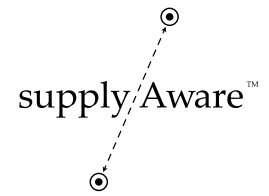


supplyAware™ platform from elm analytics

EXECUTIVE SUMMARY



OVERVIEW

Elm Analytics is a Rochester, Michigan-based provider of supply chain risk management services purpose-built for global manufacturers.

With two decades of hands-on experience, we've become *a trusted partner to industry leaders* such as **Toyota, Mercedes-Benz, Rivian, American Axle, and Nexteer.**

Our expertise is rooted in data clarity and strategic response — values essential in today's turbulent global landscape.

Our flagship platform, supplyAware™, is a modular, SaaS-based system allows manufacturers to **visualize** their extended supply chains, **assess** supplier resilience, and **coordinate** rapid responses when disruptions occur.

Designed for real-world operations and *built from hard-earned industry experience*, SupplyAware™ enables both tactical decisions and proactive strategic transformation.

WHY IT MATTERS NOW

We operate in an era where global disruptions — once considered rare "black swan" events — are becoming uncomfortably frequent.

From natural disasters to supplier insolvencies, the pressure on manufacturing supply chains has never been greater. For global manufacturers, staying ahead means more than reacting — it means **predicting** and **preventing**.

Elm's tools empower manufacturers to:

- **Spot early signs of supplier distress** before they affect your production
- **Evaluate and model financial impacts** from shifting tariffs, labor shortages, or cost of goods
- **Rapidly coordinate responses** across complex supplier networks during crises
- **Secure accurate, ground-truth data from suppliers**, not just modeled estimates

BUILT ON EXPERIENCE, SHAPED BY LEADERS

Over the past two decades, Elm has delivered risk intelligence systems for leading firms such as **KPMG** and **Grant Thornton**, where our software was used by major industrials like **Ford**, **Fiat Chrysler**, **Whirlpool**, and **Honda**.

More recently, we've developed and maintained a highly customized supply chain visibility system for **Toyota Motor North America**.

While supplyAware™ is not a co-developed product, it reflects years of insight gathered through our work with **Toyota**, a manufacturer whose performance during global supply shocks has **set a benchmark** for the industry.

That experience helped sharpen the design of supplyAware™, ensuring that it addresses *both* the **predictable pressures** and the **black swan events** that now characterize global sourcing.

Inside the Platform: supplyAware™ Modules

supplyAware™ is comprised of seven integrated modules, each addressing a critical aspect of supply chain health:

Financial Resilience



Monitor the financial health of suppliers in real-time, enabling proactive actions like volume shifting, term negotiation, or strategic sourcing — avoiding the chaos of late-stage distress.

- **Private Financial Data** submitted directly by each supplier
- **Hybrid Validation Process** combining AI and expert analyst review
- **Detailed Risk Report** generated for every distressed supplier (Red-rated)
- **Tier 2+ Financial Visibility** enabled through Tier 1 supplier participation
- **Real-Time API Access** for seamless integration into internal reporting

Supply Chain Mapping



Accurately trace supplier networks down to facility-level detail — vital for managing ESG risk, tariff exposure, and regional disruptions. Unlike AI-inferred maps, our approach is verified and audit-ready.

- **Tier-n Visibility** across your entire extended supply chain
- **Semi-Transparent Supply™ Model** protects supplier confidentiality while enabling data sharing
- **Track Impact Events** like weather and geopolitical disruptions across all tiers, identifying vulnerabilities and respond before disruptions escalate.
- **Automated Sub-Tier Discovery** through supplier onboarding and profile augmentation
- **Choke Point Identification** highlights vulnerable parts and sub-tier suppliers at risk
- **Preemptive Countermeasure Tracking** to monitor and enforce mitigation actions across sites
- **Geospatial Risk Layers** including natural disasters, ports, infrastructure, and political boundaries
- **End-Item to Component Traceability** connects parts to programs for smarter risk targeting

Crisis Management



Streamline crisis response with centralized outreach, automated impact surveys, and real-time risk assessments — improving speed and coordination when every hour counts.

- **Automated Supplier Outreach** triggered by crisis events for rapid impact assessment
- **Centralized Data Collection Platform** eliminates scattered emails and fragmented updates
- **Real-Time Response Tracking** ensures visibility into supplier status and disruptions
- **Validated Impact Data** combines supplier input with human-in-the-loop review
- **Faster Decision Support** empowers teams to act decisively under pressure

Public Select



Access financial analytics for 1,000+ publicly traded automotive suppliers — ideal for benchmarking, sourcing, or gaining quick insight without deep data integration.

- **Instant Access** to 1,000+ Public Automotive Companies with pre-scored financial data
- **Consistent Risk Scoring Methodology** using leverage, liquidity, and profitability metrics
- **Real-Time Financial Health Insights** for key customers and suppliers
- **Streamlined Monitoring** of publicly traded entities across global exchanges
- **Supports Strategic Planning** to protect supply continuity and stabilize cash flow

Resilience Modeling



Stress-test financial scenarios like margin compression or supply shocks to anticipate weaknesses. This helps teams gain leverage in negotiations and avoid reactive costs.

- **Scenario Planning Tools** to simulate cost spikes, payment delays, and margin shifts
- **Predefined & Custom Stress Tests** to assess financial resilience across risk scenarios
- **Automated Statement Preloading** from supplier submissions or Capital IQ data
- **Scenario Scorecards** to compare EFR and driver score changes across assumptions
- **Sensitivity Analysis Engine** to identify thresholds that trigger risk reclassification
- **AI-Enhanced Commentary** for benchmarking, trend insights, and automated risk narratives

Facility Risk



Evaluate site-level threats (e.g., floods, fires, environmental hazards) using insurance data to support contingency planning and geographic risk balancing.

- **Aggregated Insurance Inspection Reports** from supplier manufacturing sites
- **Standardized Risk Data** collected via secure supplier portal and cleansed by experts
- **Automated Risk Scoring** across fire, explosion, and business interruption exposures
- **Prioritized Remediation Recommendations** based on severity and implementation cost
- **Visibility into Hidden High-Risk Sites** across your upstream supply base

numerus™



Get granular insight into material and component sourcing patterns — by region, part type, or process — supporting intelligent localization and cost optimization strategies.

- **Global Automotive Site Coverage** with detailed profiles across regions and tiers
- **Pre-Validated Manufacturer Records** to accelerate supplier onboarding and mapping
- **Extensive Facility Attributes** including location, capabilities, capacity, and certifications
- **Powerful Matching & Lookup Tools** to connect supplier names with known legal entities
- **Ongoing Data Maintenance** ensures accuracy through expert curation and periodic refreshes

CUSTOM INTEGRATION: DRIVING VALUE THROUGH EMBEDDED INTELLIGENCE

While the SupplyAware™ platform is **ready for immediate deployment**, many of our most forward-looking clients also see value in embedding its intelligence directly into their own systems.

Elm supports custom API integrations, curated analytics pipelines, and tailored data feeds that flow into:

- ERP and MRP platforms
- Manufacturing Execution Systems (MES)
- Custom dashboards used by procurement, logistics, or risk teams

Driving SupplyAware™ use throughout the **upstream supply base** delivers a harmonized view of supplier status. But true strategic advantage comes from **custom-curated risk insights** that align directly with your unique manufacturing cadence and decision environment.

We're here to support both.

WHY ELM

- **Deep Experience** in automotive risk intelligence
- **Proven Tools** refined by real-world use cases
- **Direct, Supplier-Verified Data**, not just scraped estimates
- **Actionable Insights**, not generic reporting
- **Human-First Partnership** grounded in trust, clarity, and continuous improvement

IN SUMMARY

supplyAware™ equips global manufacturers with the intelligence, visibility, and tools needed to **manage risk dynamically**, not statically.

It turns volatility into a competitive advantage and helps supply chain leaders focus not just on continuity but also on **resilience and growth**.



280 Mill Street, Suite A
Rochester, Michigan 48307
United States

+1 (248) 660-9ELM

<https://www.elmanalytics.com>