-Ukraine More



Total Countries - 114

Name	Resiliency Risk	Sites	Suppliers	Parts	Partner Parts	Open WarRo...	Supplier Type	Data Source	Sourcing
United States of America	3.39	5,766	1,053	2,085	2,244	269	3PL/LC +5 More	Customer +2 More	Multi Sourced +2 More
China	4.29	1,723	672	555	638	139	3PL/LC +4 More	Customer +2 More	Multi Sourced +2 More
Germany	3.26	1,136	421	335	338	119	3PL/LC +4 More	Customer +2 More	Multi Sourced +2 More
United Kingdom of Great Britain and Northern Ireland	2.95	584	315	264	271	96	Component Suppli	Customer +2 More	Multi Sourced +2 More
Japan	4.24	873	312	259	260	108	3PL/LC +3 More	Customer +2 More	Multi Sourced +2 More
India	4.45	617	312	243	229	91	Component Suppli	Customer +2 More	Multi Sourced +2 More
France	3.56	593	264	204	204	67	3PL/LC +4 More	Customer +2 More	Multi Sourced +2 More
Mexico	4.56	556	254	212	218	71	Component Suppli	Customer +2 More	Multi Sourced +2 More
Canada	3.48	511	247	294	295	101	3PL/LC +2 More	Customer +2 More	Multi Sourced +2 More
Taiwan	4.24	515	245	124	138	33	Component Suppli	Customer +2 More	Multi Sourced +2 More
Singapore	4.3	304	235	121	121	71	3PL/LC +3 More	Customer +2 More	Multi Sourced +2 More
Korea (Republic of)	3.81	392	191	120	123	63	3PL/LC +3 More	Customer +2 More	Multi Sourced +2 More
Italy	4.24	305	189	123	123	63	3PL/LC +1 More	Customer +2 More	Multi Sourced +2 More
Malaysia	4.04	292	185	125	130	42	Component Suppli	Customer +2 More	Multi Sourced +2 More
Brazil	3.63	355	183	121	125	60	Component Suppli	Customer +2 More	Multi Sourced +2 More
Netherlands	3.04	250	171	203	203	64	Component Suppli	Customer +2 More	Multi Sourced +2 More
Thailand	4.66	226	162	169	177	40	Component Suppli	Customer +2 More	Multi Sourced +2 More
Spain	3.68	223	152	111	111	56	Component Suppli	Customer +2 More	Multi Sourced +2 More
Belgium	3.65	194	142	159	160	42	Component Suppli	Customer +2 More	Multi Sourced +2 More
Australia	2.93	254	138	81	86	79	Component Suppli	Customer +2 More	Multi Sourced +2 More
Switzerland	3.2	187	116	101	100	48	Component Suppli	Customer +2 More	Multi Sourced +2 More
Poland	3.5	157	105	105	105	28	Component Suppli	Customer +2 More	Multi Sourced +2 More
Ireland	3.56	133	99	106	106	60	Component Suppli	Customer +2 More	Multi Sourced +2 More

Configure Your Country Preferences

Configure Your Country Preferences

China

WarRooms

Open details

139 Open 3 Last 7 days 2 Confirmed 0 No Response

Open WarRooms

Event Title	Event Date
Zimmer Biomet Appoints New CEO	23 Aug 2023
MDR: Boston Scientific Corpor...	23 Aug 2023
Siemens to Acquire Heliox	22 Aug 2023
Health Canada Issues Recall f...	18 Aug 2023
Western Digital Faces Legal A...	17 Aug 2023

Risk Scores

Open details

Resiliency Risk



Top 5 Risk Factors

Risk Factor	Risk
Natural Disaster	6.45
Resilinc DVI Geopolitical Risk	6.08
Recovery	8.71
Sourcing	7.95
Geopolitical	6

View More

China

Parts

Open details

555 Mapped Customer Parts 638 Mapped Partner Parts

Part Sourcing
312 Single Sourced 169 Multi Sourced 74 Sole Sourced

Part Categories

Passives	105
Interiors/Safety	54
Electrical Systems	52
Body	50
Cable Assembly	25

Sites

Open details

2K Total Sites 14 Activities

Sub-tier

Open details

553 Suppliers 0 Parts 2K Sites

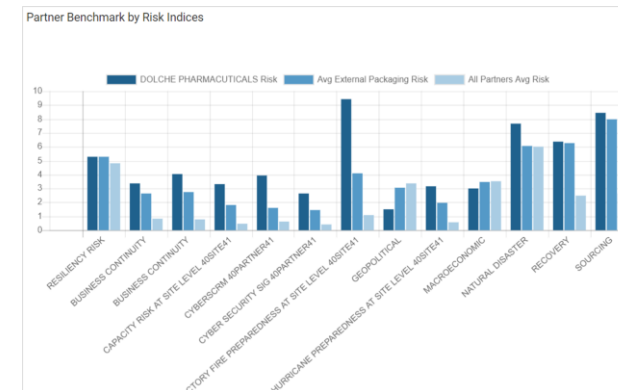
Solution Demonstration

Quantifying Risk Exposure

“

Peter Drucker

Load your own Supplier KPIs and Risk Scores:
Cost, Quality, On Time Delivery, Cost to Replace, Ease of Doing Business, Technology Prowess, etc.



Configure your Risk Scoring Methodology

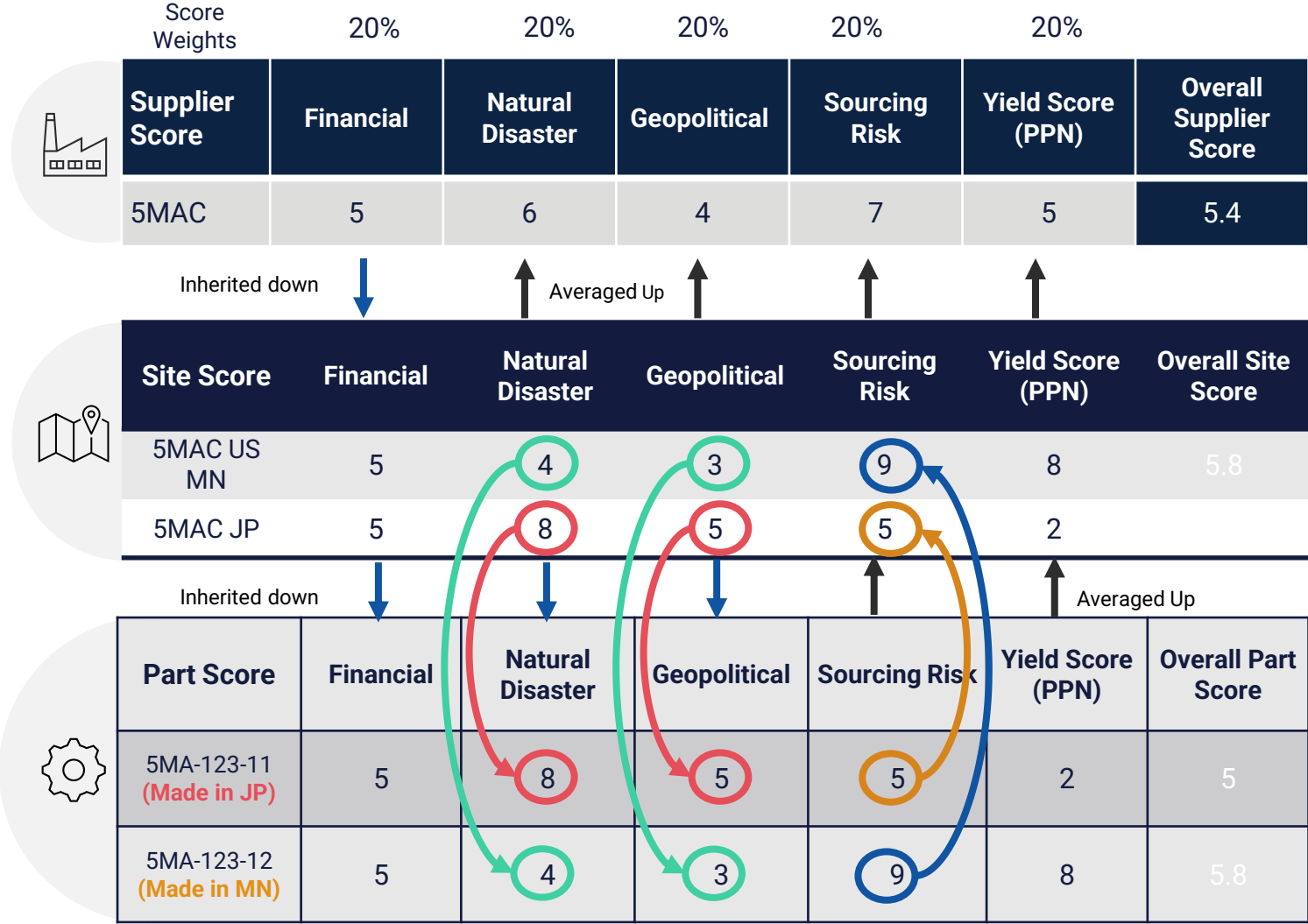
			Resilinc's Partners
 Location/ Site Indices	Natural Disaster	Available for free for every site in the system	 150+ Location Risk Indices available via optional subscription through Resilinc's API
	Geopolitical		
	Macroeconomic		
	Recovery Time	Assessed based on Supplier provided assessments and mapping information	
	Site Business Continuity		
	Sustainability		
	Customize / Load your own (OTD, Lead Time, Cost etc.)		
 Supplier Indices	Financial Health		  dun&bradstreet
	Supplier Business Continuity	Assessed based on Supplier provided assessments and mapping information	 
	Cybersecurity		
	Quality		
	Customized Assessments		
	R Scores by Resilinc Transparency Score, Network Score, Business Continuity Score, Performance Rating, SCRM Maturity Scores	Available for purchase Over 90,000 Companies rated	
	Corporate Social Responsibility Environmental and Social Governance (ESG)		
 Part Indices	Single/Sole/Multisource	Calculated by Resilinc based on Customer's AVL	
	Dual/Alternate Site Availability	Based on Supplier's Part-Site Mapping	

Select Scores to measure
Identify Source (Resilinc or Third Party)
Set Weights
Begin Tracking and Benchmarking



PLUS
Load your own Supplier KPIs and Risk Scores:
Cost, Quality, On Time Delivery, Cost to Replace,
Ease of Doing Business, Technology Prowess, etc.

Resilinc's Scalable and Patented Risk Score Methodology



Score data can be provided at:	Partner level score calculated	Site level score calculated	CPN Part score calculated	PPN score calculated
Partner Level score data provided	As is...	Inherited from Partner or Subcon	Av/Max (use Global Setting) of all Partners/sub-cons for a CPN	Inherited from Partner/sub-cons
Site level score data provided	Av/Max (use Global Setting) of all Partners / subcons	As is...	Av/Max (use Global Setting) of all Sites associated with CPN	Av/Max (use Global Setting) of all Sites associated with PPN
CPN Level score data provided	Av/Max (use Global Setting) of all CPNs sourced from Partner	Average/Max (use Global Setting) of all CPNs associated with site	As is...	Av/Max (use Global Setting) of all CPNs associated with PPN
PPN Level score data provided	Av/Max (use Global Setting) of all PPNs sourced from Partner	Average/Max (use Global Setting) of all PPNs associated with site	Av/Max (use Global Setting) of all PPNs associated with this CPN	As is...

Resilinc Supplier Assessment Library: All in one system

Your experts don't need to waste time getting supplier data out of multiple systems

Use from our Library of Assessments, or Create your Own



VISIBILITY

Geo-Location Mapping
Part-Site Mapping
Sub-Tier Mapping

REPUTATION

ESG & Sustainability
Supplier Code of Conduct
Corporate Social
Responsibility

COMPLIANCE

US Uyghur Force Labor Prevention Act
(UFPA) Assessment
UK Modern Slavery Act
REACH/ROHS
US C-TPAT Assessment



READINESS

Hurricane Readiness
Factory Fire Readiness
Pandemic Readiness

SECURITY

Cyber Security & GDPR
Supplier C-TPAT Assessment
COPE* for Insurance

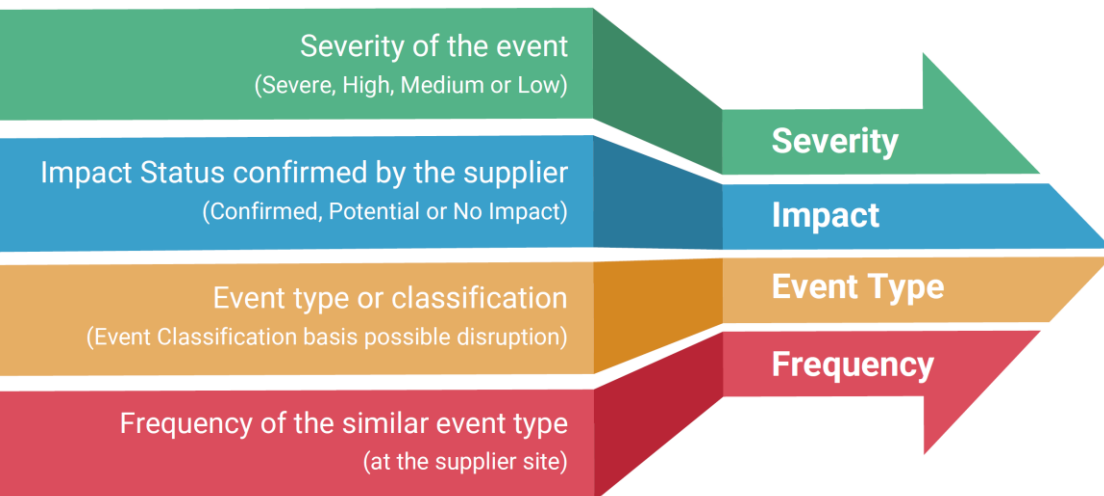
CONTINUITY

Corporate Business Continuity
Program
Site BCP Assessment
Backup Site and Recovery Time

Disruption Vulnerability Index

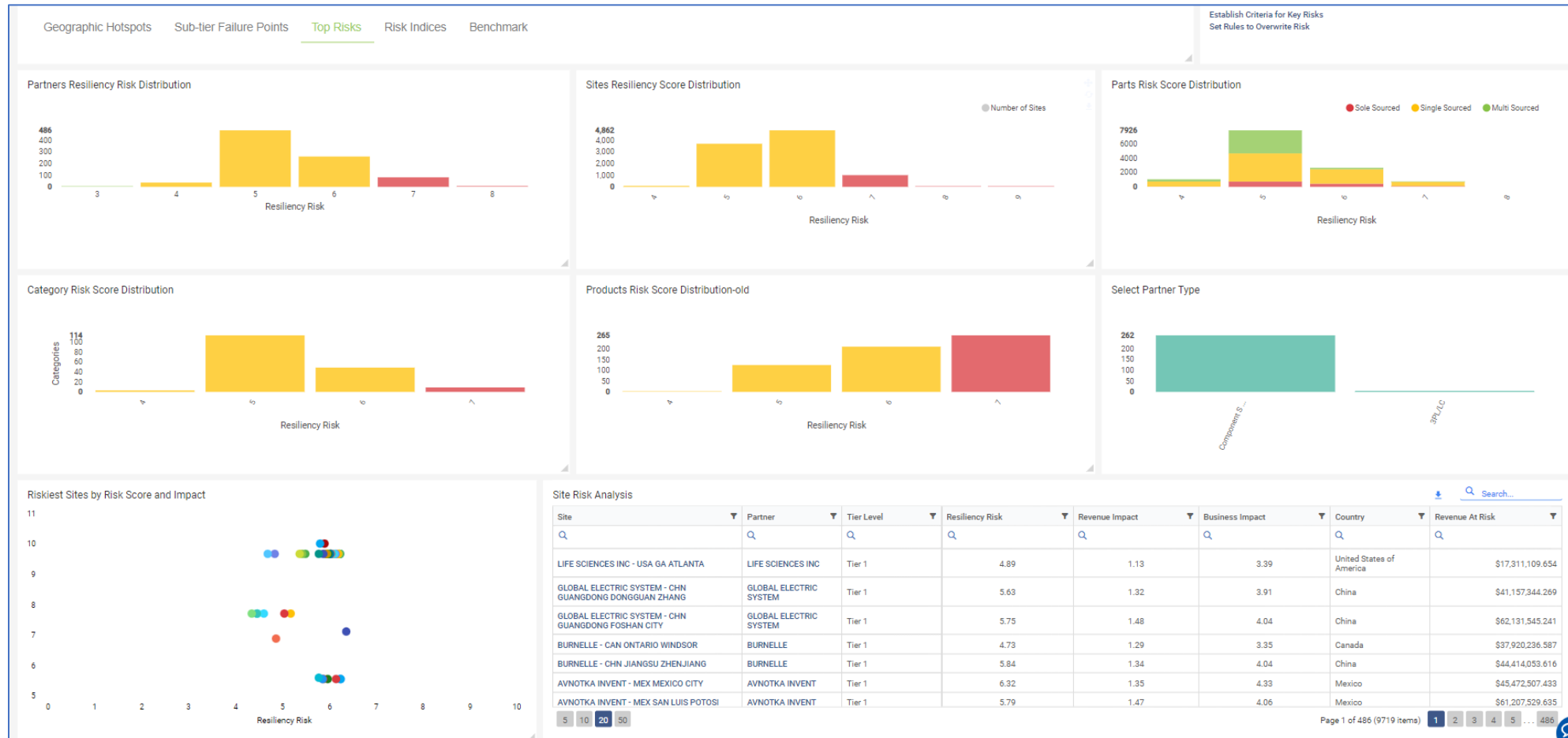
What is the Disruption Vulnerability Index for Suppliers

- The score indicates the overall vulnerability of a given supplier's supply chain to ongoing disruptions of different types. It is calculated based on data collected curated, contextualized, researched, analyzed by Resilinc's EventWatch AI over the last 12+ years.
- Our database has approx. 7.1 million supply chain alerts monitored across 189 countries and 750K sites, for 40 types (300+ subtypes) of events.
- The ranges from 1 to 10 with 1 being low vulnerability and 10 being high vulnerability.



Identify Risks and Vulnerabilities

Analyze Top Risks Globally: **Revenue Impact** vs **Resiliency Risk** Analysis Including **Partners, Sites, Categories, Products, Parts**



Detailed Supplier Risk Profiles and Benchmarks

Risk Analytics –
Proactive Mitigation

Advent LTD

Summary

Supplier Categories

NA

Tier

1

DUNS Number

NA

Spend

\$713K

User Defined Attributes

Supplier Spend Type

Region

Company

Priority

Product

Supplier Type

Component Supplier

Supplier Ext ID

NA

Revenue at Risk

\$186M

Source

Customer [+1 More](#)

Value(s)

Tail [+1 More](#)

APAC

Dexcom

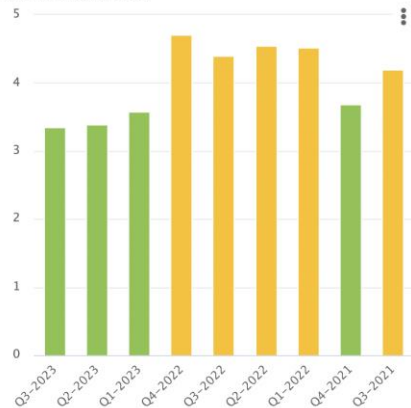
High

Dexcom G6 Continuous Gl...

Supplier Risk Score



Supplier Risk Score Trend



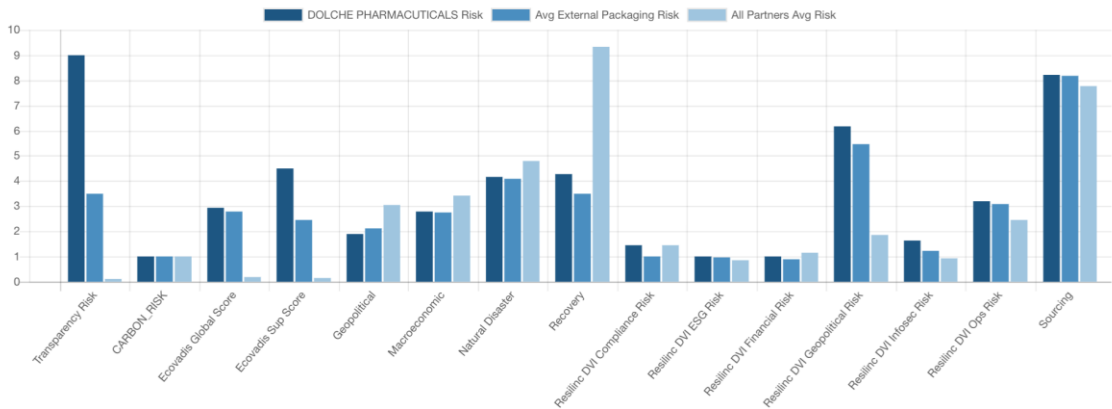
#1055

Ranked
among 2980 partners
overall

#8

Ranked
among 10 Partners in
External Packaging

Partner Benchmark by Risk Indices



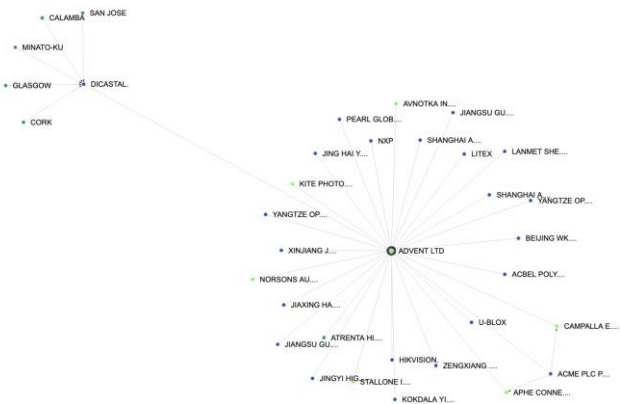
Resiliency Risk



All Risk Factors

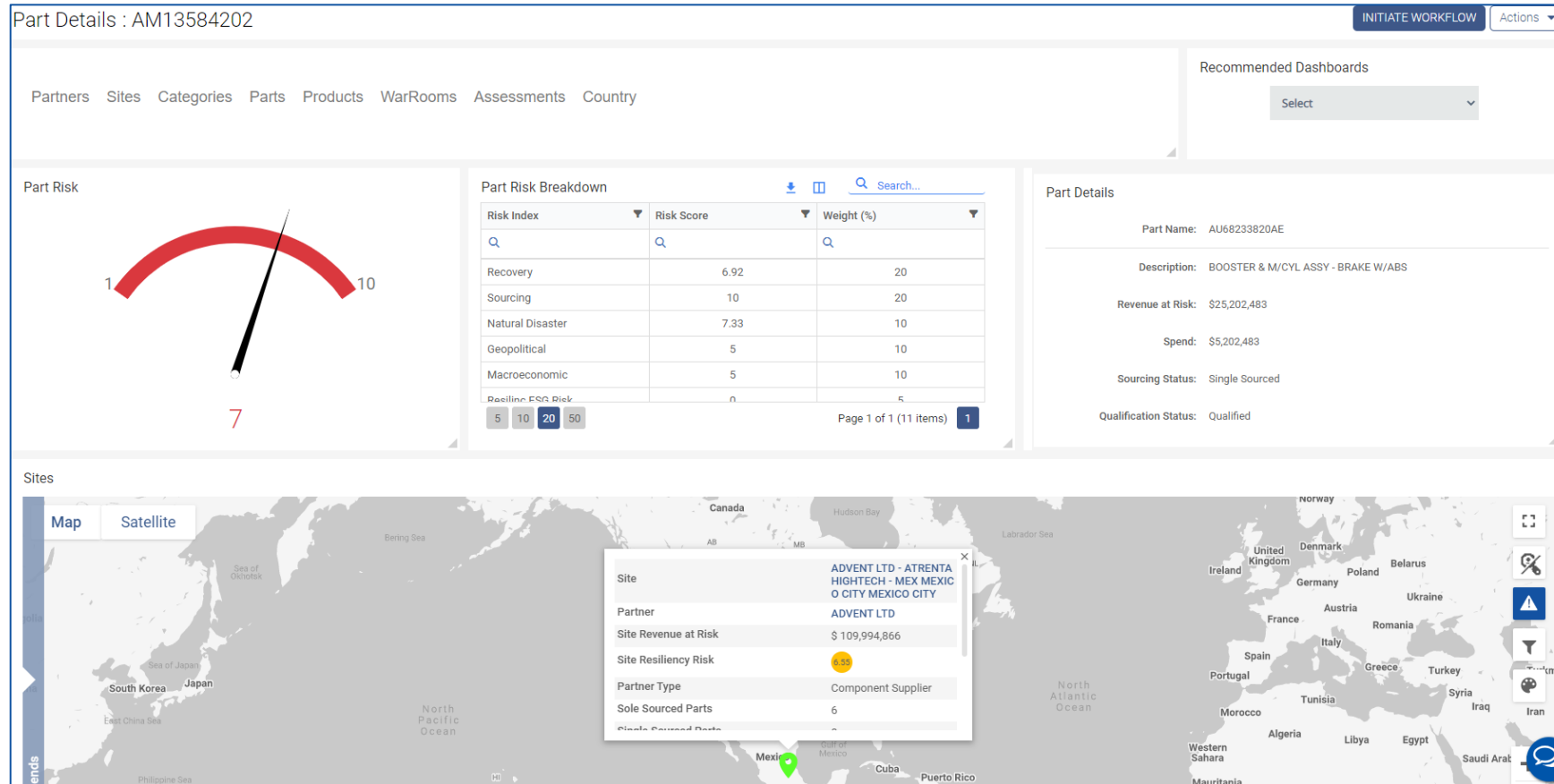
Risk Factor	Risk	% Change
Transparency Risk	9	25% ▲
Sourcing	8.21	0% ►
Resilinc DVI Geopolitical Risk	6.18	1.31% ▲
Macroeconomic	2.79	0.35% ▲
Ecovadis Sup Score	4.50	0% ►
Recovery	4.27	0.47% ▲
Natural Disaster	4.16	0.24% ▲
Geopolitical	1.88	0.53% ▲
Resilinc DVI Ops Risk	3.19	3.90% ▲
Ecovadis Global Score	2.95	0% ►
Resilinc DVI Infosec Risk	1.62	15.71% ▲
Resilinc DVI Compliance Risk	1.43	13.49% ▲
CARBON_RISK	1	0% ►
Resilinc DVI ESG Risk	1	0% ►
Resilinc DVI Financial Risk	1	0% ►
D&B SER Score	NA	0% ►
D&B SSI Score	NA	0% ►
Rapid Ratings FHR Score	NA	0% ►

[View Less](#)



Analyze Granular Risk Profiles

Drill into detailed risk profiles at **Partner, Site, Category, Product and Part** level



Digitize Risk Mitigation

Initiate an Internal Mitigation Workflow to Increase Preparedness as Requested

1

Create Mitigations at any level: Partner, Events, Parts, Sites

2

Insert Playbooks, Actions lists and SOP attachments

3

Collaboration Center and Audit logs

4

Analyze & Track Progress

Workflow Center ☆

Create New Workflows

Select Existing Project, or Create New*

Select Project

Select Start Date*

08/24/2022

Select End Date*

09/08/2022

Projected Cost of this Workflow

10000

Select Workflow Actions*

Select Workflow Actions

Search

Resilinc

Resilinc: Find Alternate source

Update Approved Vendor List

Research and Finalize Source

Supplier Agreement

Select Workflow Owners*

Select Workflow Owners

Select Status*

Mitigating

Actual Cost of this Workflow

Partners Events

Newly Added Past Due

Customer Part Number

Select Parts*

Parts

Customer Part Number	Description	Categories	Partners	Revenue at Risk	Sourcing	Resiliency Risk	Geopolitical	Macroeconomic
<input checked="" type="checkbox"/> AM13584202	FRAME ASM-F/SEAT BK	Interiors/Safety	ADVENT LTD	\$ 34,718,907.79	Sole Sourced	7.31	5	5

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CANCEL SUBMIT

Solution Demonstration

Disruption Monitoring

24/7 Comprehensive Risk Monitoring Solution

Leveraging AI, ML, & NLP (Natural Language Processing)



100 Million+
Sources Monitored



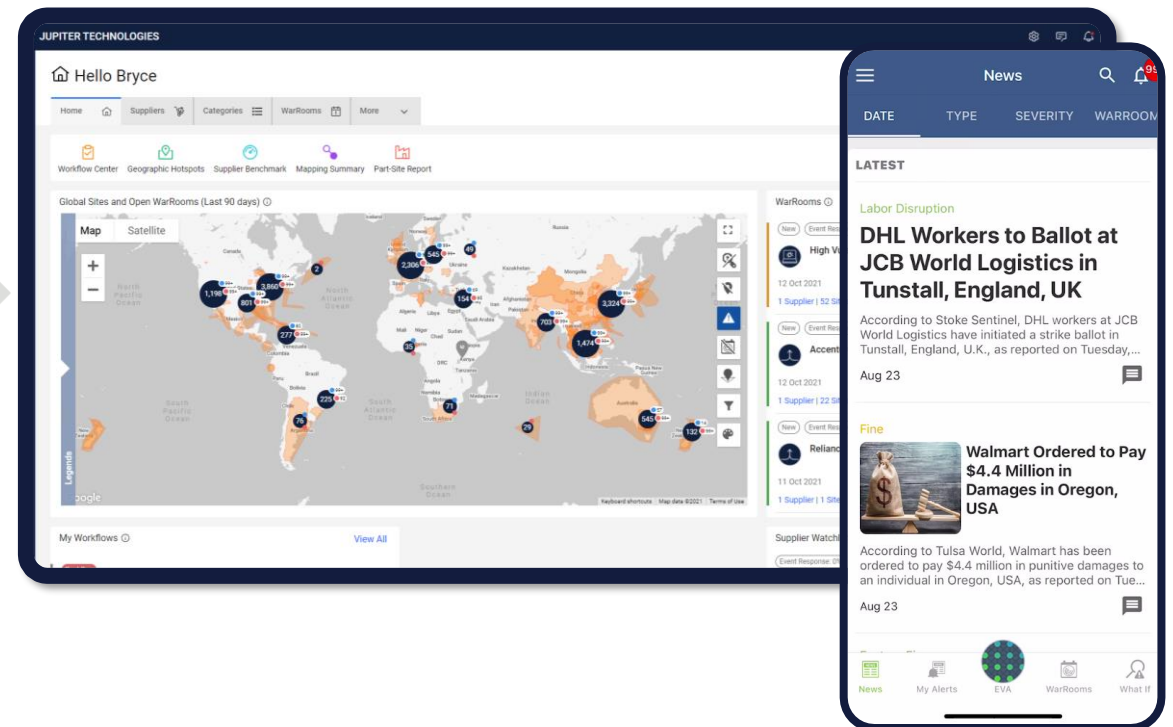
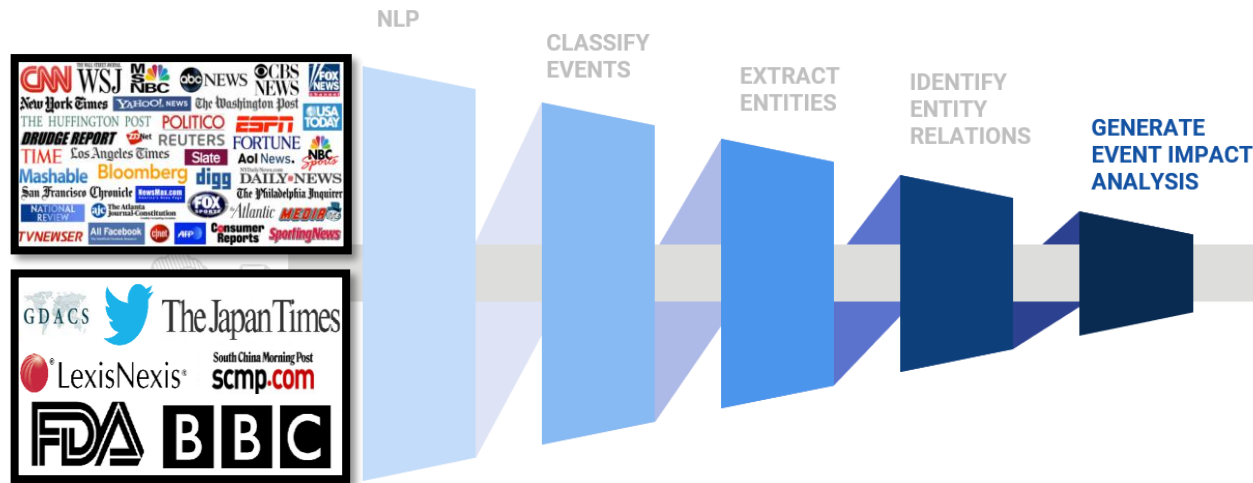
200+
Countries



100+
Languages
Translated



2 Billion +
Events Monitored/year



Supply Chain Disruptions Are Widespread and Increasing

SOCIAL/POLITICAL

- Pandemic
- Protests
- Labor disruption
- Labor violation

GOVERNMENT/ LEGAL

- Compliance issue
- Regulatory change
- Regulatory action
- Legal action

CLIMATE/ ENVIRONMENT

- Extreme weather
- Flood
- Earthquake
- Volcano
- Chemical spill
- Hurricane
- Typhoon

CORPORATE

- Restructuring
- Bankruptcy
- M&A
- Leadership change
- Recall

ACCIDENTS

- Factory fire
- Airport disruption
- Power outage
- Factory disruption

CYBERSECURITY

- Ransomware

One issue can disrupt an **entire network** with impact felt weeks and months later

Watching everything that matters, in every language

News

- Google Alerts
- Yahoo Alerts
- Wisers
- GDACS
- USGS
- Reuters Business/Deals/Mergers news
- ASM Metals
- Japan Times
- Sky News - Business
- CNN, MSNBC, BBC etc.
- China Plastic News
- Industrial Info Resources
- Platts Energy
- Plastic News
- Globo News
- Bloomberg
- Rhe Wall Street Journal
- Fire World - Incident Log
- Joc.com (ports, freights)
- CHEManager
- EPSNews
- + 4.2 million

Cyber Security

- FBI Cyber Crime Stories
- US-CERT National Cyber Awareness System
- Online Threat Alerts (onlinethreatalerts.com)
- InfraGard (pending FBI approval)

Social Media

- Twitter
- Facebook
- Weibo
- LinkedIn
- + 4 more

Regulatory

- Sanction Lists
- Occupational Safety and Health Administration (OSHA)
- Environmental Protection Agency (EPA)
- FDA/EMA/UK MA/ JMA etc.
- China State Council for Pollution Control
- China Chemical Regulations
- + Many more

Languages Monitored

- | | |
|---------------|----------------------|
| • Arabic | • Lithuanian |
| • Armenian | • Macedonian |
| • Azerbaijani | • Malay |
| • Belarusian | • Malayalam |
| • Bengali | • Maltese |
| • Bulgarian | • Mongolian |
| • Chinese | • Nepali |
| • Croatian | • Norwegian (Bokmål) |
| • Czech | • Polish |
| • Danish | • Portuguese |
| • Dutch | • Romanian |
| • English | • Russian |
| • Estonian | • Serbian |
| • Filipino | • Slovak |
| • Finnish | • Slovenian |
| • French | • Somali |
| • Georgian | • Spanish |
| • German | • Sundanese |
| • Greek | • Swedish |
| • Hindi | • Tamil |
| • Hungarian | • Thai |
| • Icelandic | • Turkish |
| • Indonesian | • Ukrainian |
| • Italian | • Urdu |
| • Japanese | • Uzbek |
| • Korean | • Vietnamese |
| • Latvian | |

Tailored Notification Preferences

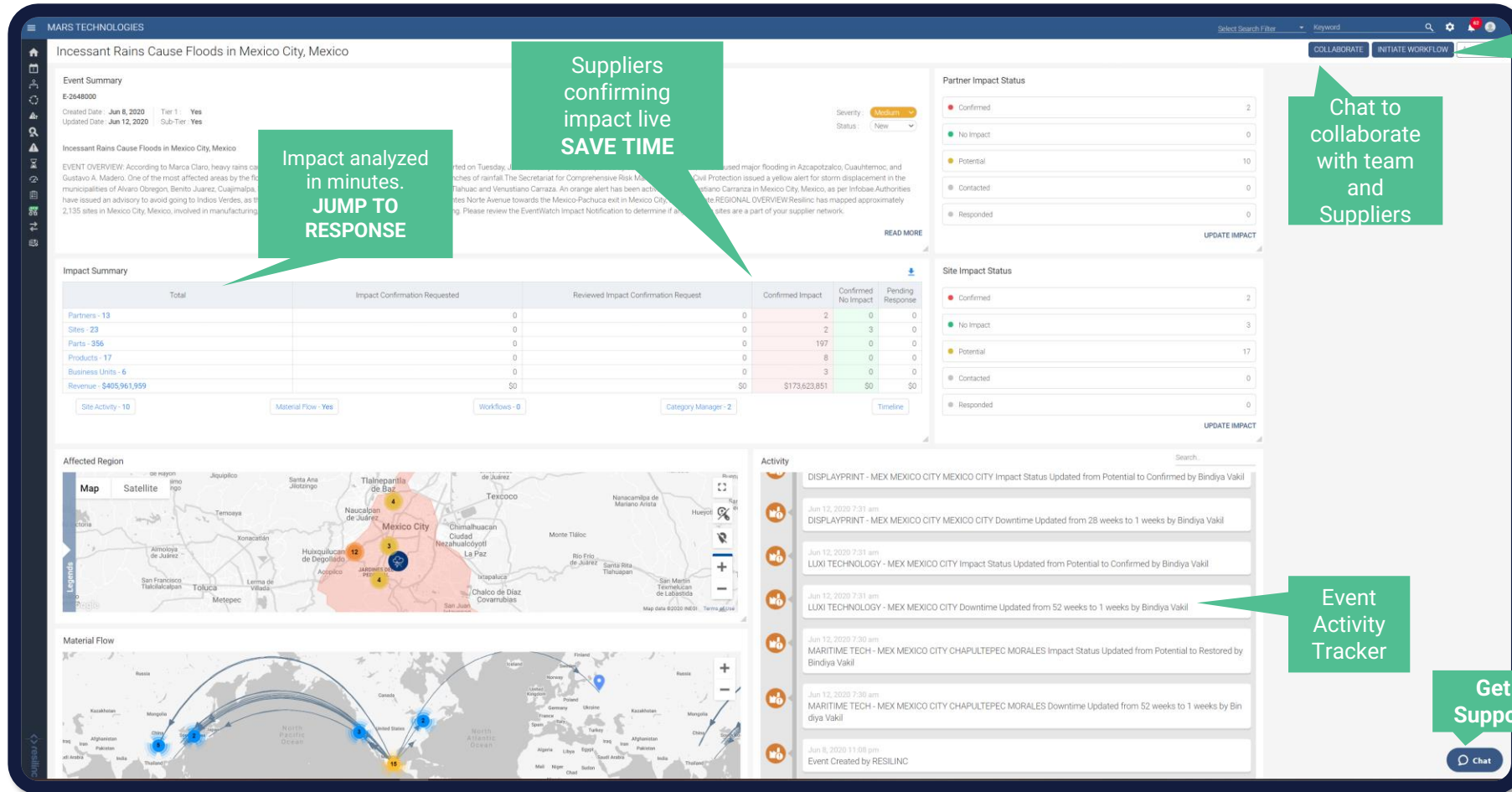
NOISE

Formats	Email	Mobile			
Frequency	Real Time	Daily	Weekly Cannot Opt-out		
Relevance	Severity	Event Type	Suppliers	Categories	Countries
Notification	News	WarRoom	Impact Confirmation	Supplier Responses	
Tier	Tier 1 Only	All Tiers			

Combination of filters for further personalization

Measure & Mitigate Impact Disruption

Impact Analytics with Automated Supplier Impact Collaboration



Impact analyzed in minutes.
JUMP TO RESPONSE

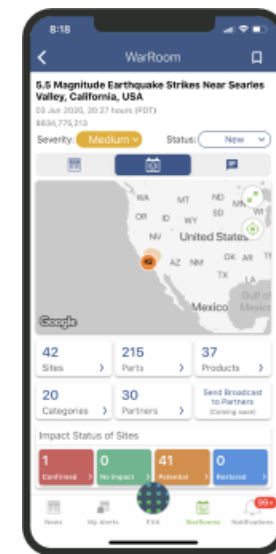
Suppliers confirming impact live
SAVE TIME

Chat to collaborate with team and Suppliers

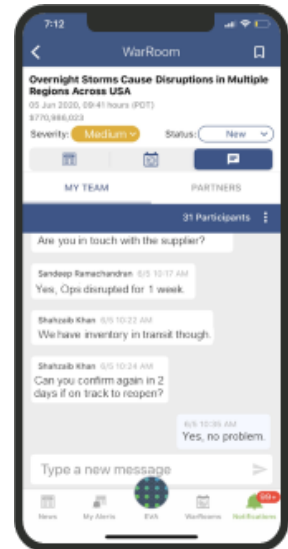
Activate Playbooks and Execute Workflows

Event Activity Tracker

Get Support



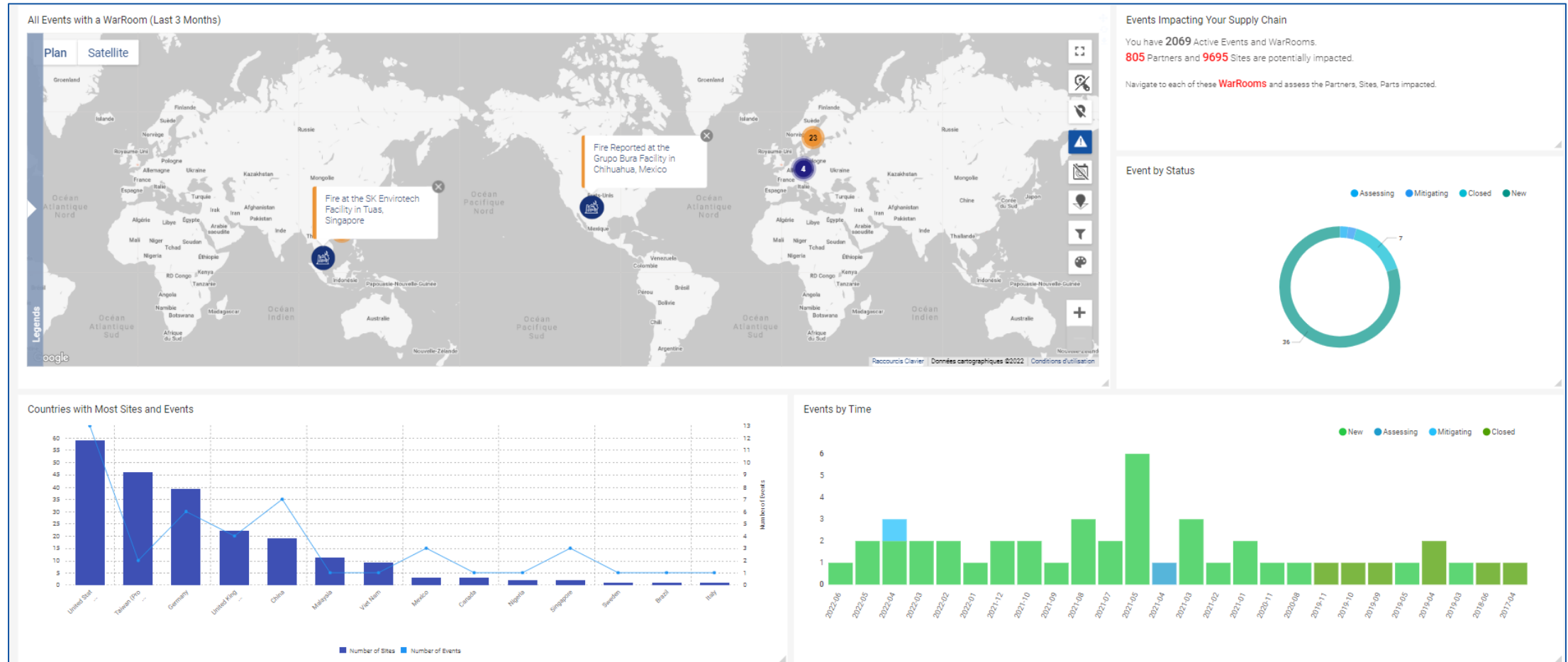
Virtual WarRoom with Supplier Impact Confirmation



Integrated Collaboration Center

Analyze Events

Analyze Events and Zoom on Specific Type of Events such as Factory Fires



Appendix

AI Mapping and Supplier Validated Mapping Details

Guide to Supply Chain Mapping Strategy

Recommended: Multi-tier, BOM, Part/Site/Supplier Validated Mapping combined with AI-Driven Mapping process to deliver a holistic approach



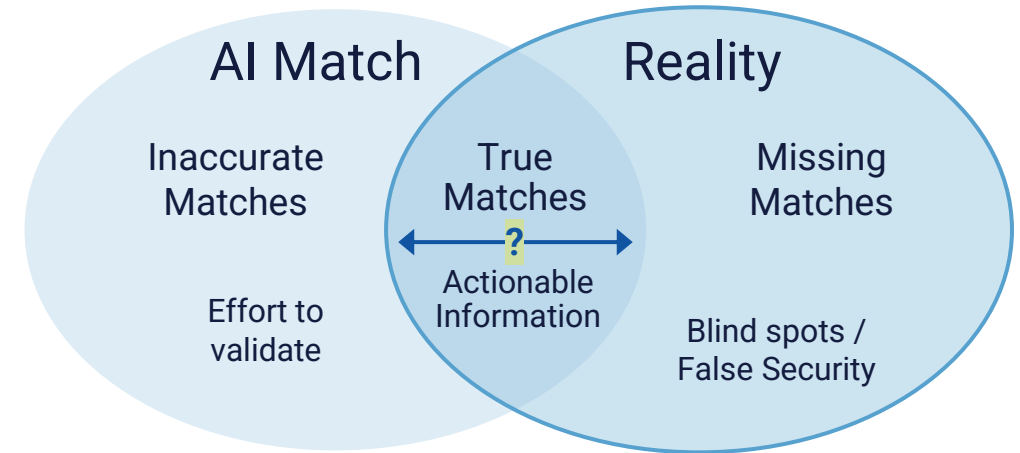
Contextualized to your supply chain	Broad spectrum / generic mapping of a supply chain
Actionable insights at parts / product level	Limited and generic supplier / part mapping
Estimated contingent revenue at risk	Directional impact analysis
Detailed multi-tier mitigation options (Alternate site, Bring up time etc.)	Ad hoc effort intensive validation and mitigation
Creates collaborative link directly with suppliers at multi-tier level	Relationship agnostic data from public domain sources
High Effort, High Value	Low Effort, Medium-Low Value (Depending on use case)

What to Expect from AI Mapping -

AI Mapping Industry Challenges

- ▶ Supply chains are dynamic – BOMs and sourcing strategies are constantly changing, difficult to track with public sources
- ▶ Heavy reliance on Bill of Lading (BoL) data
 - ▶ Partial information, point-in-time event data
- ▶ Companies limit public listing of products, component parts, and sub-tier vendors
 - ▶ Viewed as company confidential and vital to their market positioning
- ▶ No communication channels – Supply Chain is an Interdependent TEAM

Mapping Outcomes



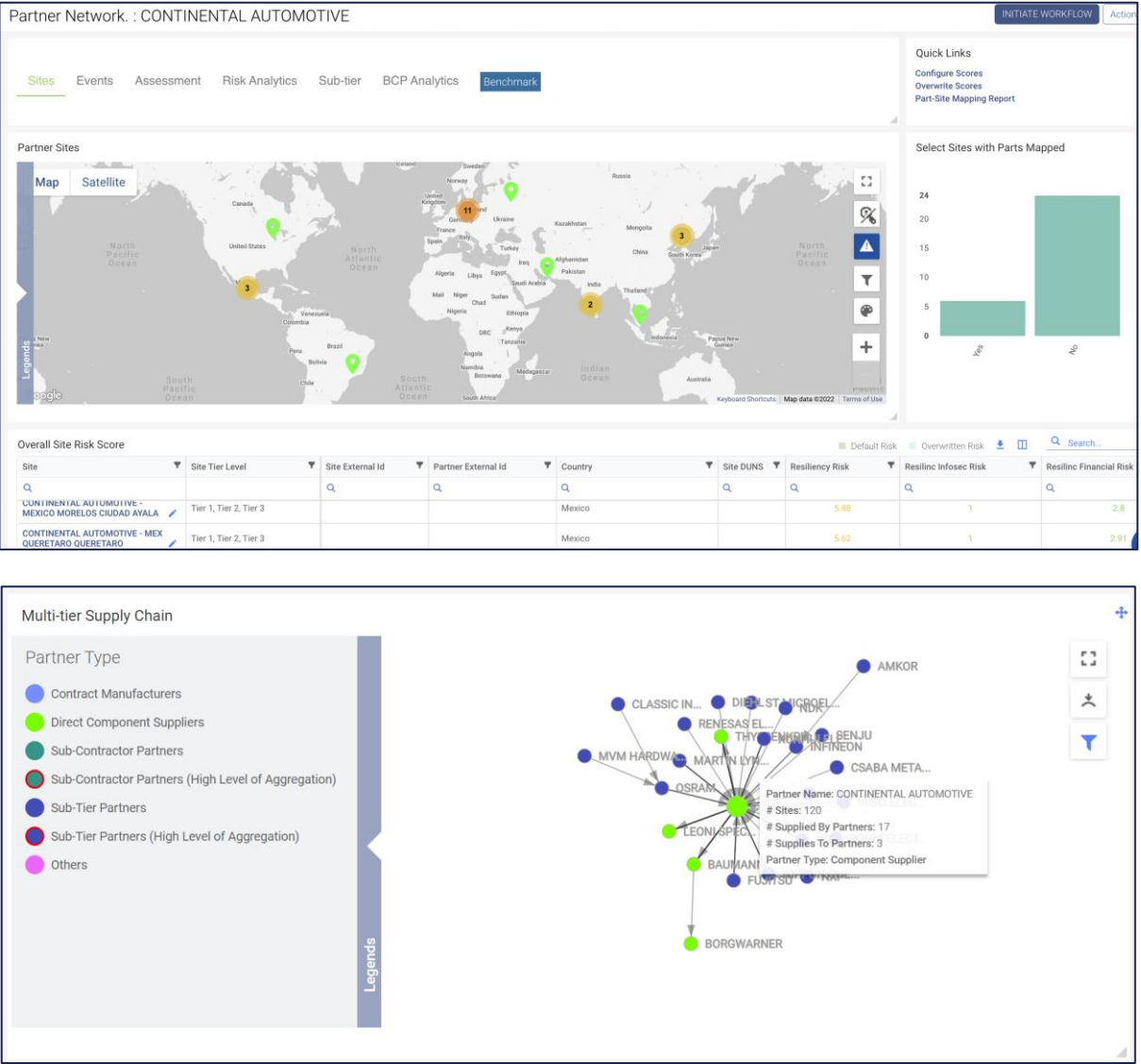
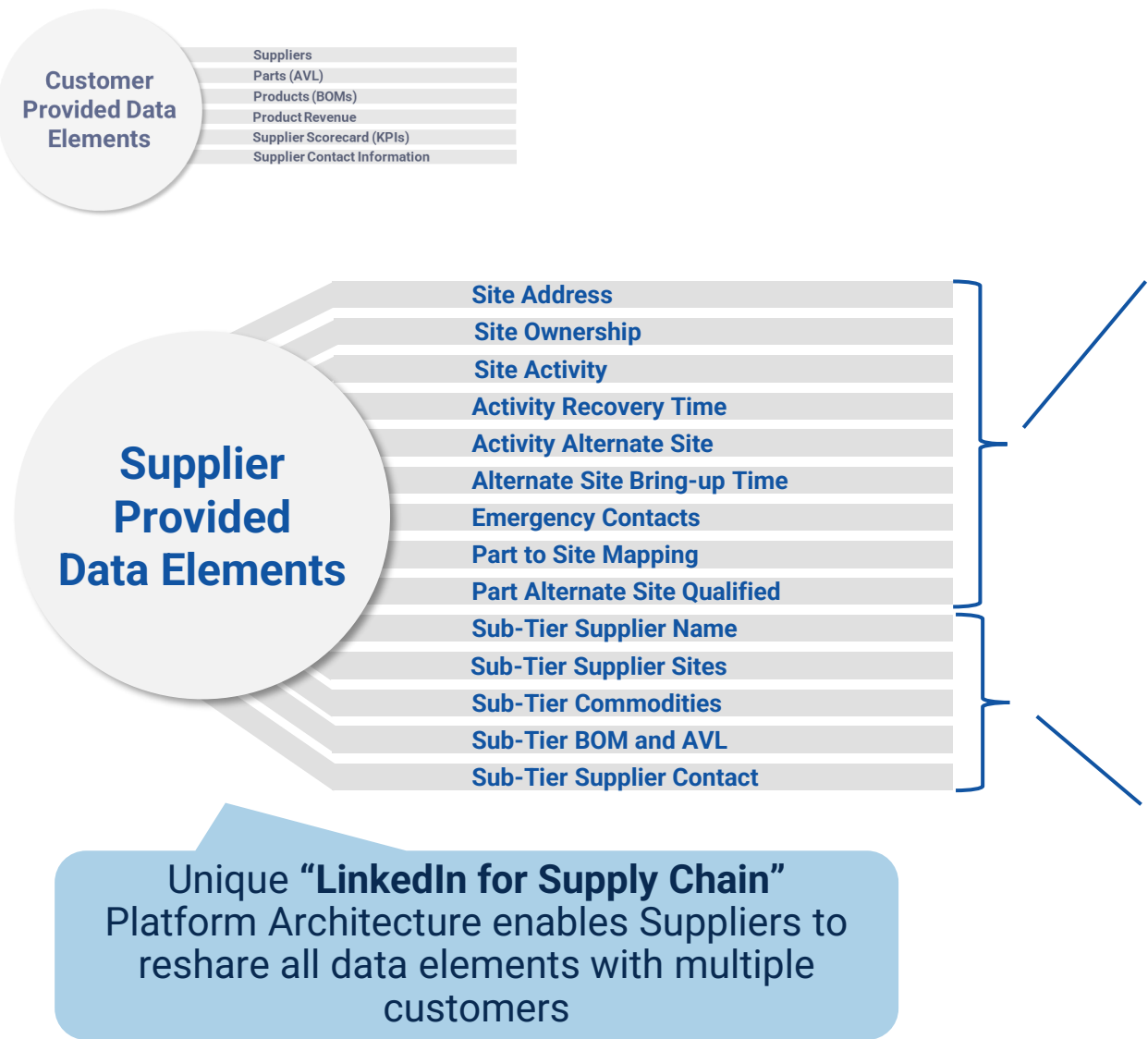
How can I know where each of my suppliers land?

The image displays two sample bills of lading. The left bill is a 'BILL OF LADING' with various fields filled out, including shipper, consignee, and cargo details. The right bill is a 'SAMPLE BILL OF LADING' with similar fields but some redacted information. Both bills include sections for 'CUSTOMER ORDER INFORMATION', 'COMMODITY DESCRIPTION', and 'SHIPMENT DETAILS'. The left bill also includes a 'SHIPMENT SUMMARY' table with columns for QTY, TYPE, and WEIGHT. The right bill includes a 'SHIPMENT SUMMARY' table with columns for QTY, TYPE, and WEIGHT. Both bills include a 'SHIPMENT SUMMARY' table with columns for QTY, TYPE, and WEIGHT.

CUSTOMER ORDER NUMBER	PKGS	WEIGHT	PALETTES	ADDITIONAL SHIPPER INFO
5710214810	4	328	0C0820	
3895309812	6	189	0C0820	
5810171774	3	49	0C0820	
4635985217	1	39	0C0820	
6685434586	63	2,749	0C0820	
GRAND TOTAL	204	3,305		

QTY	TYPE	QTY	TYPE	WEIGHT	UNIT	CLASS
2	PLT	208	CTN	28,880		
204				3,305		
GRAND TOTAL				3,589		

Specific Data Elements collected through Validated Mapping



Best Practices & Recommendations on Assessments

Best Practices

- ❑ **CPO / Customer video** - A message from the CPO or Leadership about why the information is being requested and how the information will be used. (We can help you with your script!)
- ❑ **Defining escalation matrix and frequency** – Customer points of contact to be looped in emails to non-responsive suppliers to get traction on assessments
- ❑ **Relevant information** - To facilitate ease for the suppliers, the MPNs provided should be relevant / accurate
- ❑ **Active / timely engagement of customer internal team(s)** - Get Category Managers involved to leverage their ongoing relationship with the suppliers. After 2 to 3 weeks of unsuccessful follow up with the supplier, it is recommended for the customer to send an email to get supplier attention before PRT starts to leverage contact(s)
- ❑ **Finalizing kick off dates** – Plan well in advance giving PRT at least a 3 to 5 working days of time to configure assessment. Recommended days for the kickoff are Tuesday through Thursday

Recommendations

- ❑ **Pre-Communication with Supplier Welcome Kit** – Communication announcing the launch of the Supply Chain Visibility / Assessment program to explain the strategic initiative and how the data will be used along with Resilinc's Supplier Kit that includes information on Resilinc and the data collection process
- ❑ **Letter of Authorization (LOA)** – An updated LOA sent along with the kickoff email authenticates Resilinc partnering with the customer in this program
- ❑ **Correct points of contact** – Relevant contact details (email and phone) of suppliers are critical for a successful supplier engagement
- ❑ **Customer Supplier joint webinar** – Invite suppliers to a joint session (10 minutes from a Company expert introducing program) and the rest of the time by Resilinc trainer
- ❑ **Account Progress meeting** – Implementation/Customer Success Managers CSM to schedule weekly / biweekly meeting with PRT and customer to discuss progress on assessments
- ❑ **Pre-Communication to Supplier Management Internally** - Communication to be sent to the procurement and supplier management experts prior kick off to ensure they understand the program to facilitate any outreaches from supplier

Incentivizing your Suppliers to complete the Supply Chain Visibility Assessment & Other Assessments



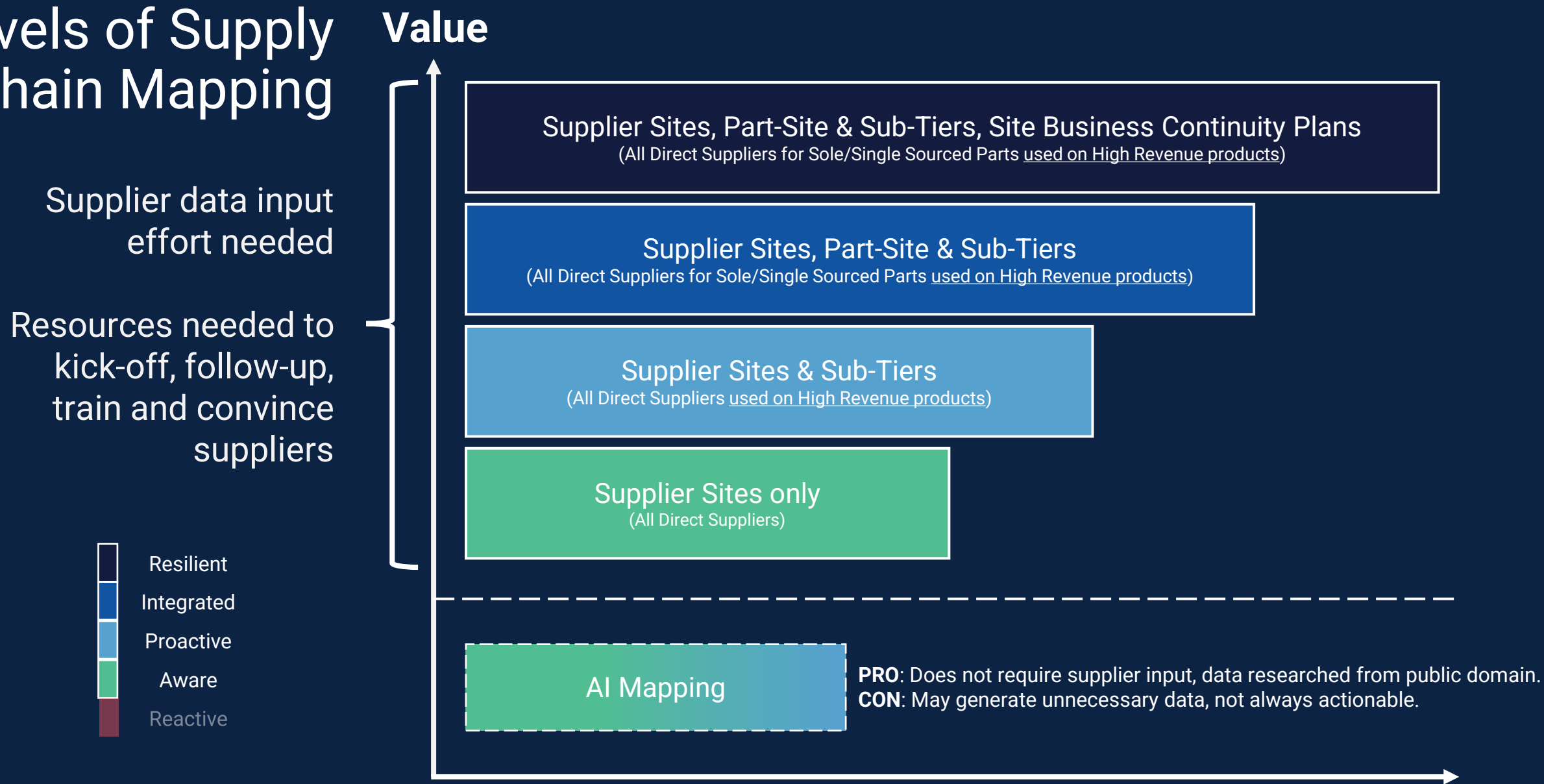
*Above example of Resilinc's R Score Supplier Appreciation

Incentives

- ☐ **Preferred List** - Make SCV transparency an incentive for suppliers wishing to become Company's Preferred Suppliers
- ☐ **Bring awareness**- Introduce SCV to suppliers during supplier selection and have them complete it
- ☐ **New Product Integration (NPI)**– Use SCV as a key condition for selecting supplier in a new product
- ☐ **Prioritize critical suppliers**- SCV as a condition for remaining single/sole sourced supplier
- ☐ **Supplier Appreciation**- Awards and recognition for Top 25 most transparent suppliers at Supplier Appreciation Event
- ☐ **Supplier Quarter Business Reviews (QBR)** - Call out lack of SCV participation at every QBR and compare to competitors (if they are participating)
- ☐ **Measure supplier performance (KPI)**- Present supplier metrics (speed of response, level of transparency, speed of impact confirmation) at QBRs
- ☐ **Recognize Suppliers**- Announce supplier awards for transparency (a simple certificate of plaque), or agree to a joint press release or a quote for the suppliers' website

SCV=Supply Chain Visibility Assessment

Levels of Supply Chain Mapping



Resilinc Trust-Driven Mapping

Engagement Model

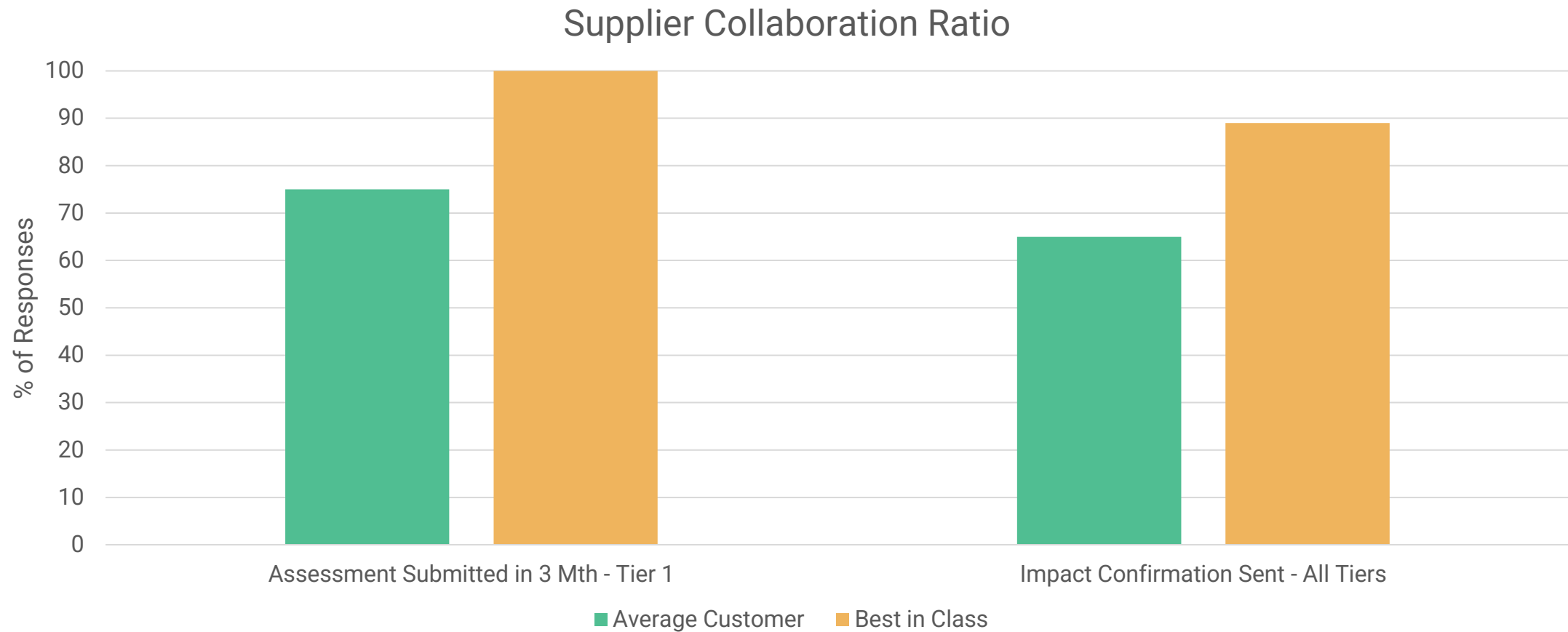


Collect sub-tier data that suppliers have already shared with Resilinc



Collect sub-tier data for the currently 'unknown' parts of the supply chain

Resilinc's Success Results / Metrics



Identify your **Point of Failures** and Act Upon it -> **Collect Actionable Information for Partners with High level of Aggregation**



Company Overview

About Resilinc



Headquarters
Milpitas, CA (SF Bay Area)



**APAC Operations – India –
Engineering and Research**

Company Size

200+ employees across the
US, UK, EU and Asia



Unique “LinkedIn for Supply Chain” Platform Architecture

10+ year Supply chain mapping track record
Autonomous and Supplier Verified Mapping fully
supported by our experts



AI-powered, Collaborative Risk Monitoring System

Monitoring in 100+ languages paired with
mapping unlocks personalized impact analytics,
personalized for each user.



Largest Repository of Supply Chain Mapping Intelligence and Data

50M+ Sources | 500K+ Suppliers
4M+ Parts Mapped to 850K+ Sites
Millions of sub-tier connections



Patented Risk Quantification: Risk Score and Revenue Impact analytics

Proprietary R Score algorithm evaluates, ranks
and benchmarks against industry peers



Multi-Tier Mapping and Part-Site Mapping Intelligence

Unified visibility drilling down to Supplier, Site,
Product, Sub-Tier, and Part Level data

Executive Team



Bindiya Vakil

CEO, Chairman,
Co-founder



Fred Brown

CRO



Sumit Vakil

Chief Product Officer,
Co-founder



Glenn Wilensky

SVP, Customer
Success



Yogesh Akolkar

VP, Engineering and
MD, Operations

Resilinc's Supply Chain Risk and Resiliency Maturity Model

	REACTIVE	AWARE	PROACTIVE	INTEGRATED	RESILIENT
People	<ul style="list-style-type: none"> › Crisis Team emerges out of Necessity, no designated owner to coordinate response during disruptions › No SCRM focused Resources 	<ul style="list-style-type: none"> › Risk Core Team is developing, › Formal team with dedicated & trained functional leads not in place › Limited SCRM resources 	<ul style="list-style-type: none"> › Trained and dedicated Risk Core Team with Functional Leads › Category Managers have full visibility to supplier's emergency contact › Dedicated SCRM resources › Risk Governance Board with Exec leadership is developing 	<ul style="list-style-type: none"> › Risk Core Team lessons learned incorporated into playbooks & mitigation strategies › Category Managers proactively mitigating supply chain risks measured against targets › Rewards/Incentives tied to mitigation metrics achieved › Risk Governance Board with Exec leadership formed 	<ul style="list-style-type: none"> › BUs, Enterprise risk team, Finance teams collaborating regularly › Ongoing widespread collaboration with suppliers for improving resiliency › Risk Governance Board expects regular readouts › Career growth plan defined for SCRM experts › Design products with risk and resiliency in mind › Incorporate risk into supply chain network design
Process	<ul style="list-style-type: none"> › No proactive monitoring of supply chain events › Reactive approach to managing crises › Limited understanding of supply chain footprint & vulnerabilities › No clear strategy or playbooks › No proactive mitigations 	<ul style="list-style-type: none"> › Emerging visibility to supplier site locations, parts to sites mapping & recovery times › Review of visibility progress on an ongoing basis › Event response process is set up based on severity 	<ul style="list-style-type: none"> › Disruption recovery playbooks developed › Risk thresholds are defined › Risk is quantified and prioritized based on revenue & impact › Proactive risk mitigation strategies developed › Comprehensive risk repository formed › Initiate collaboration with CBI insurance providers 	<ul style="list-style-type: none"> › Key risks and failure points are reviewed & roadmap is defined › Mitigation progress goals are set/ reviewed periodically › Supplier contracts reference BCPs & recovery times in force majeure clauses › Review BCP improvement plan at supplier QBRs › Annual insurance provider review & coverage driven by the exposure analyzed 	<ul style="list-style-type: none"> › Formal review of critical sub tier supply chain partners in place to mitigate aggregation › Risk program, metrics & progress reviewed regularly all the way to board level › Risk insights considered for sourcing, network & product design decisions – seat at the table, formal gate reviews in place › Supplier incentives set up to drive transparency & improve resiliency › Risk metrics integrated into supplier scorecard & QBRs › Expand resiliency program to subsidiaries & affiliates
Technology	<ul style="list-style-type: none"> › Support tools unavailable › Excel and off-line tracking of data 	<ul style="list-style-type: none"> › 24 X 7 event monitoring initiated › Virtual event war room & What If tools connected to visibility data › Supply chain Mapping Initiated › Supplier BCP Collection initiated › Automated supplier outreach during disruptions is initiated 	<ul style="list-style-type: none"> › Supply chain mapping extended to sub tier risk identification and aggregation › Operational scorecard combined with supplier risk score › BCPs collected for critical suppliers/sites › Use of Technology as the system of record to remove silos › Suppliers start responding to disruptions systematically 	<ul style="list-style-type: none"> › Mitigation Module to show progress to management › Supply chain Mapping conducted across all critical products › Resiliency program expanded to include capacity, CSR › Supplier response › 80% plus suppliers responding regularly to confirm impact within hours › Sub Tier surveys initiated for critical sub tier failure points 	<ul style="list-style-type: none"> › Sub Tier BCPs collected for sites with high exposure › Annual multi-party table-top exercises conducted to test response effectiveness › Broad based user adoption of technology across functions & frequent usage › End to end supply chain mapping conducted & data refreshed across all critical products on an ongoing basis › Extensive supplier assessments include capacity, cybersecurity, quality, etc.

Resilinc SCRM Maturity Model stages are adapted from the Supply Chain Risk Leadership Council Maturity Model. The description of stages & capabilities described here are property of Resilinc.

Next Steps

Milestones of Solution Evaluation

- 
- **Solutions Overview + Demo**
 - **Supplier Match**
 - **ROI Exercise**
 - **Onboarding Program**
 - **Customer Success- Program Management & Maturity Model**
 - **Advanced Solutions Set- Commodity Watch and Predictive PO**
 - **Strategic Roadmap**
 - **Use Case Guided Tours**
 - **Configuration & Pricing Review**
 - **Client References**

Thank You

Resiliency Journey Begins with Resilinc...

