

Build A Better Supply Chain

Kris Gorrepati, Manish Mathur and Hiren Shah

Agenda

- Brief Intros
- Building A Better Supply Chain
- Demonstration
- Q&A

About Cambrian Lab

Mission: To Provide Practical and Effective Solutions for Supply Chain Excellence

Team

Supply Chain, New Product Introduction, and Technology Experts from SAP, Samsung, Siemens, GM, Ford, Applied Materials

Industries

Automotive, High-tech, Semiconductor Equipment, Medical Devices, Consumer Products
(From Fortune 100 to Start-ups)

Locations

San Francisco, Detroit, Boston, Houston

Expertise

- New Product Development/Introduction, Supplier Development and Quality Management
- Enterprise and Supply Chain Technology (ERP, SCM, Manufacturing, CRM, Sourcing, Finance)

Panelists

Kris Gorrepati

- 20+ years experience in New Product Development and Introduction and Supply Chain Manufacturing
- SAP, Samsung, Ford, Caterpillar
- Auto, High-tech, Software
- Michigan Tech (Mech Engg.), UCLA

Manish Mathur

- 20+ years experience in PLM, NPI, Data Management
- Ford, GM
- Michigan Tech(Elec Engg.), Walsh College (MBA)

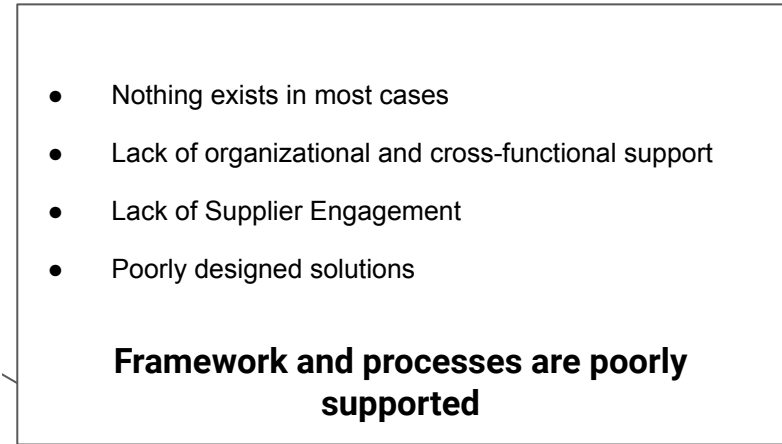
Hiren Shah

- 20+ years experience in ERP, CRM, Finance, Manufacturing
- SAP, Ford, Samsung..
- Auto, High-tech, Software
- Michigan Tech (Elec Engg.), University of Chicago

Strategic Value of Building A Better Supply Chain



“Building A Better Supply Chain” is a Challenge for most Organizations



Effect

Root cause

Better Supply Chain Starts with Better Suppliers

Supplier Capability



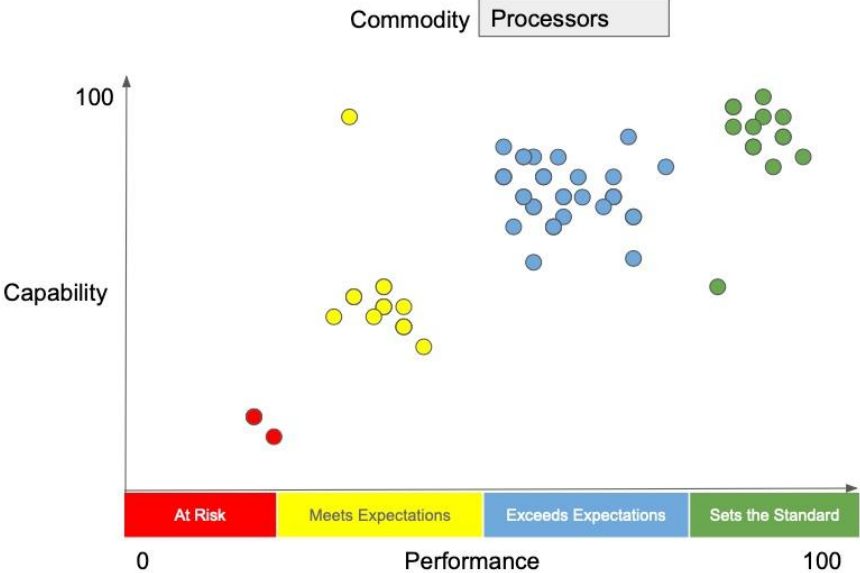
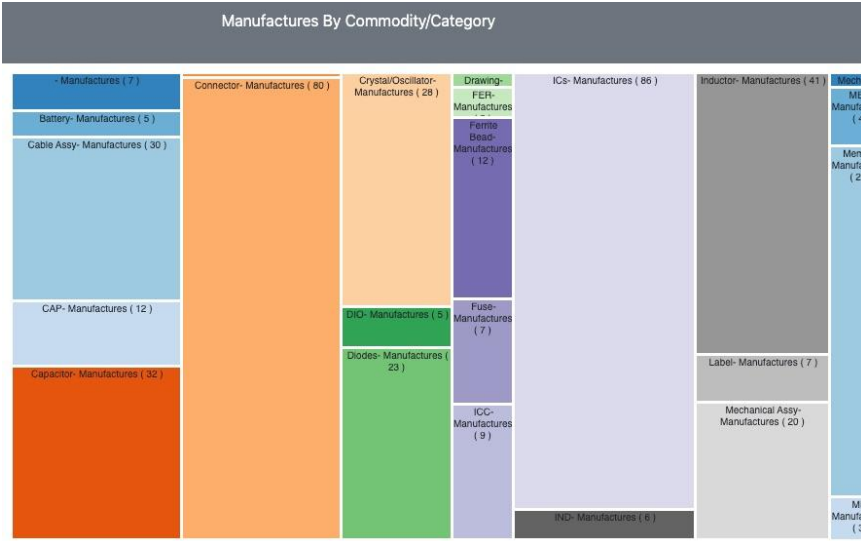
Supplier Performance



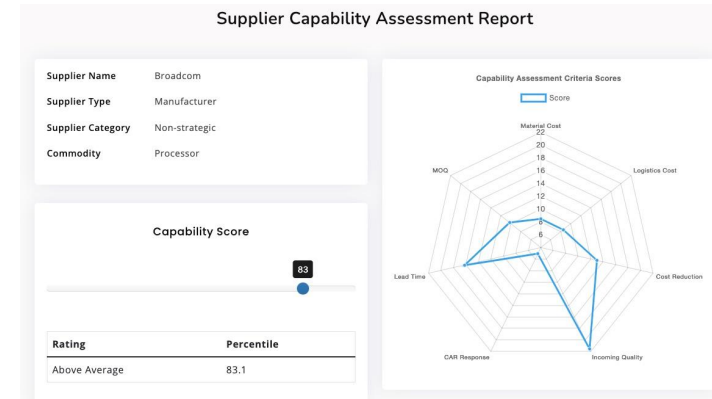
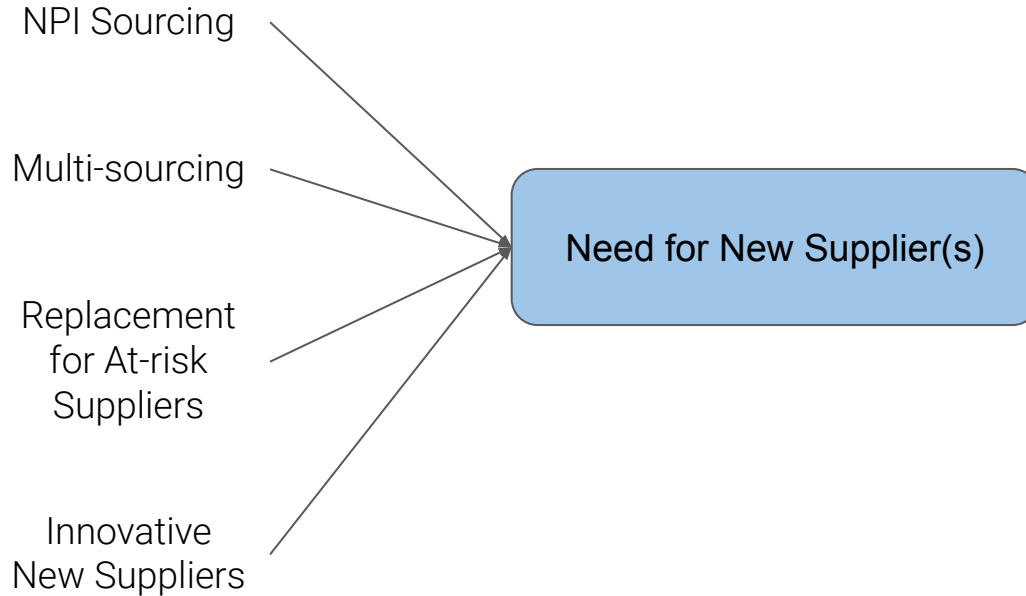
Supplier Relationship



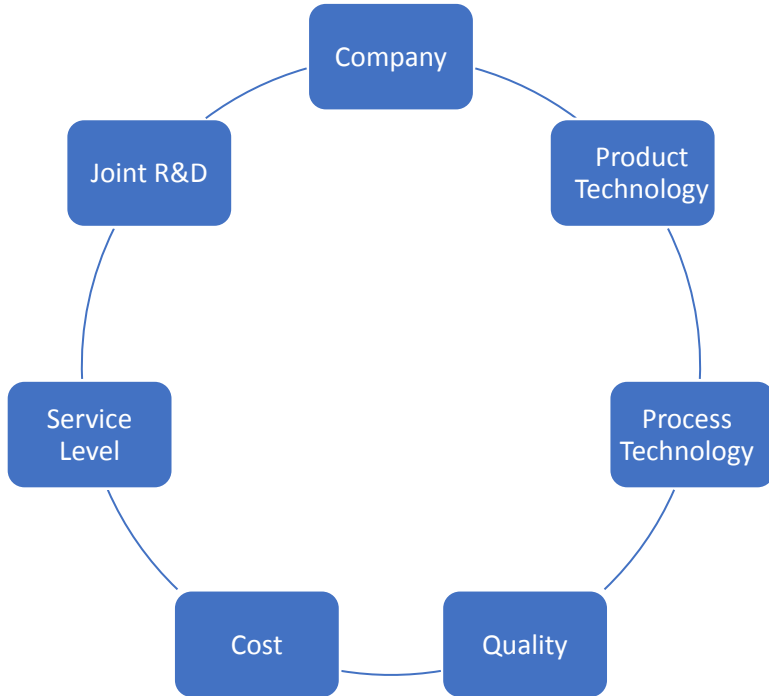
Assessment of Current Supply Base



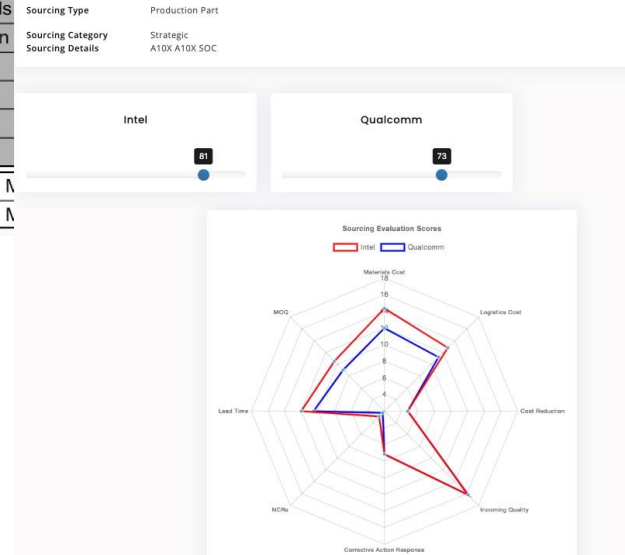
Capability Assessment for New Suppliers



Holistic Sourcing Evaluations



Criterion	Buyer's weighting 1=low, 2=medium, 4=high	Degree of fulfillment 1=low, 2=medium, 4=high	
		supplier A	supplier B
Product technology	4	2	4
Process technology	2	4	2
Acquisition and additional costs	2	2	1
Delivery and payment terms	1	2	4
Service level and delivery reliability	4	2	4
Short lead times in flow of goods			
Capability for custom production			
Capability for joint R&D			
Financial stability			
Importance of buyer rather low			
International support			
Total score (number of points)	81		
100% minus gap	19		



Supplier Development

Supply Base and for Individual Suppliers

Supply Base Development

- Commodity specific supply base awareness
- Multi-sourcing
- Quality Management System Requirement and Audits (IATF 16949, ISO 13485...)
- Supplier Councils
- Training
- Supplier recognition and rewards
- Information sharing systems

Individual Supplier Development

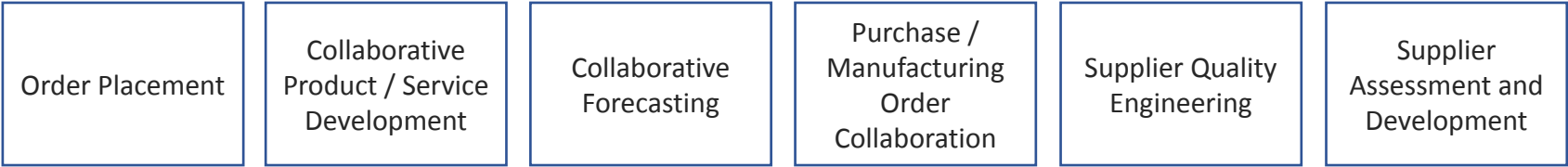
- Tooling and capacity related investments
- Value analysis
- Supplier quality engineering work teams
- Co-location
- Joint improvement activities
- Technology sharing
- Product development collaboration

Supplier Quality Engineering

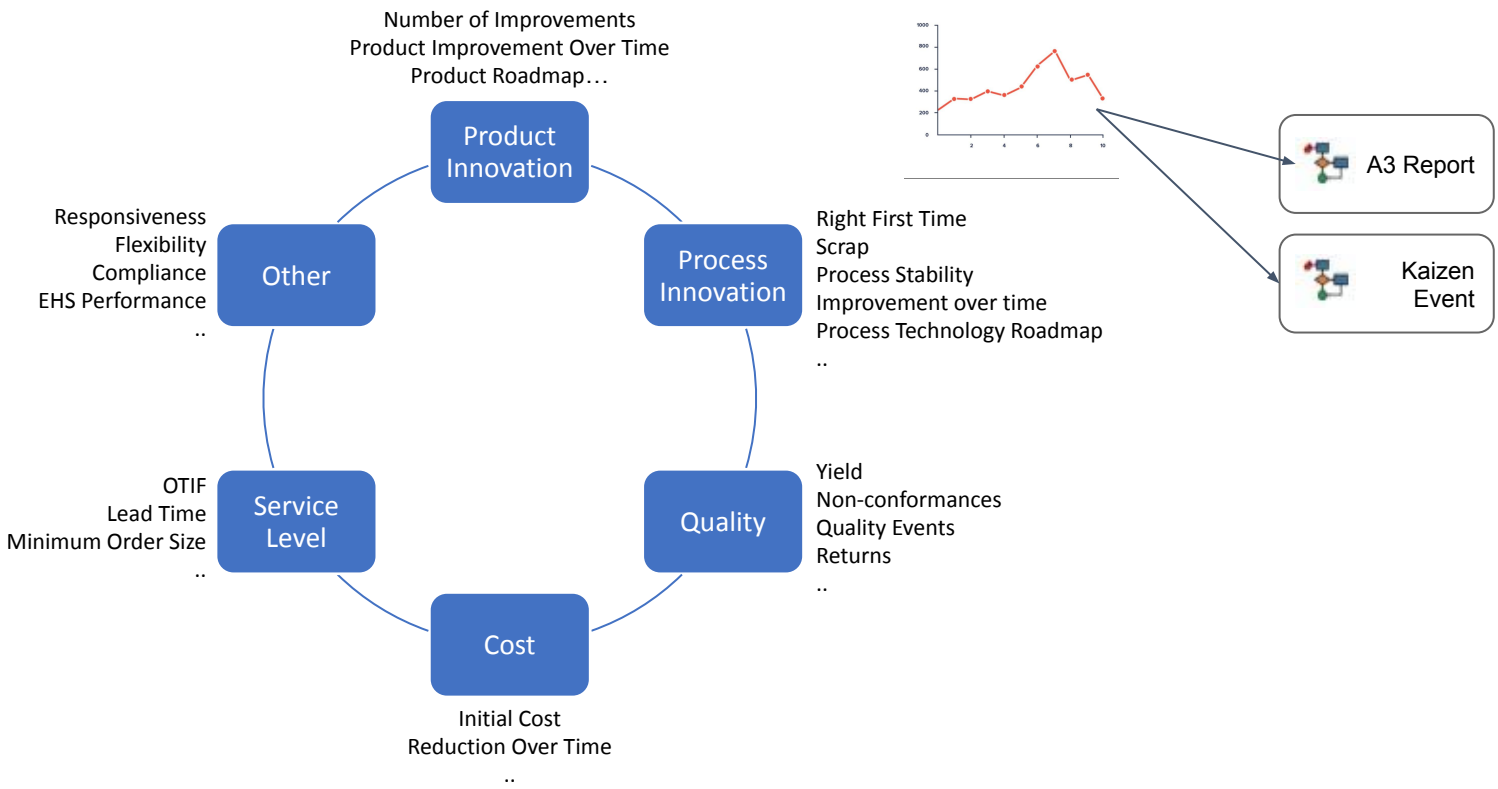
Key Aspect of Supplier Development



Simplify Working with Suppliers On a Day-to-Day Basis



Supplier Performance Reporting and Assessment



Demo

Current
Supply Base
Assessment

New
Supplier
Capability
Assessment

Improving
Supplier
Readiness

Day-to-Day
Collaboration
Made Simple

Supplier
Performance
Reporting and
Assessment

ZFlow – The Swiss Army Knife of Digital Supply Chain Workflow

Do-it-yourself Workflow

Involves Right People at the Right Time

Out-of-the-box Integration to ERP, CRM, Commerce, PLM, Supply Chain systems

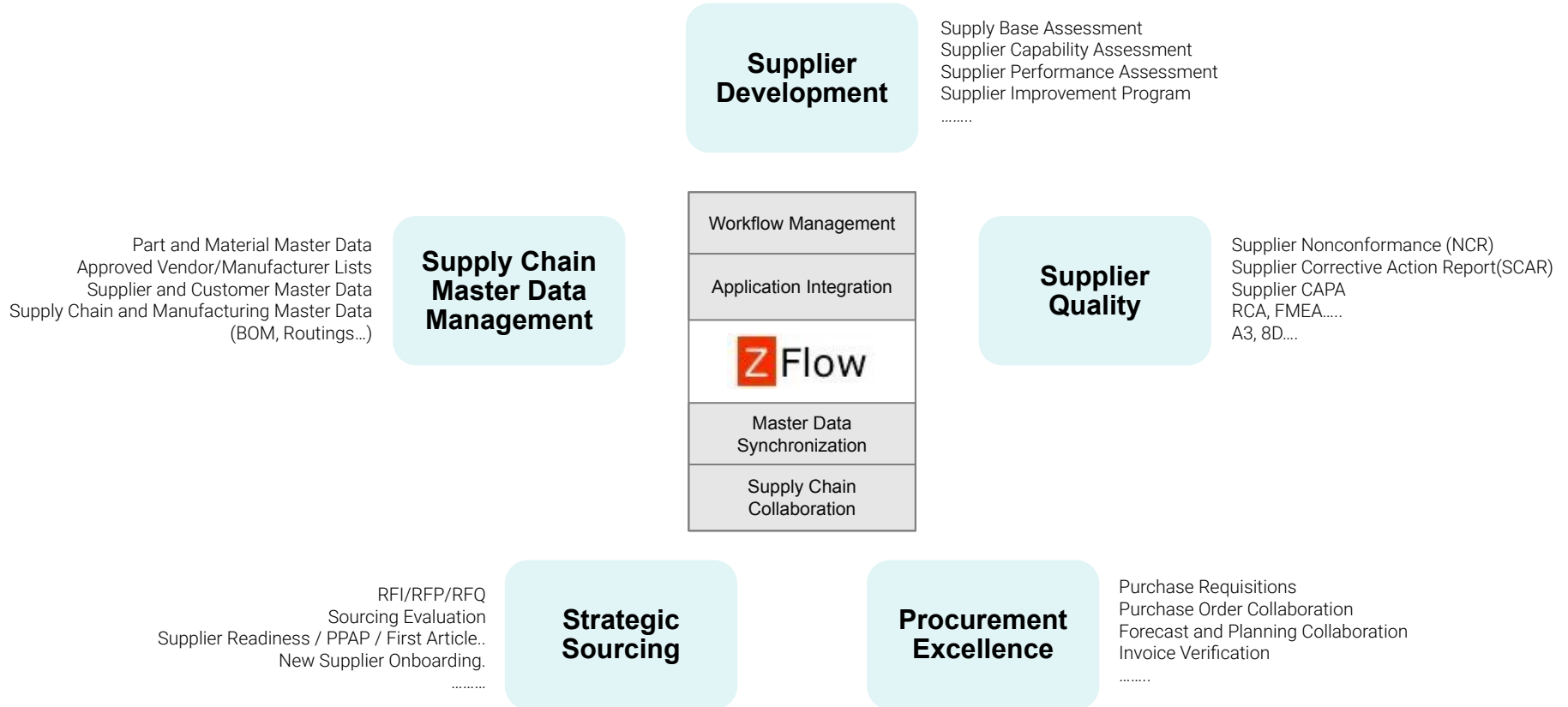
Supply Chain Ready

Zero-code

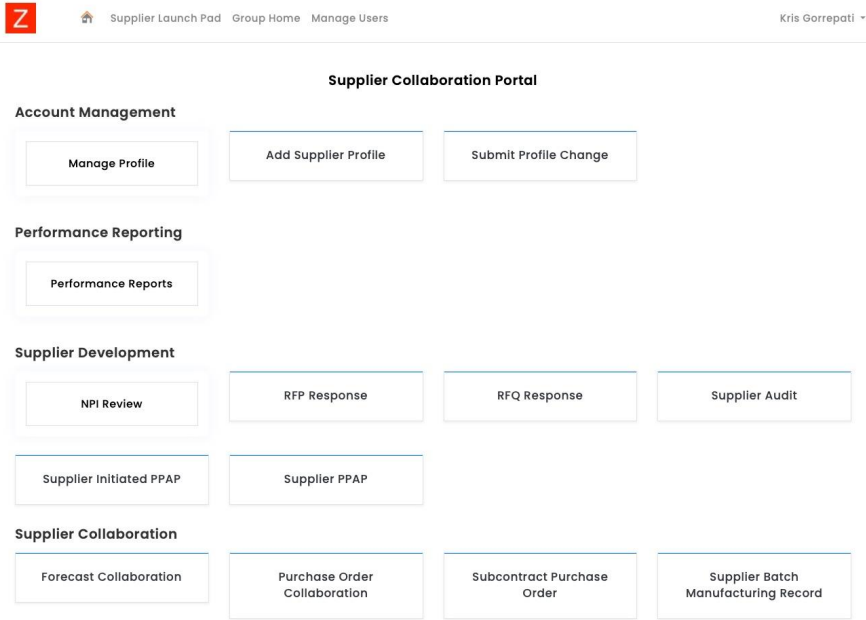
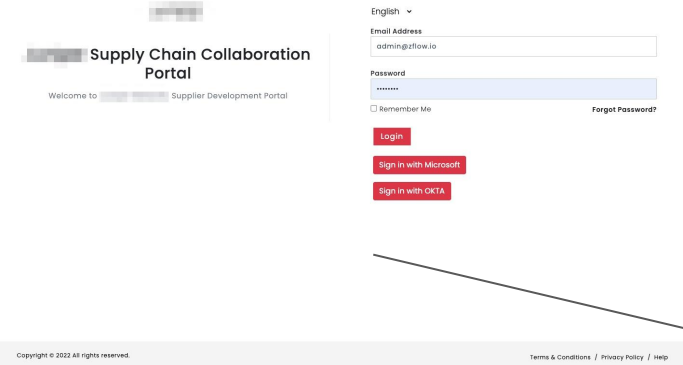
Ready from Day 1



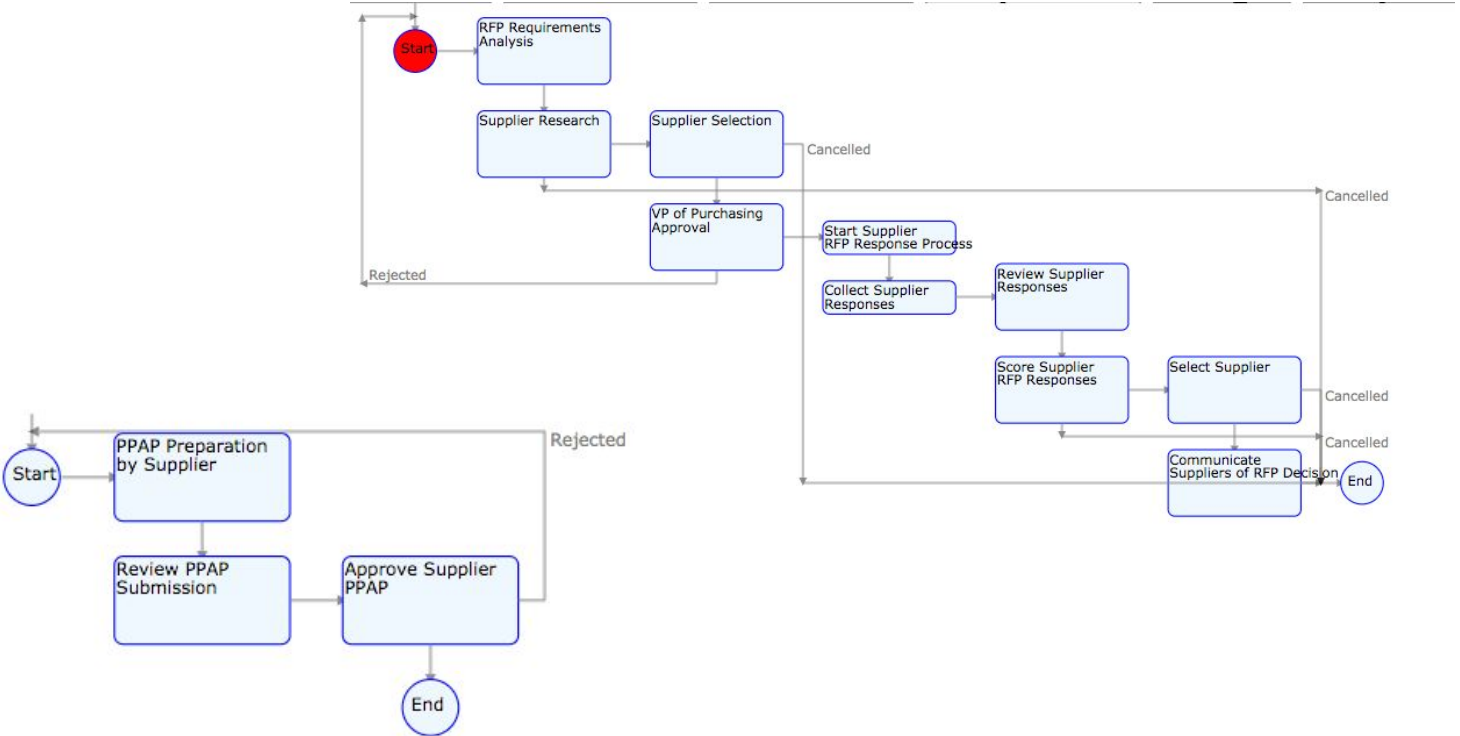
Digital Workflows for “Building A Better Supply Chain”



Easy and Secure Cross-functional Engagement with Existing and Prospective Suppliers





Powerful Do-it-yourself Workflow Design and Execution





Cross-functional Team Collaboration

Z
Roles - Supplier PPAP
✕


New


Edit


Delete



Update Processes


Role Name	Description	From Org	Privileges
<input type="radio"/> Participant			
<input type="radio"/> Design Engineer		No	
<input type="radio"/> Process Admin			
<input type="radio"/> Purchasing Lead		No	
<input type="radio"/> Supplier Representative		No	


Z
Menu


- Administration ▾
- Data Maintenance ▾
- New Process
- Repository ▾
- Reports
- My Profile ▾
- Search ▾
- ZFlow Admin ▾


Organization Structure - Root



Edit



Add Organization



Add Position



Add New User



Export



Rename



Delete



Delete All



Expand All












Users


Open Org

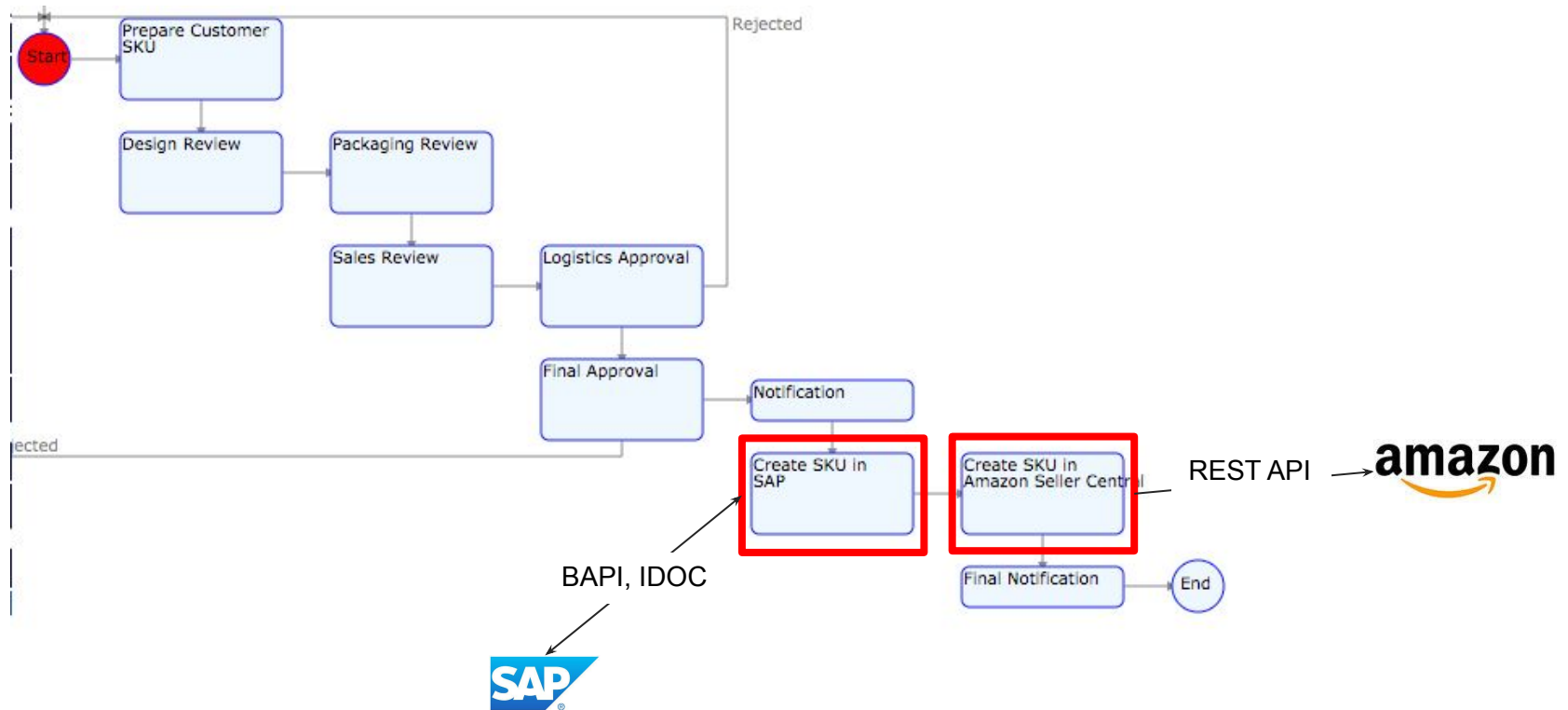

Report


Download


Back

Entity	Type	Person Assigned	Reports To Position
<input type="radio"/>  Root	Organization		
<input checked="" type="radio"/>  ZZ Corp	Company		
<input type="radio"/>  Tezla	Organization		
<input type="radio"/>  CEO	Position	zflow-ceo@mailinator.com ✉	
<input type="radio"/>  VP of Finance	Position	zflow-vp-finance@mailinator.com ✉	
<input type="radio"/>  VP of Manufacturing	Position		
<input type="radio"/>  Fremont Plant	Division		
<input type="radio"/>  Plant Manager	Position		
<input type="radio"/>  Giga Factory	Division		
<input type="radio"/>  Z Lab	Organization		

Seamless Systems Integration



Demo

Current
Supply Base
Assessment

New
Supplier
Capability
Assessment

Improving
Supplier
Readiness

Day-to-Day
Collaboration
Made Simple

Supplier
Performance
Reporting and
Assessment

Summary

- ❑ *Proven success in many industries*
- ❑ *Easy to adopt and loved by users*
- ❑ *Easy to get started*

[Test Drive ZFlow](#)

[Free Proof-of-concept](#)

[Free Pilot](#)

For More Information

<https://www.zflow.io>

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