

## Reducing risk in your global supply chain while lowering cost, maintaining quality, releasing cash and navigating profitable growth

Part of Maine Pointe's integrated suite of end-to-end supply chain optimization services to help CEOs prepare for a potential downturn

### Supply Chain Risk Management

The complex, hyperconnected nature of today's global supply chains makes them extremely vulnerable to a range of risk factors including geopolitical tensions, tariffs, transportation delays, natural and man-made disasters, cyberattacks, theft and unforeseen quality issues. Resilinc's annual EventWatch Report revealed a 36% increase in overall global risks in 2018 and cited uncertain geopolitical factors such as the US-China tariff war, Brexit and the threat of economic downturn as among the most costly and disruptive supply chain impacts going forward. These forces expose businesses to critical threats: production disruptions, fluctuations in quality, production, damage to reputation and consequent loss of competitive advantage.

#### Ideal for:

CEOs, CFOs, COOs, CSCOs, CPOs wanting to deploy a proactive and intelligent supply chain risk management approach while reducing cost, releasing cash and safeguarding a high-performing supply chain where risk is minimized.

*“Our supplier base now understands that we bring a much larger spend to the market than was previously visible, and our organization understands the risks and opportunities within our supply chain. I would recommend Maine Pointe to any organization looking to transform its procurement, sales and operations planning and data analytics capabilities into competitive advantages.”*

CEO COO Heavy Equipment Manufacturer<sup>1</sup>

#### Benefits:

- Improved visibility and control across the end-to-end supply chain
- Optimized manufacturing and distribution footprint
- Optimized sourcing optionality and supplier footprint
- Achieve 10-20% reduction in supply chain costs
- Reduce asset base and working capital
- Reduce redundant safety stocks and overall inventory
- Improve fill-rates /reduced stock-outs
- Improve core carrier and supplier relationships
- Optimize supply chain with ability to react to market change
- Comprehensive integrated supply chain management operating system
- ROI between 4:1 and 8:1

*“This initiative has increased our understanding of the competitive dynamics within our supply chain, as well as major risks and opportunities, and we are going to leverage this knowledge to create a competitive advantage.”*

COO CPG<sup>2</sup>

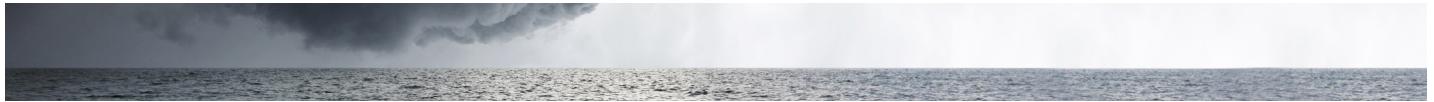
#### Core Deliverables:

##### Analysis (TVO Analysis)

- Understand and measure risk within your organization and across the supply chain
- Identify and document your strategies and priorities
- Determine optimal footprint for sourcing, production and distribution sites
- Develop business case and roadmap for measurable, sustainable optimization program

##### Reduce Risk and Drive Improvement (TVO Implementation Journey)

- Implement TVO Digital Decision Center to balance risk trade-offs with the ability to model, optimize and simulate your supply chain network operations
- Communicate and assign roles and responsibilities across the supply chain
- Break down silos internally and externally
- Optimize manufacturing and distribution footprint
- Create supplier optionality to ensure continuity of supply
- Train, mentor and enhance internal teams to monitor and mitigate risk



## Forewarned is Forearmed

Uncertainty is here to stay so don't wait for the storm to hit. A documented end-to-end Supply Chain Risk Management program is critical to growth, profitability and corporate survival. Optimizing your supply chain from a risk, cost, cash, quality and growth perspective will help secure supplier relationships, prevent supply bottlenecks and ensure your company is operating both legally and ethically.

## Reducing Risk While Optimizing Supply Chain and Operations – Four Domains of Value

<p><b>1.</b> <b>Supply Chain Digital Design and Decision Center</b></p>	<p><b>2.</b> <b>Global Manufacturing &amp; Distribution Footprint Optimization</b></p>
<p><b>3.</b> <b>Sourcing Optionality and Optimization</b></p>	<p><b>4.</b> <b>Supplier Risk Management and Transparency</b></p>

Maine Pointe's Total Value Optimization (TVO)™ approach to risk management and integrated supply chain optimization helps executives improve visibility, reduce risk and implement accelerated measurable improvements across the global supply chain. It enables executives to quantify EBITDA improvements, together with operational and working capital risks and opportunities, then develop an implementation road map for improvement. This road map details the activities to help accelerate operational improvement and reduce risk. We work shoulder to shoulder with you and your executive management team to implement the improvement program.

Our engagements deliver between a 4:1–8:1 ROI and are underpinned with a unique **100% guarantee of engagement fees** based on annualized savings.

### 1. Supply Chain Digital Design and Decision Center

Implementing a Supply Chain Digital Design and Decision Center, based on Llamasoft technology, enables you to balance risk trade-offs with the ability to model, optimize and simulate supply chain network operations. We work with you to find the best transportation routes and inventory levels for the current state and proactively prepare for potential supply chain events. Contingency planning is made easier with the capability to run scenarios associated with disruptive events and react quickly to new variables.

### 2. Global Manufacturing & Distribution Footprint Optimization

In a volatile business environment, it is critical that organizations scrutinize their global manufacturing footprint to ensure each value-added activity takes place in an appropriate low-risk geographical location to achieve the greatest possible competitive advantage. Our approach to manufacturing and distribution footprint optimization helps CEOs, CFOs, COOs, CSCOs, CPOs make smarter decisions about their manufacturing footprint and offset the risk of margin erosion.

### 3. Sourcing Optionality and Optimization

Building in a higher level of optionality and de-risking is the first order of business as companies react to geopolitical events and prepare for a likely economic downturn.

Maine Pointe's six-step strategic sourcing process helps organizations renegotiate with suppliers to secure the best possible deals and balance risk by exploring sourcing opportunities in lower-cost countries without damaging their long-term interests relative to quality, delivery and performance.

### 4. Supplier Risk Management and Transparency

Implementing an end-to-end approved supplier process and prequalification program to protect brand(s), reduce costs, minimize risk, increase visibility and drive improved supplier performance is critical in today's uncertain world. Our approach helps you pre-qualify suppliers and potentially increase transparency to Tier N of the supply chain (sub-tier suppliers). The service enables you to improve supplier sourcing and management of the supply chain throughout the procurement cycle to drive accurate, up to date supplier information and deploy standard risk assessments for all suppliers' information in one platform. Performance analytics can then be deployed as the basis on which to drive supplier performance improvement.

Total Value Optimization(TVO)™ is achieved when an organization is dynamically able to anticipate and meet demand through the synchronization of its buy-make-move-fulfill digital supply chain to deliver the greatest value to customers and stakeholders at the lowest cost to business.

Maine Pointe's integrated suite of end-to-end supply chain services:

- Global Manufacturing & Distribution Footprint Optimization
- Sourcing Optionality and Optimization
- Supply Chain Data Analytics
- Supply Chain Risk Management

To learn more, contact us for a no-obligation chat. Email:

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