

Build A Better Supply Chain

Digital Workflow for the Modern Supply Chain

April 13th, 2023, 8 - 9 AM PST

Agenda

- Brief Intros
- Building A Better Supply Chain
- Demonstration
- Case Study
- 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)

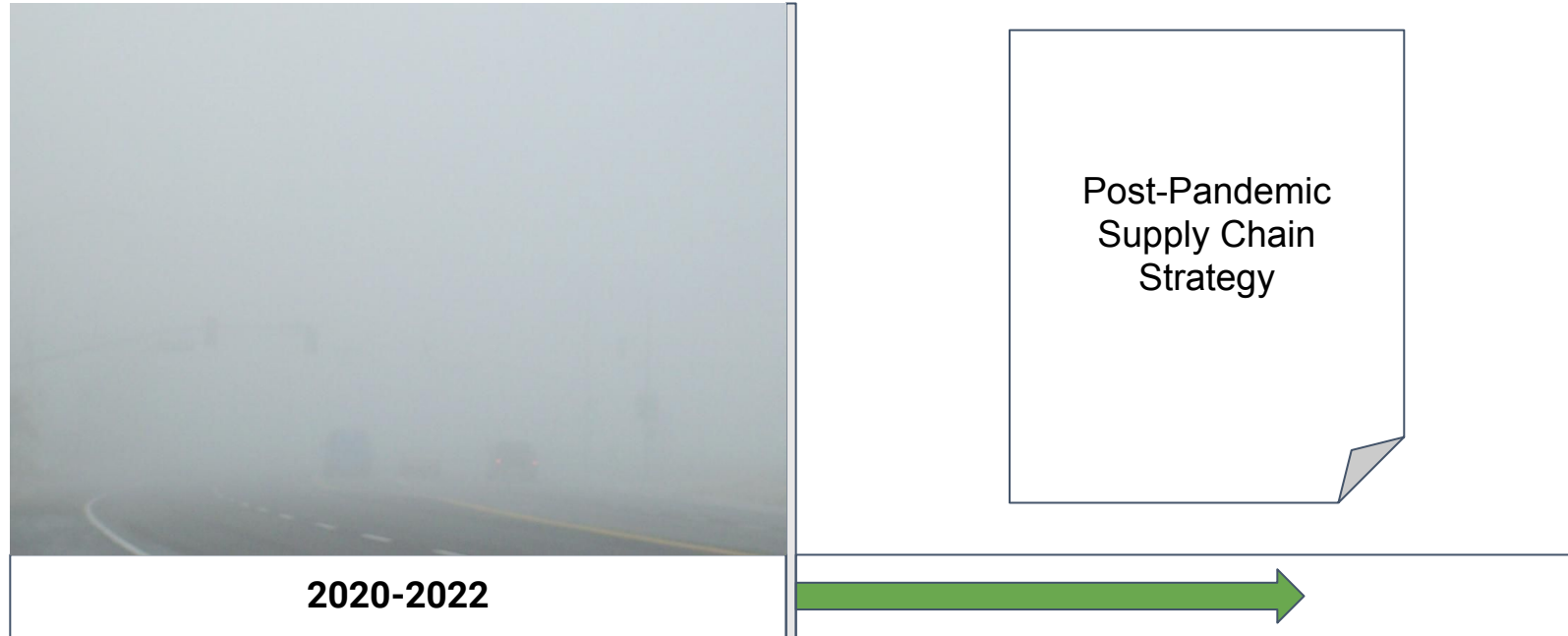
Panelists

Justin Williams
Edgewell

Kris Gorrepati
Cambrian Lab

Manish Mathur
Cambrian Lab

We are in the Post-Pandemic Supply Chain Era



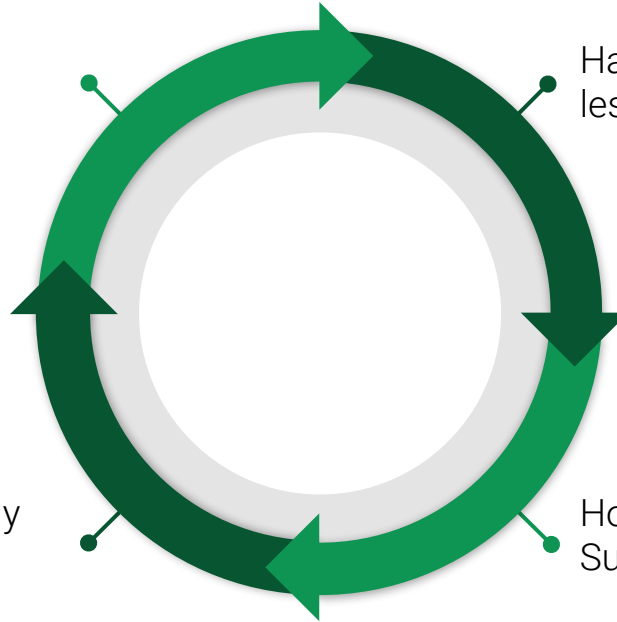
Big Questions on the minds of Supply Chain teams

What are the lessons learned from the last 3 years

Has the organization absorbed the lessons learned

Are we taking care of our Supply Chain teams

How will we do if there is another Supply Chain crisis

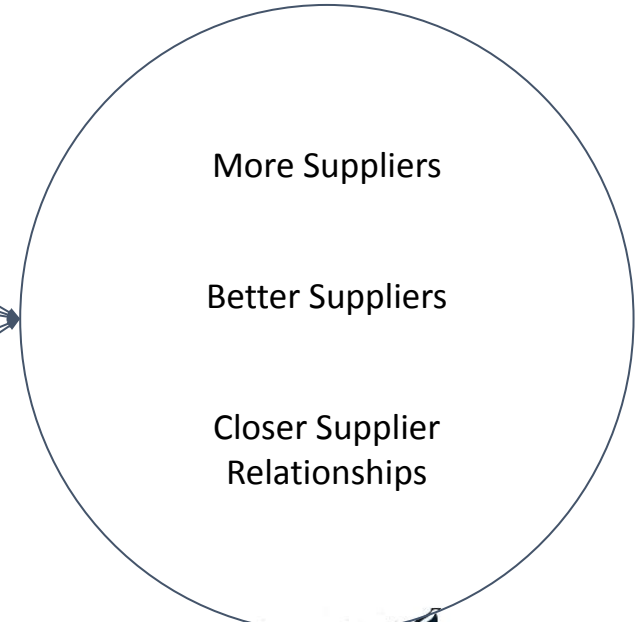


Lessons Learned

- Increased Need for Global and Local Supply Chains
- Know Your Supply Chain
- Better and Closer Supplier Relationships
- Different Inventory Strategy (in some cases)
- Increased Need for Cross-functional and Supplier Collaboration
- Plan, Design and Test Alternatives

Most Lessons Point to the need for More Suppliers, Better Suppliers, and Closer Supplier Relationships

- Increased Need for Global and Local Supply Chains
- Know Your Supply Chain
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Your Supply
Chain Team

Strategic Value of Building A Better Supply Chain



All Purchasing Needs are Not Equal

Strategic

- Right supplier is key to program/company success
- High Value
- Complex Specifications
- Quality and timeliness are essential
- Cross-functional collaboration needed

Non-strategic

- Not essential for program/company success
- Specifications are not complex
- Supplier selection is simpler

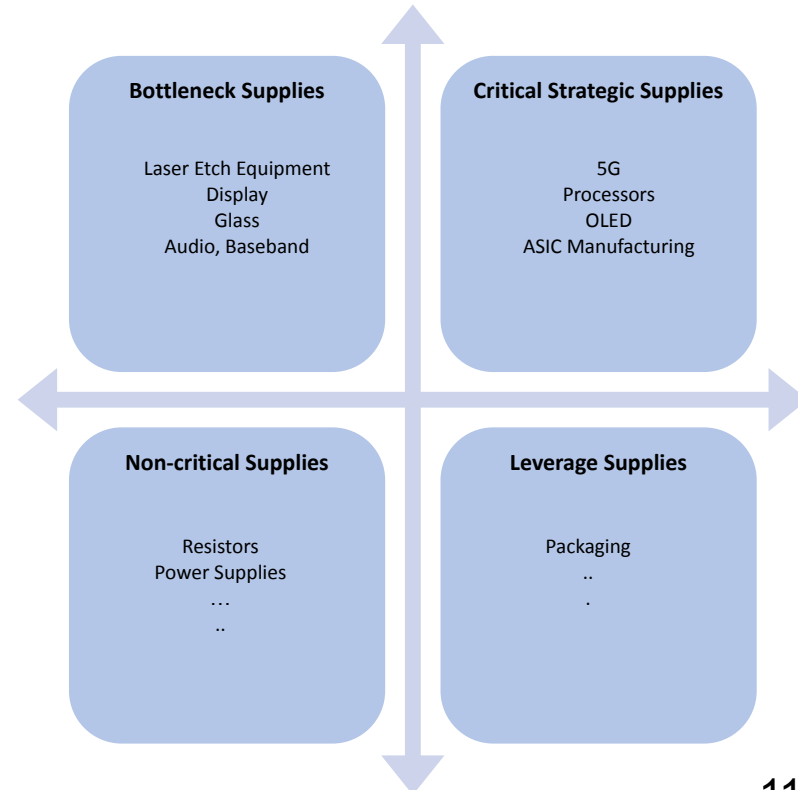
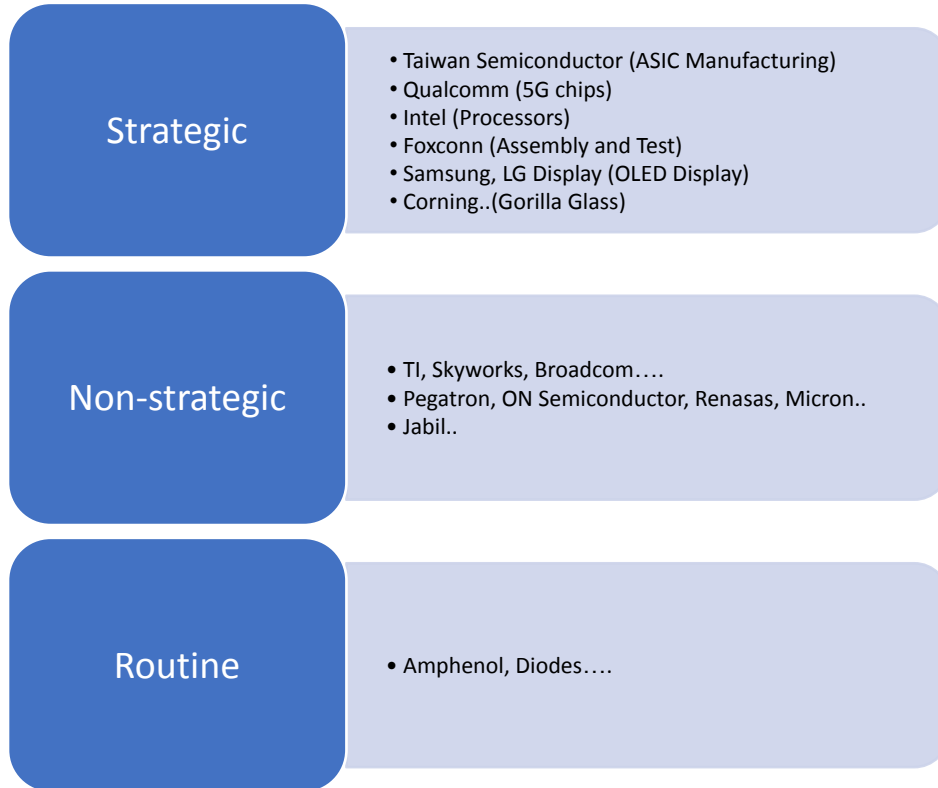
Routine

- Low value and standard goods
- Specified good and agreed price
- Streamline ordering and payment procedure
- Use of E-Commerce

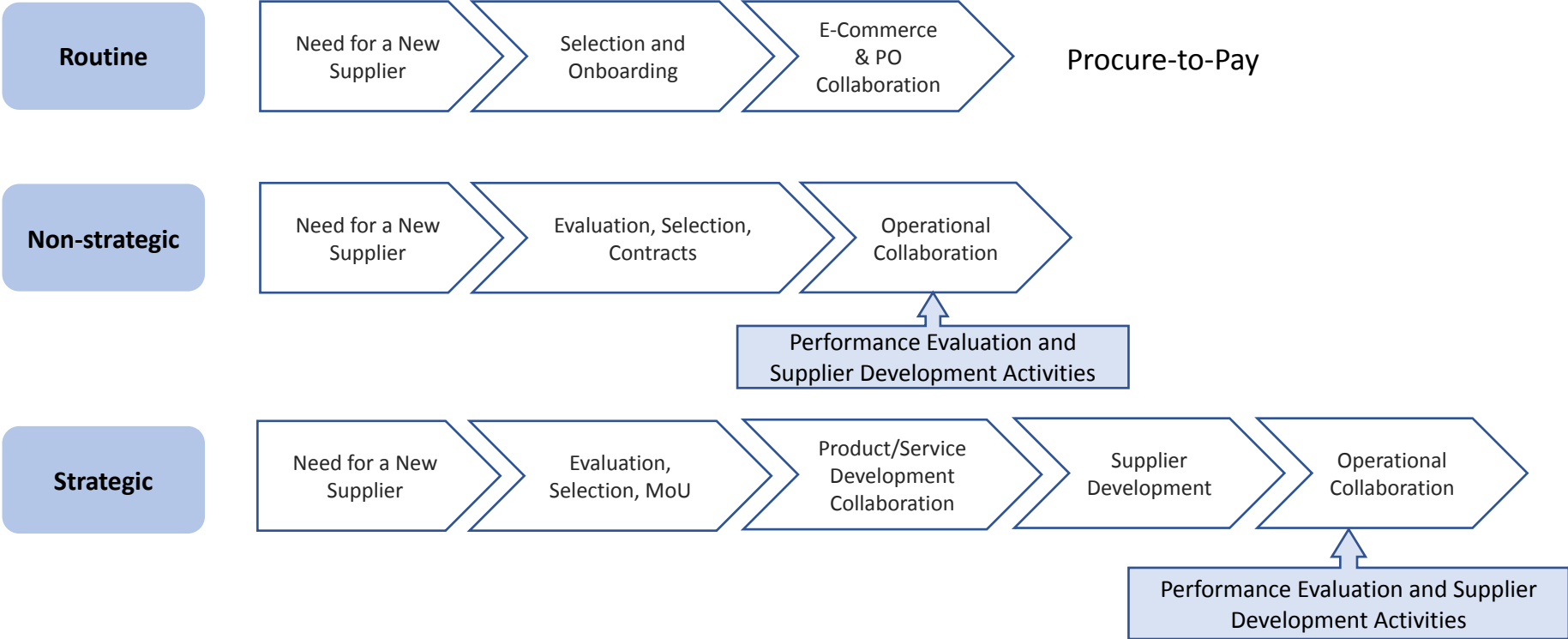
Figure 1
Commodity Portfolio Matrix

		Development Warranted	
High-Opportunity, Higher-Risk Commodities	Bottleneck Supplies	Critical Strategic Supplies	
	<ul style="list-style-type: none"> • Substitution difficult • Monopolistic markets • High entry barriers • Critical geographic or political situation 	<ul style="list-style-type: none"> • Strategically important • Substitution or alternate supplier difficult to find • Of major importance for purchasing overall 	
Low-Opportunity, Lower-Risk Commodities	Noncritical Supplies	Leverage Supplies	
	<ul style="list-style-type: none"> • Availability adequate • Standard specifications of goods and services • Substitution possible 	<ul style="list-style-type: none"> • Availability adequate • Alternative suppliers available • Standard product specifications • Substitution possible 	
	Low-Volume Purchases	High-Volume Purchases	

Fictitious but Illustrative Example



Varying Levels of Effort and Engagement



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



Effect

Root cause

New Product Launch Failure

Poor E-commerce Performance

High Sales Operations Cost

Poor Supply Chain Performance

Poor Product and Service Quality

Supply Chain Disruption

High Warranty Cost

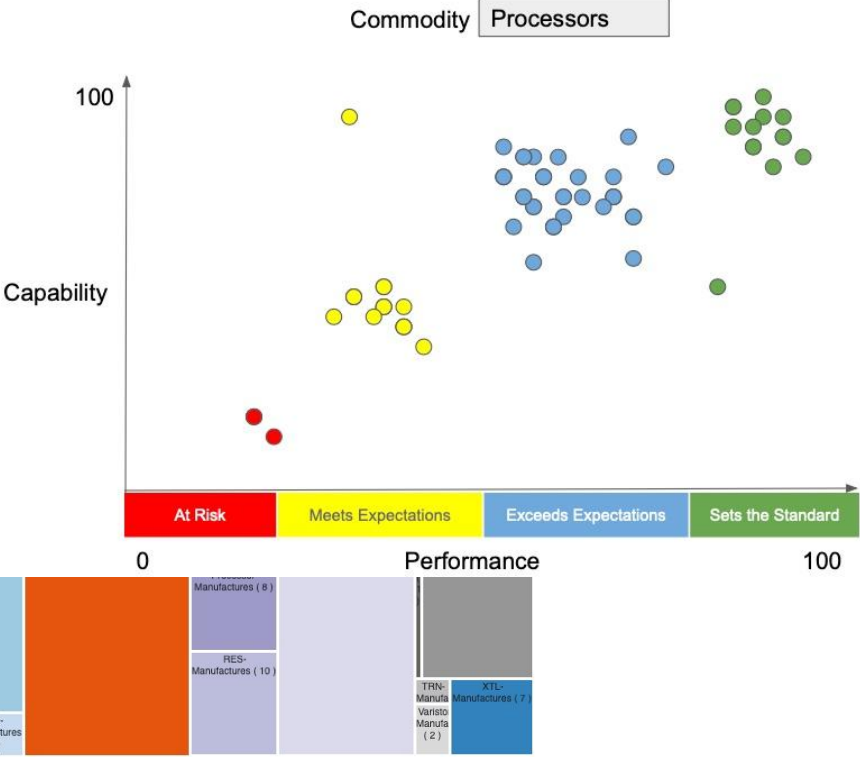
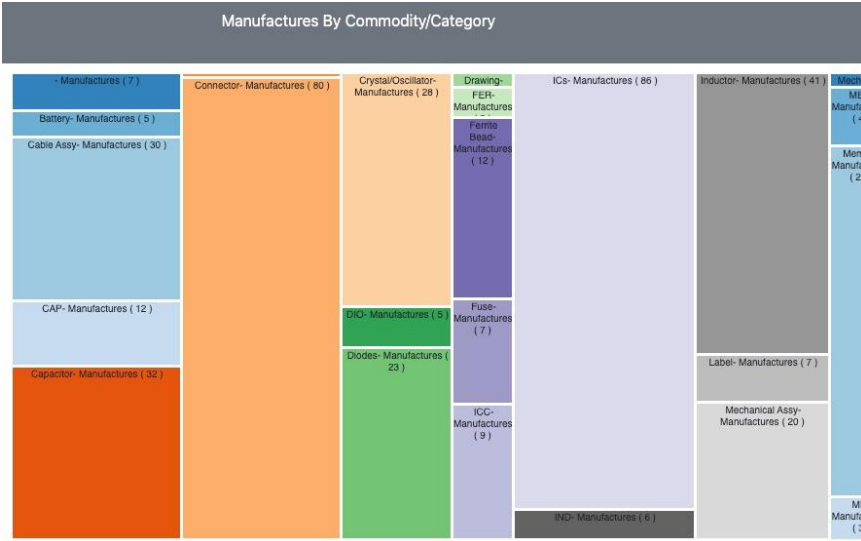
Lost Sales

Uniformly bad consequences

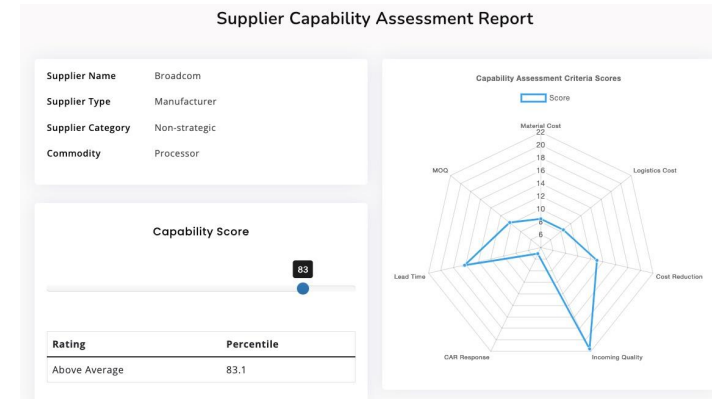
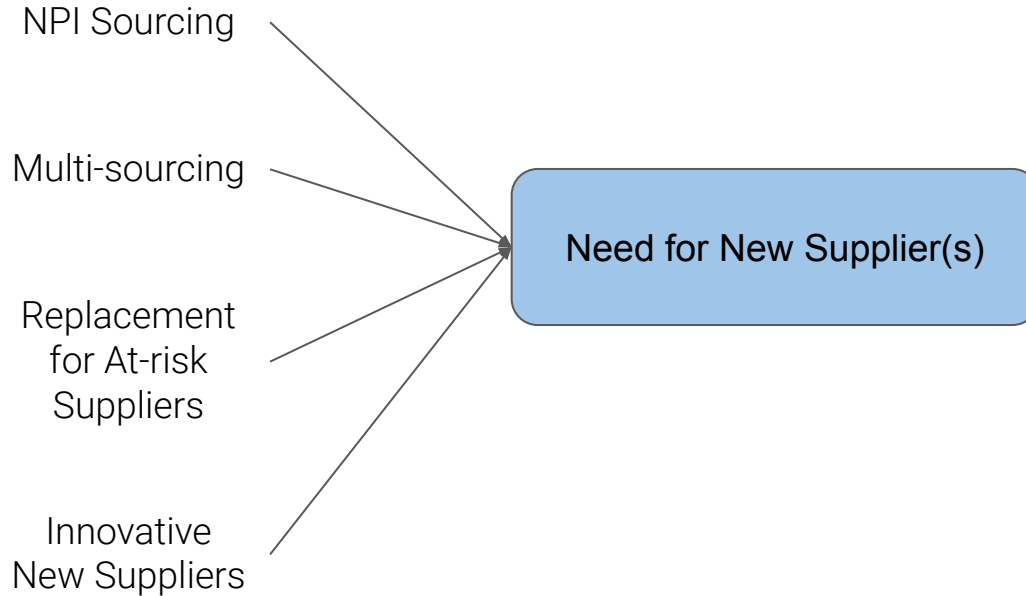
- Nothing exists in most cases
- Lack of organizational and cross-functional support
- Lack of Supplier Engagement
- Poorly designed solutions

Framework and processes are poorly supported

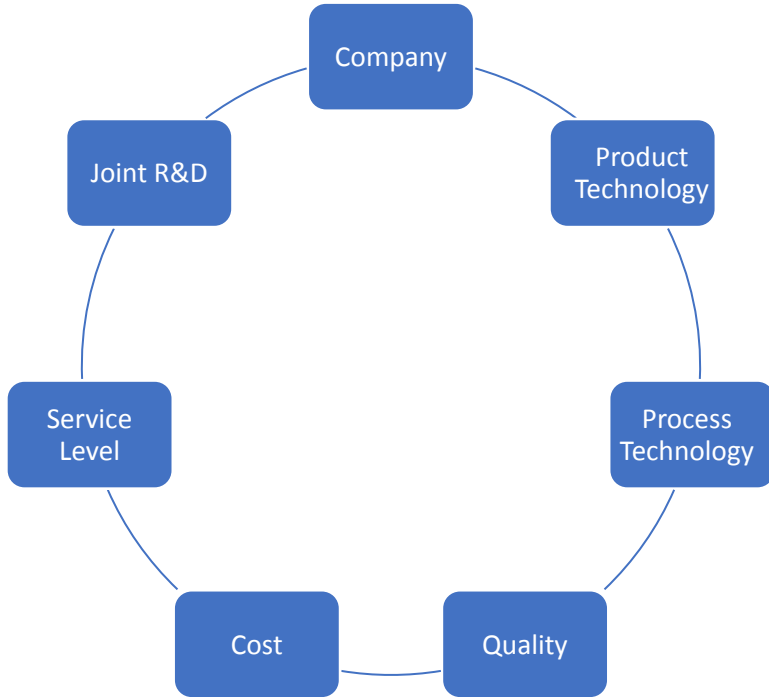
Assessment of Current Supply Base



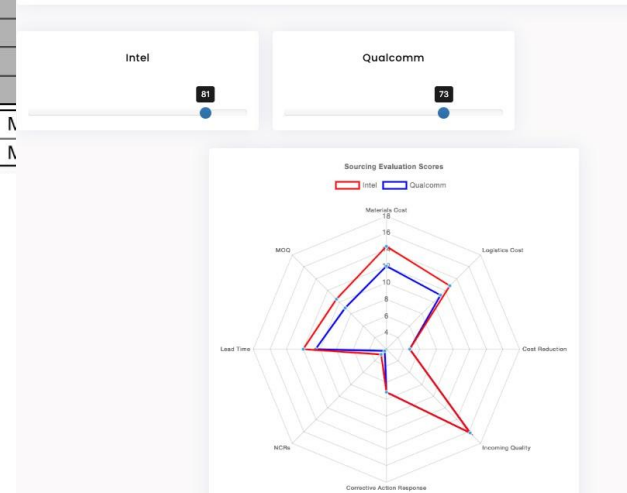
Capability Assessment for New Suppliers



Holistic Supplier Capability and 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		Sourcing Type: Production Part	
Capability for custom production		Sourcing Category: Strategic	
Capability for joint R&D		Sourcing Details: A10X A10X SOC	
Financial stability			
Importance of buyer rather low			
International support			
Total score (number of points)	100		
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

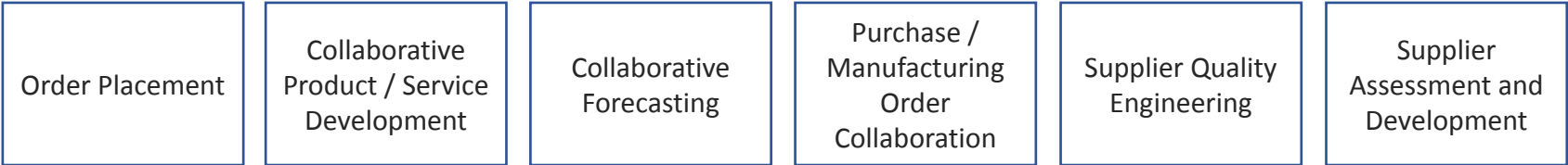
- Tooling and capacity related investments
- Value analysis
- Supplier quality engineering work teams
- Co-location
- Joint improvement activities
- Technology sharing
- Product development collaboration

Supplier Quality Engineering

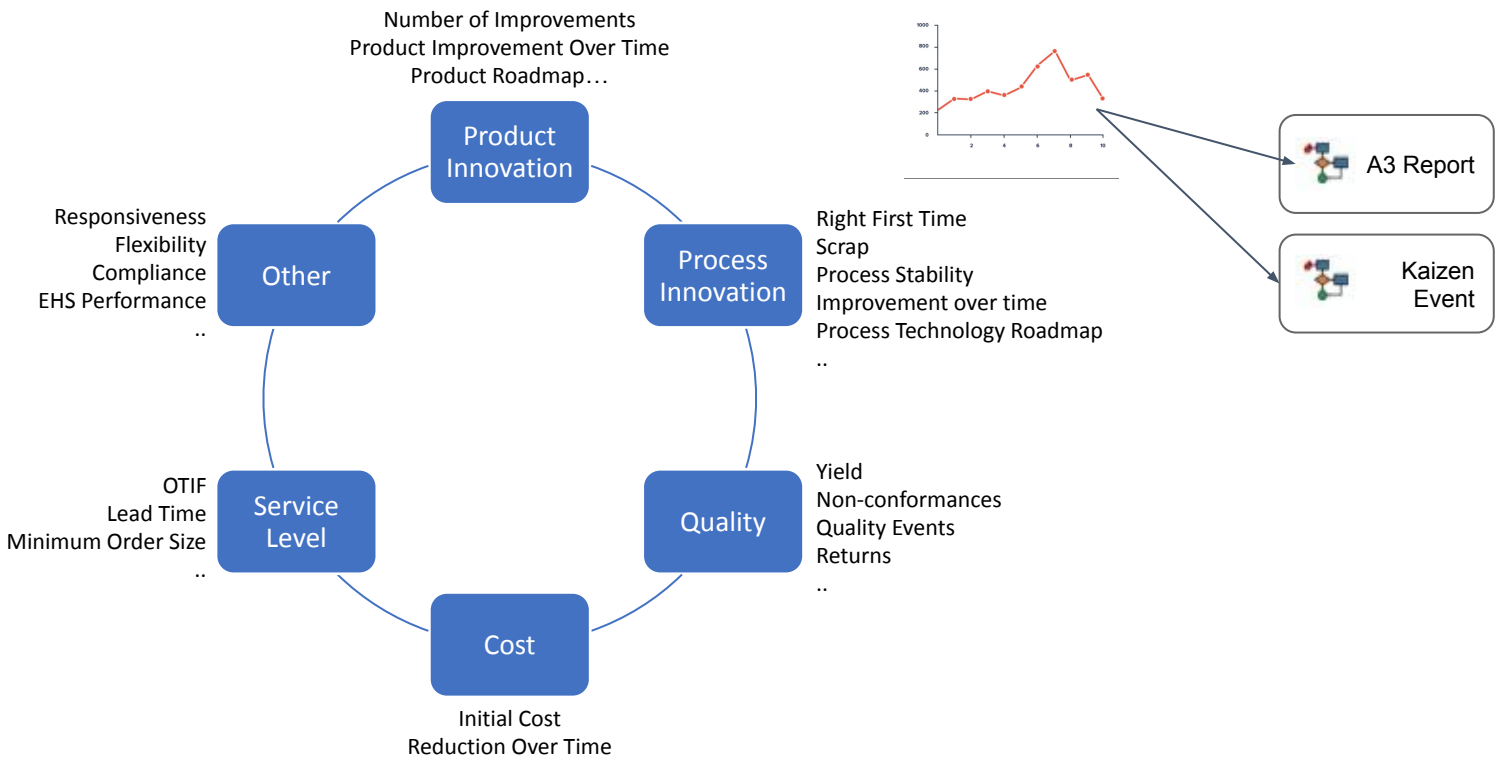
Key Aspect of Supplier Development



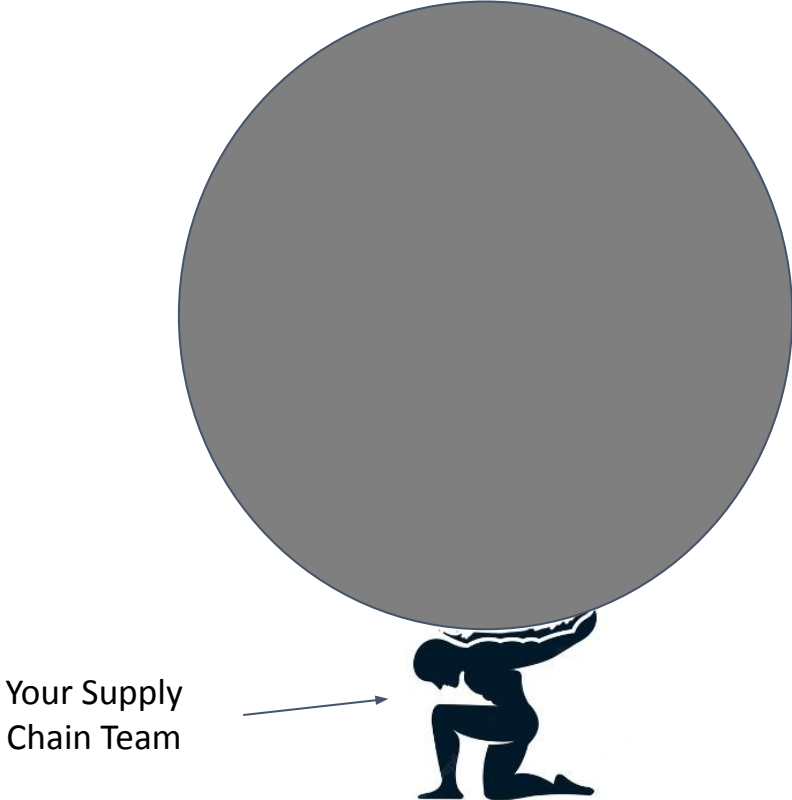
Simplify Working with Suppliers On a Day-to-Day Basis



Supplier Performance Reporting and Assessment



It's All Good, But can your Supply Chain Team do it Without Help



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

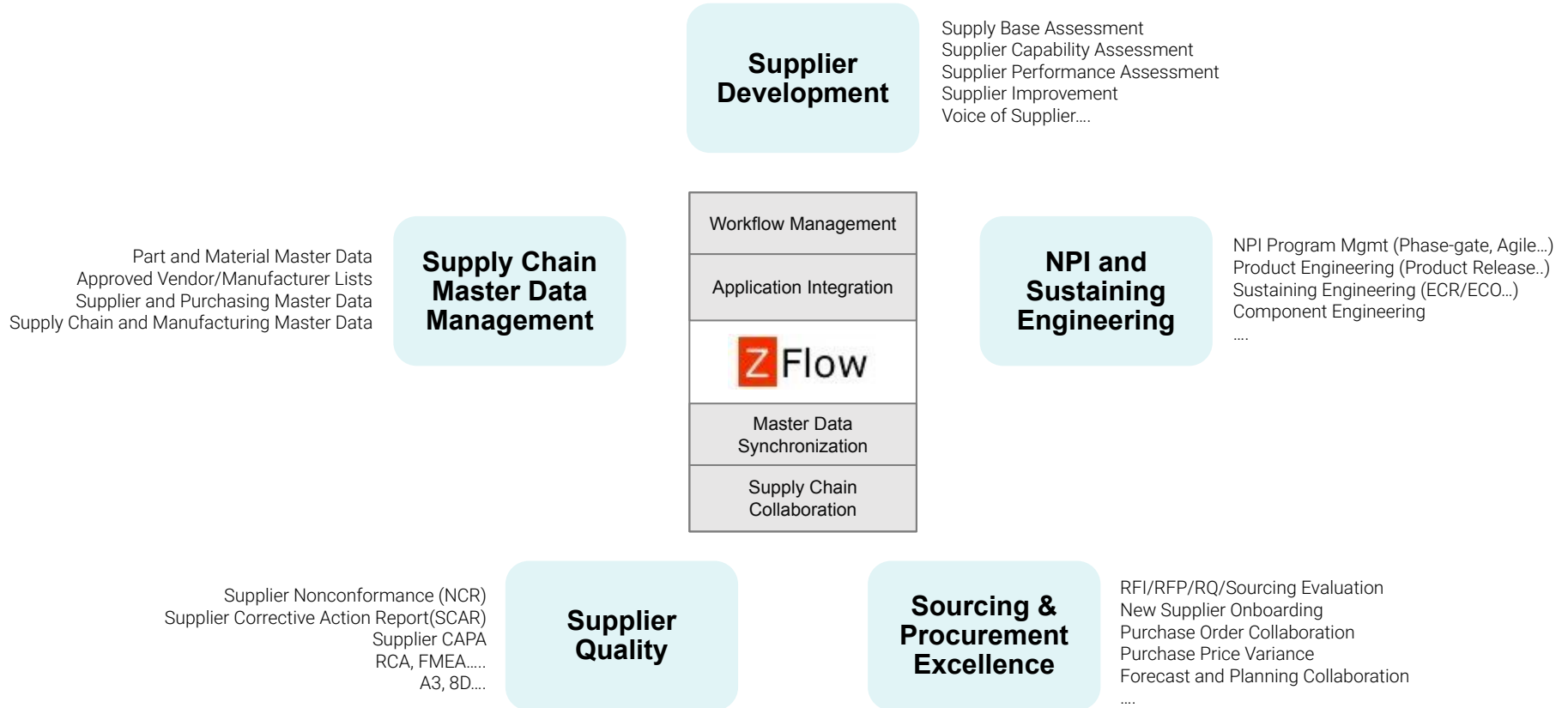
Supply Chain Ready

Zero-code

Ready from Day 1



Digital Workflows for “Building A Better Supply Chain”



Demo

Current
Supply Base
Assessment

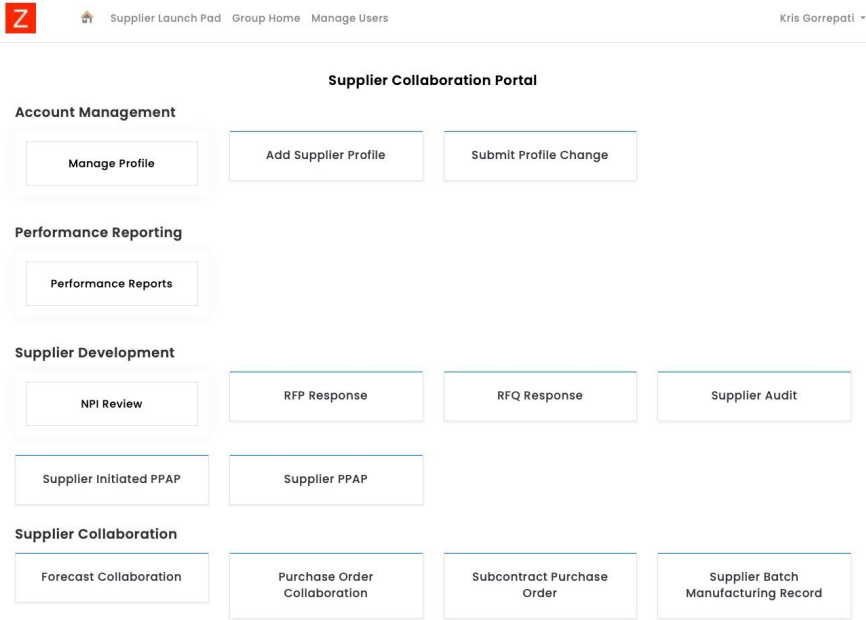
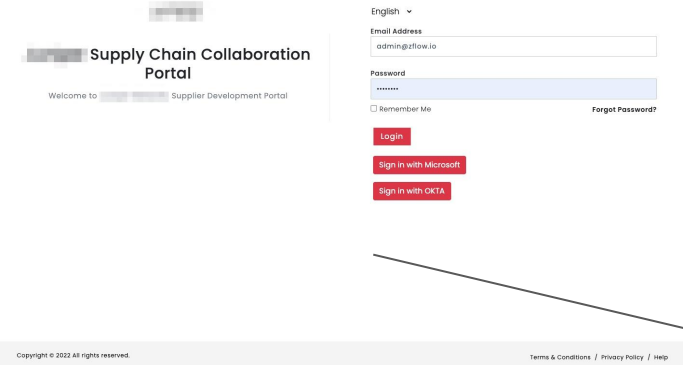
New Supplier
Capability
Assessment

Improving
Supplier
Readiness

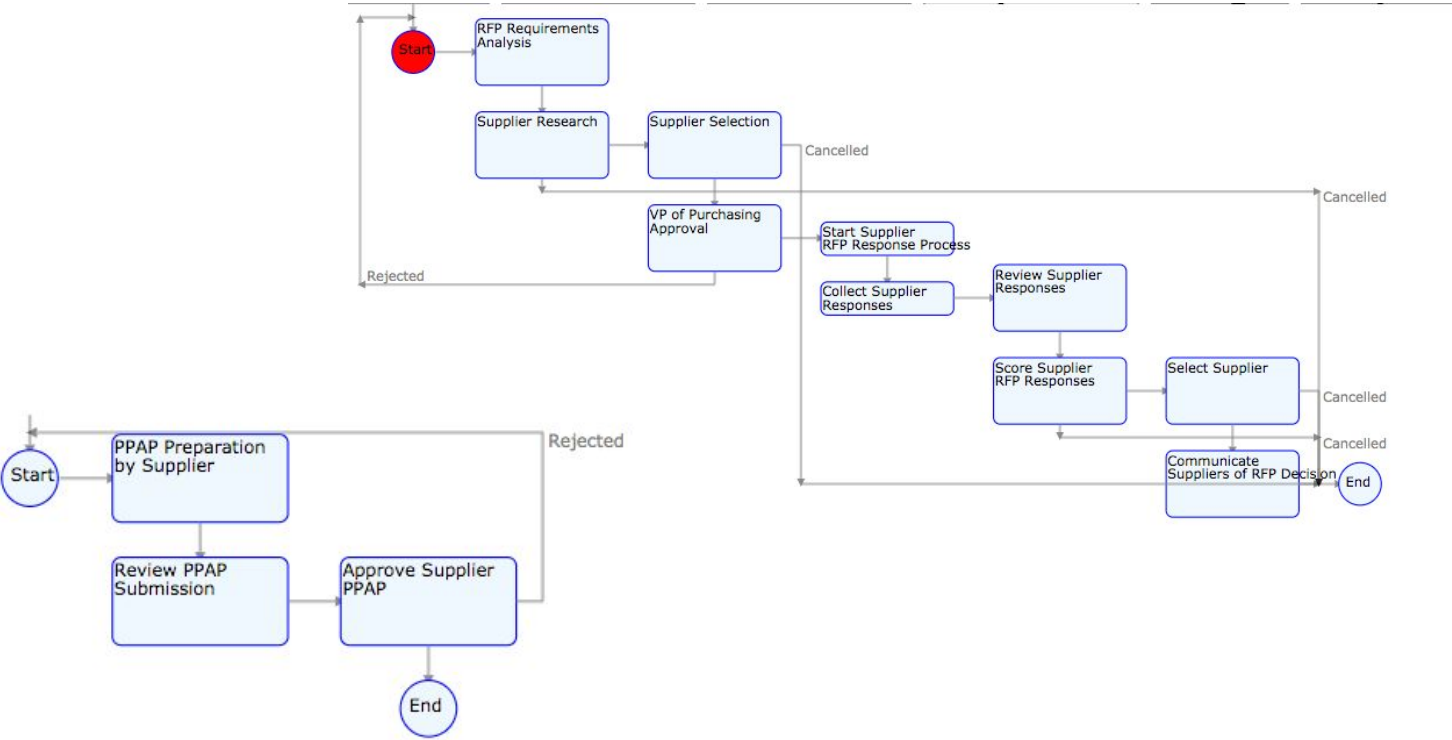
Day-to-Day
Supplier
Collaboration
Made Simple

Supplier
Performance
Reporting and
Assessment

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

Participant


Menu


Z


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


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		


Organization Structure - Root



Edit



Add Organization



Add Position



Add New User



Export



Rename



Delete



Delete All



Expand All












Users


Open Org

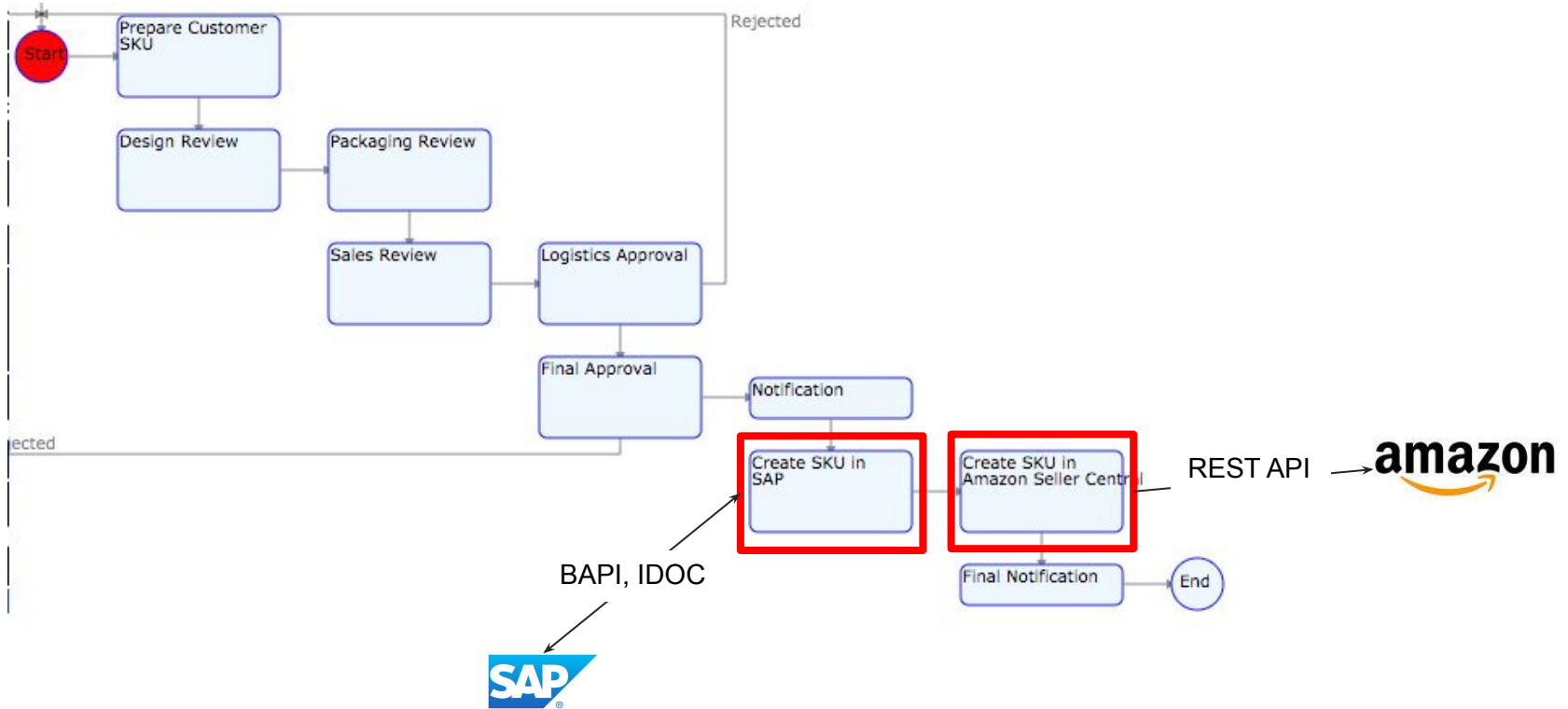

Report


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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



Summary

- Proven success in many industries*
- Easy to adopt and loved by users, supply chain teams and suppliers*
- Easy to get started*

[Test Drive ZFlow](#)

[Free Pilot](#)

For More Information

<https://www.zflow.io>

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