

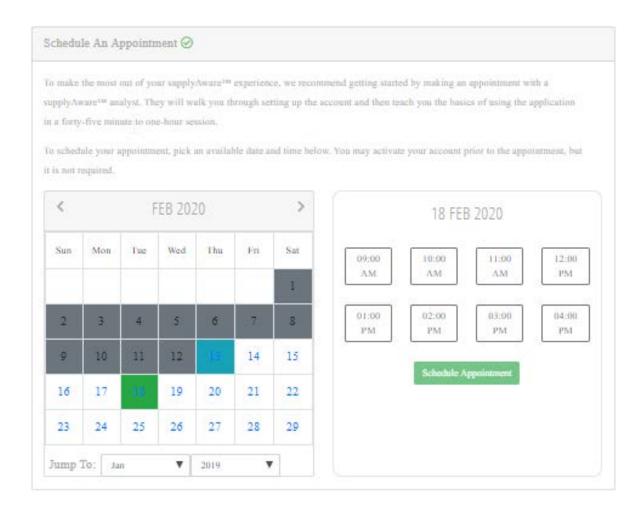
ONBOARDING

ENGAGEMENT -SCHEDULE AN APPOINTMENT

The first of three options for suppliers to engage is to schedule an appointment with an onboarding specialist.

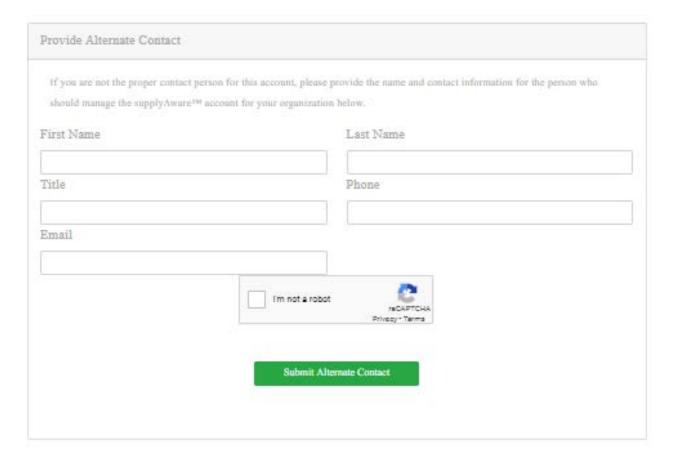
The specialist will:

- Confirm Contact Information
- Get the supplier logged in and review their manufacturing sites
- Explain the next steps and value proposition
- Schedule a demonstration



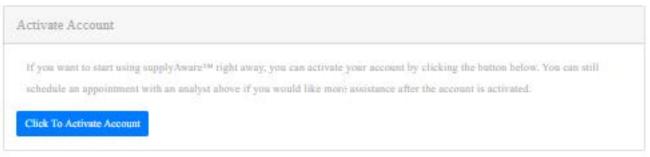
ENGAGEMENT – PROVIDE AN ALTERNATE CONTACT

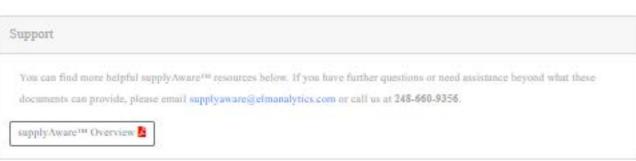
If the contact provided by the manufacturer isn't the responsible party, they have the opportunity to easily provide an alternate contact.



ENGAGEMENT – ACTIVATE ACCOUNT

Some suppliers will want to engage immediately. They are able to activate their account right away and reach out for support and training as needed.



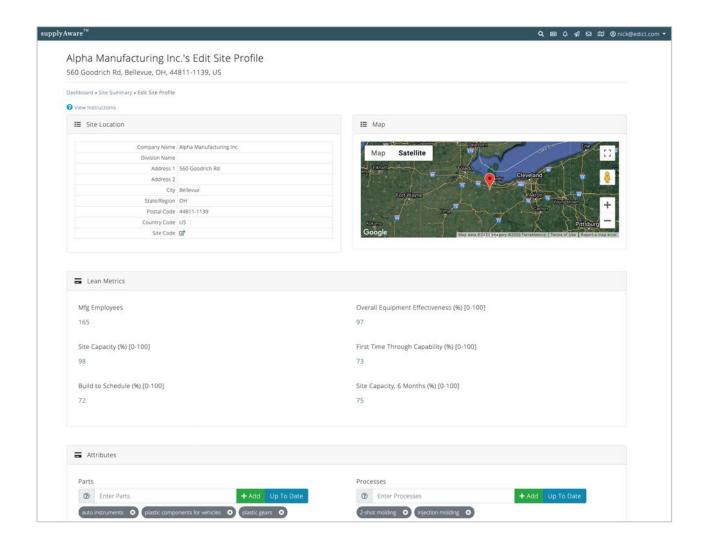


SITE PROFILE

As part of the onboarding conversation with ELM's engagement team, the supplier will be asked to update their profile.

This profile includes publicly available information such as:

- Number of Manufacturing Employees
- Plant Size
- High-level Lean Metrics
- Parts Manufactured, Processes Employed, and Materials Consumed
- Shift Patterns



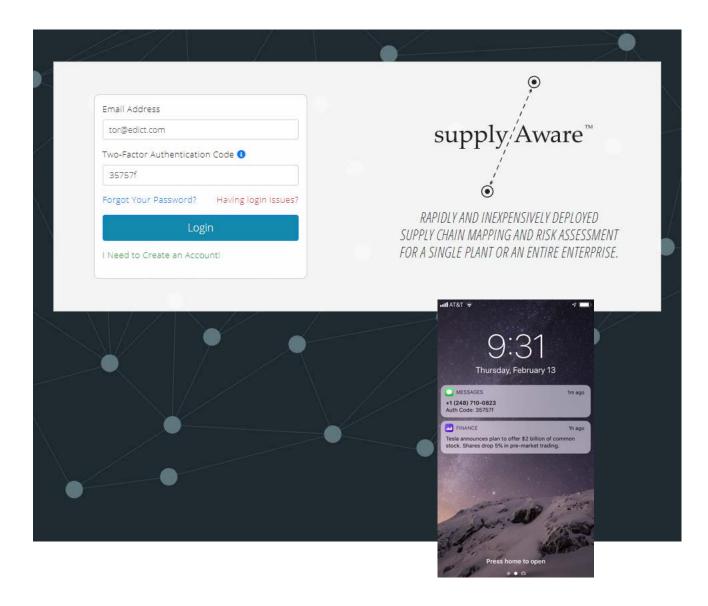
UPLOAD & AUGMENTATION

SECURE LOGIN WITH TWO FACTOR AUTHENTICATION

The front door of supplyAware™ is guarded by mandatory two-factor authentication.

Each time a user logs into the system, they are required to provide an authentication code provided in real time.

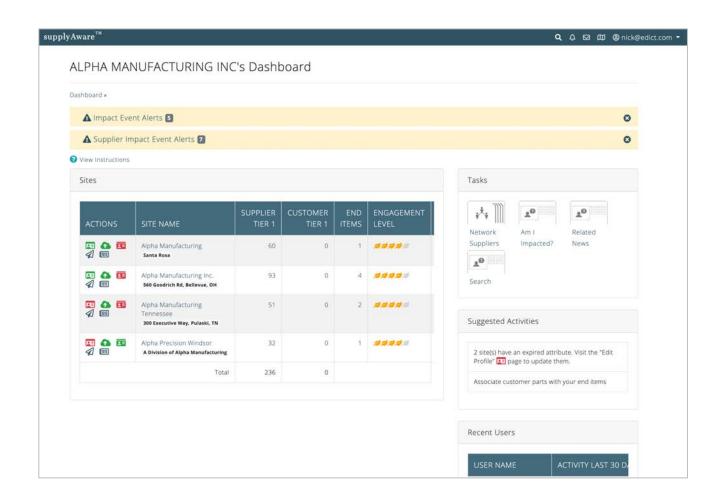
A user can choose an email or mobile text message to receive the code.



MANAGING A NETWORK OF MANUFACTURING SITES

Each supplyAware™ account supports multiple manufacturing sites.

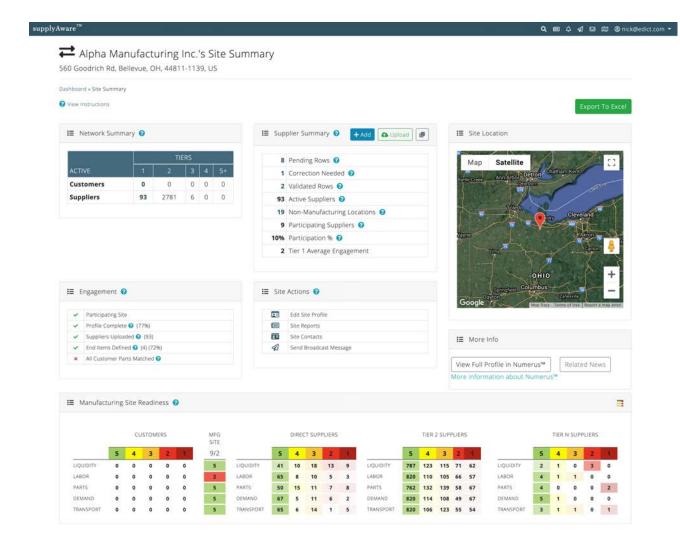
A supplier will be encouraged to bring their entire network of manufacturing operations into the system, not just those servicing the customer requesting their engagement.



MANUFACTURING SITE DASHBOARD

On the site dashboard, manufacturers can monitor the health of their underlying supply chain. They can oversee:

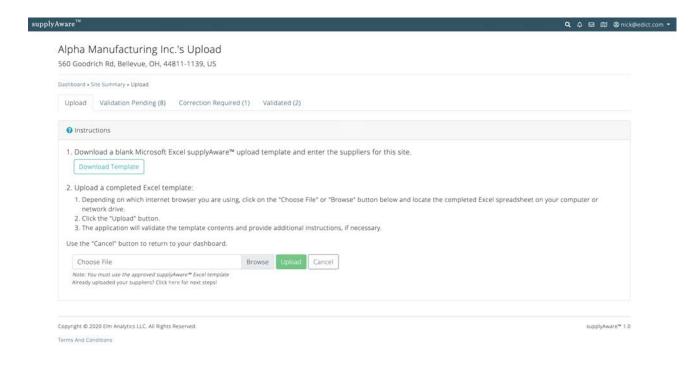
- Direct and Sub-tier Supplier
 Participation
- Events directly and indirectly impacting their manufacturing site
- The status of the effort to onboard their direct suppliers.
- Their site's public profile.



UPLOADING SUPPLIER LIST

A manufacturing site uploads its direct supplier list through a simple Excel template.

Larger enterprises can make arrangements for bulk uploading supplier lists against an aggregate of sites.



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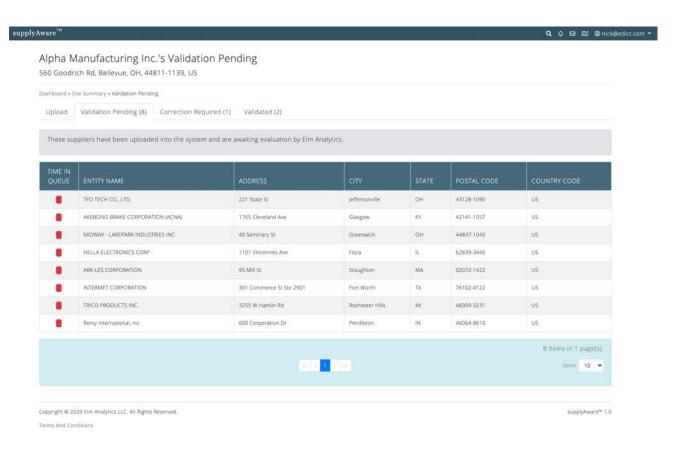
SUPPLIER VALIDATION

Once uploaded, supplier's lists are placed in a queue for processing by ELM.

ELM will verify the existence of each site, confirm that it is manufacturing operation, geocode the location, and augment the profile.

Once the supplier has been added the active supplier list for a customer, ELM reaches out to engage the site.

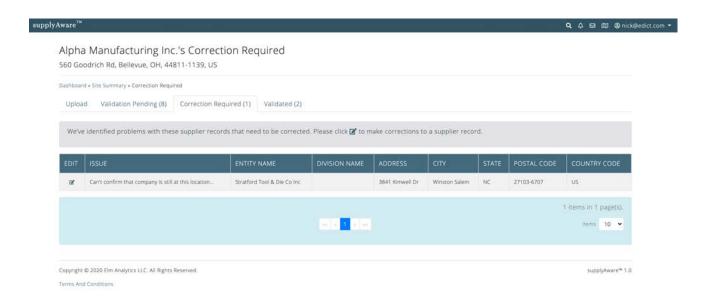
The process continues throughout the original customer's supply chain.



SUPPLIERS REQUIRING CORRECTION

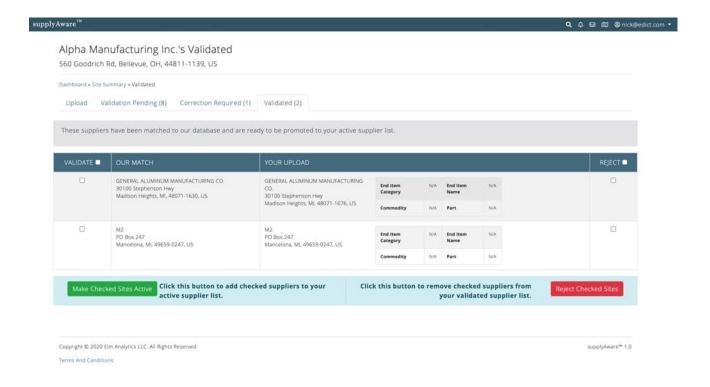
In a few cases, ELM is unable to confirm that the site exists or has evidence that it is a non-manufacturing facility.

If ELM can't resolve these issues from its internal database, it brings the case to the customer's attention.



APPROVING VALIDATED SUPPLIERS

After the record has been validated, the customer is given the opportunity to confirm updates and to promote the supplier to their site's active supplier list.

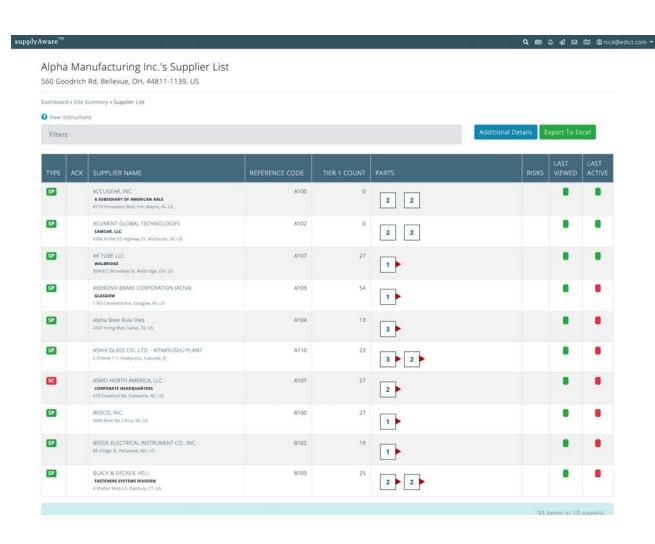


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ACTIVE SUPPLIERS

The manufacturing site can review a list of all active suppliers with:

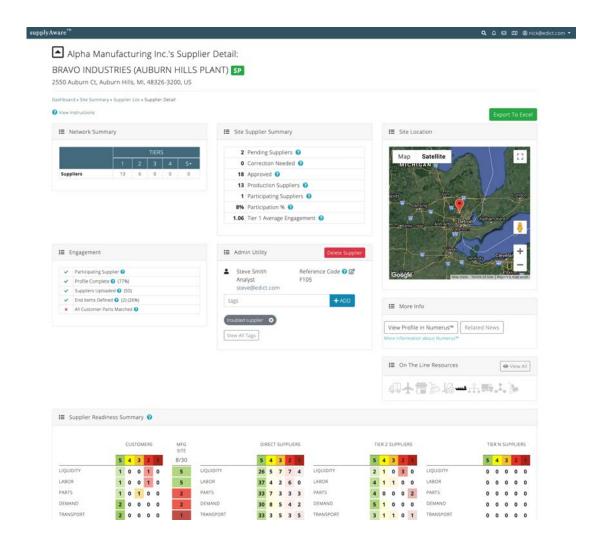
- Supplier Acknowledgement
- Parts Provided
- End Items Supported
- Engagement Level
- Direct Supplier Count
- Average Direct Supplier Engagement



SUPPLIER PROFILES

Drilling in, each supplier profile allows the manufacturing site to monitor:

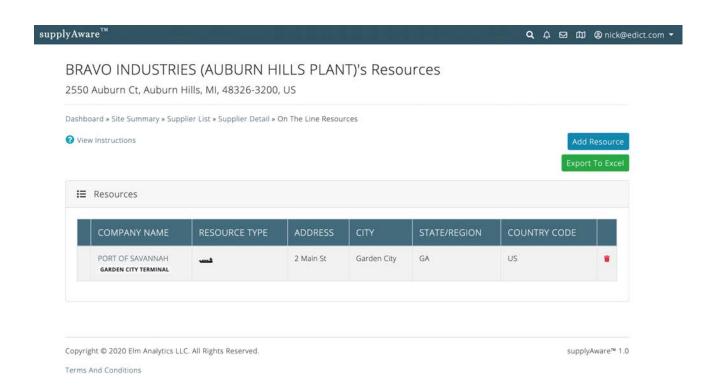
- The supplier's level of engagement
- The size of the supplier's underlying supply chain
- The progress the supplier is making on engaging its own direct suppliers
- Parts provided by the supplier
- Events impacting the supplier
- On-the-line resources employed by the supplier such as ports, warehouses, etc.



ON THE LINE RESOURCES

On the line resources are entered by the manufacturing site or the supplier and are used to track facilities in between the customer and supplier that can interrupt the flow of goods. Examples include:

- Ports
- Warehouses
- Customs Warehouses
- Sequencing Facilities
- Transmodal Gateways or Hubs

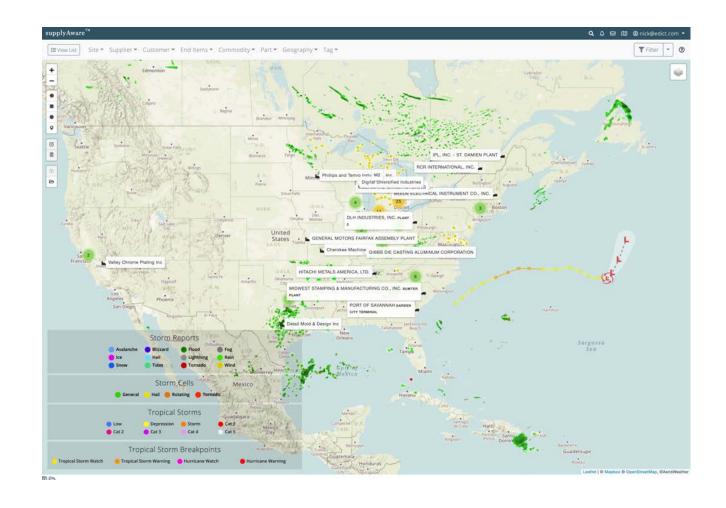


MAPPING

MAPPING SUPPLIERS WITH WEATHER AND OTHER END POINT DATA

There is a rich mapping tool with meteorological and economic end point data in user-selectable layers.

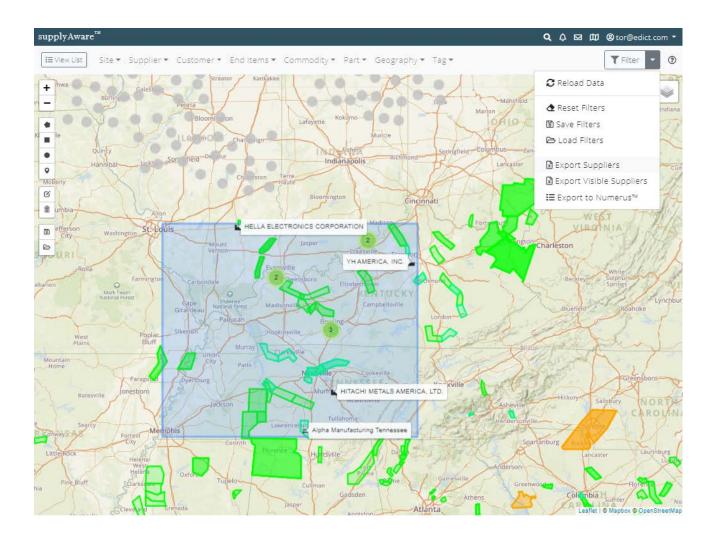
Weather data is updated in real time and can used by the manufacturing to assess the impact of evolving events on their direct suppliers, one the line resources and other geographic features or endpoints.



IDENTIFYING SUPPLIERS IMPACTED BY GEOGRAPHIC EVENTS

The mapping tool has the ability to draw circles, squares and complex polygons around specific geographic areas.

The system can filter and export to Excel a list of direct suppliers, one the line resources and other geographic features and endpoints within the marked areas.

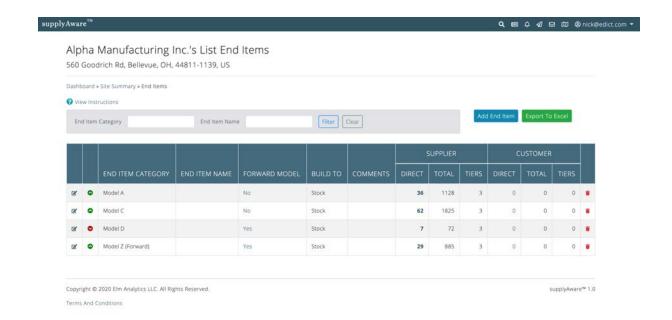


ANALYTICS & REPORTING

END ITEMS TO SEGMENT SUPPLIERS

Each manufacturing site is encouraged to segment their list of active suppliers by discrete end item.

This increases the accuracy of all analytics flowing downstream to their customers by narrowing the focus to just suppliers contributing parts to each end item.



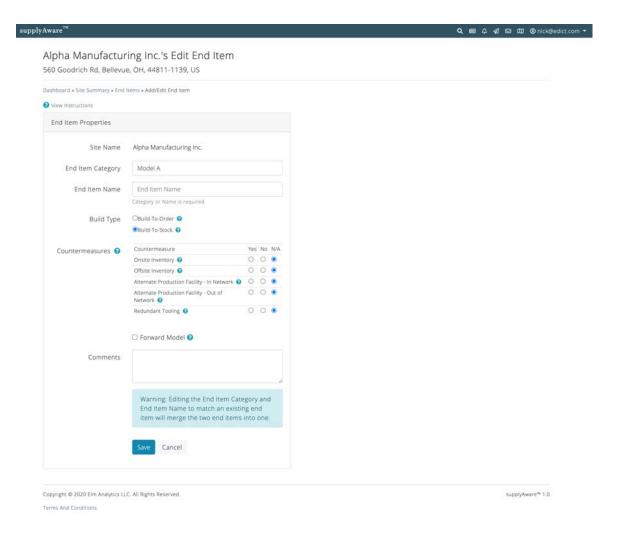
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END ITEM COUNTERMEASURES

An important feature of supplyAware™ is the tracking of End Item Countermeasures.

These are fundamental processes in place at a manufacturing site to backstop the site's ability to meet its obligation to its customers.

The available countermeasures are used to highlight the severity of the risk in chokepoint and impact event analytics.



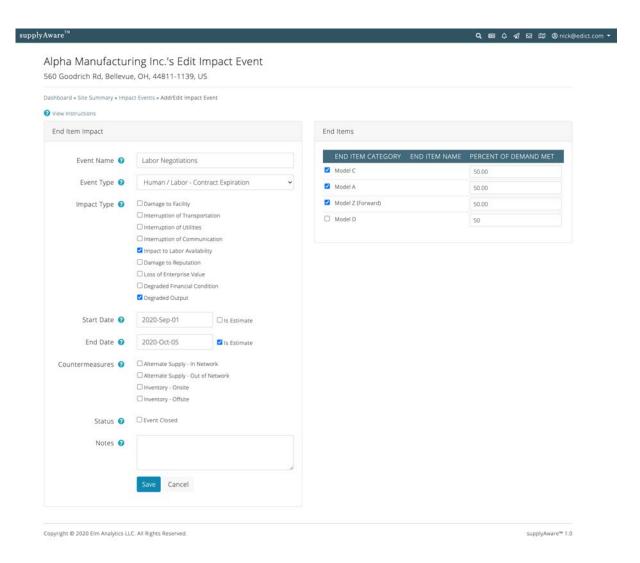
IMPACT EVENT

Each manufacturing site has the ability to declare an impact event.

The event type can pre-select the impact types or they can be manually set by the site.

Start date, end date and countermeasures can be specified to improve the accuracy of downstream impact analytics.

The site can also differentiate impact by end item in terms of their ability to meet customer demand.



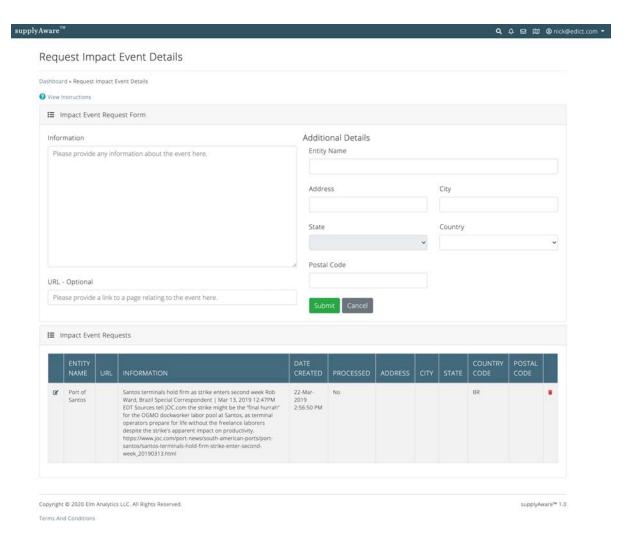
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AM I IMPACTED?

ELM tracks events impacting active supplier sites and generates impact event profiles.

Impacted sites have the ability to manually override ELMs initial event profile.

If a manufacturer questions if a global event will impact their supply base, they can fill in an "Am I Impacted?" form and ELM's analysts will confirm that the have processed the event.

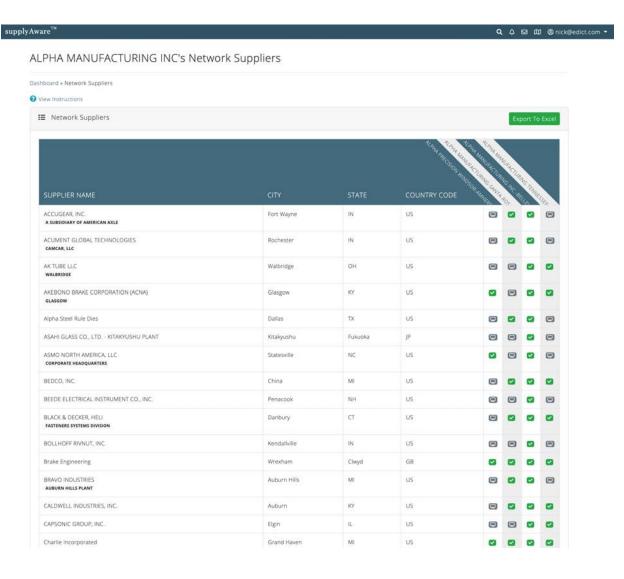


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NETWORK SUPPLIERS

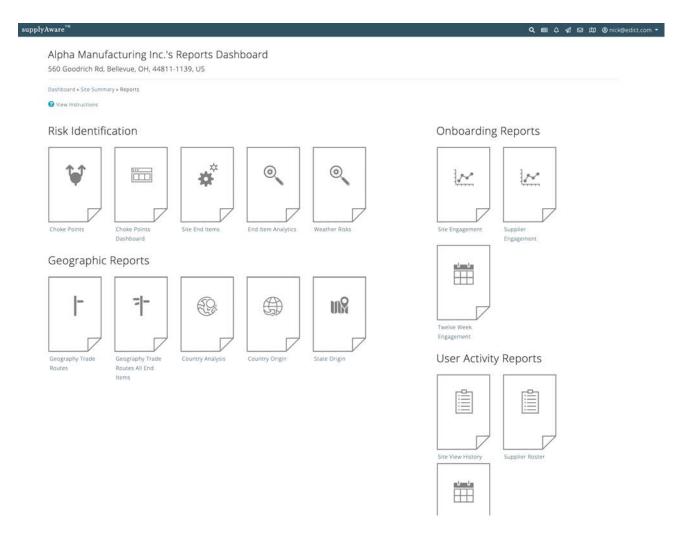
At the account level, customers can view and export an aggregated list of all suppliers and identify overlap between manufacturing sites in their network.

The interface can also be used to add or remove the supplier from one or more of their network sites.



REPORTS DASHBOARD

Reports supporting onboarding, risk identification and geographic analytics expose underlying trends and help identify areas for risk mitigation.



CHOKE POINT ANALYSIS

Choke point analytics enable a manufacturer to identify indirect sources of supply that are shared by one or more direct suppliers.

These choke points are threats in and of themselves and can dramatically worsen conditions when impact events occur anywhere in the underlying supply chain.

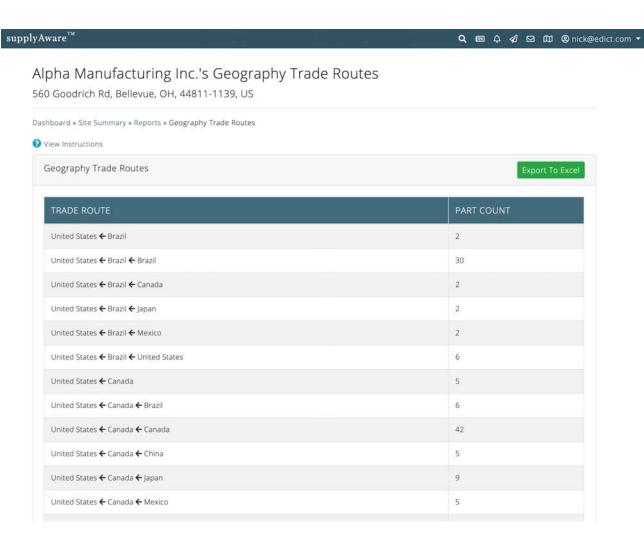
The report utilizes end item countermeasure data to provide a visual representation of the resilience of intermediary supplier between the choke point and the customer's manufacturing site.

- Aerospace Parts			
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Agracasca Parte

TRADE ROUTE ANALYTICS

Trade route analytics help the manufacturer understand the exposure to global events, tariffs, border and port closings, and other country specific risks.



COUNTRY OF ORIGIN ANALYTICS

Country of origin analytics provide another way of viewing country risk by tier.

It provides an accounting of the number of shipments moving between origin and destination countries by tier.

