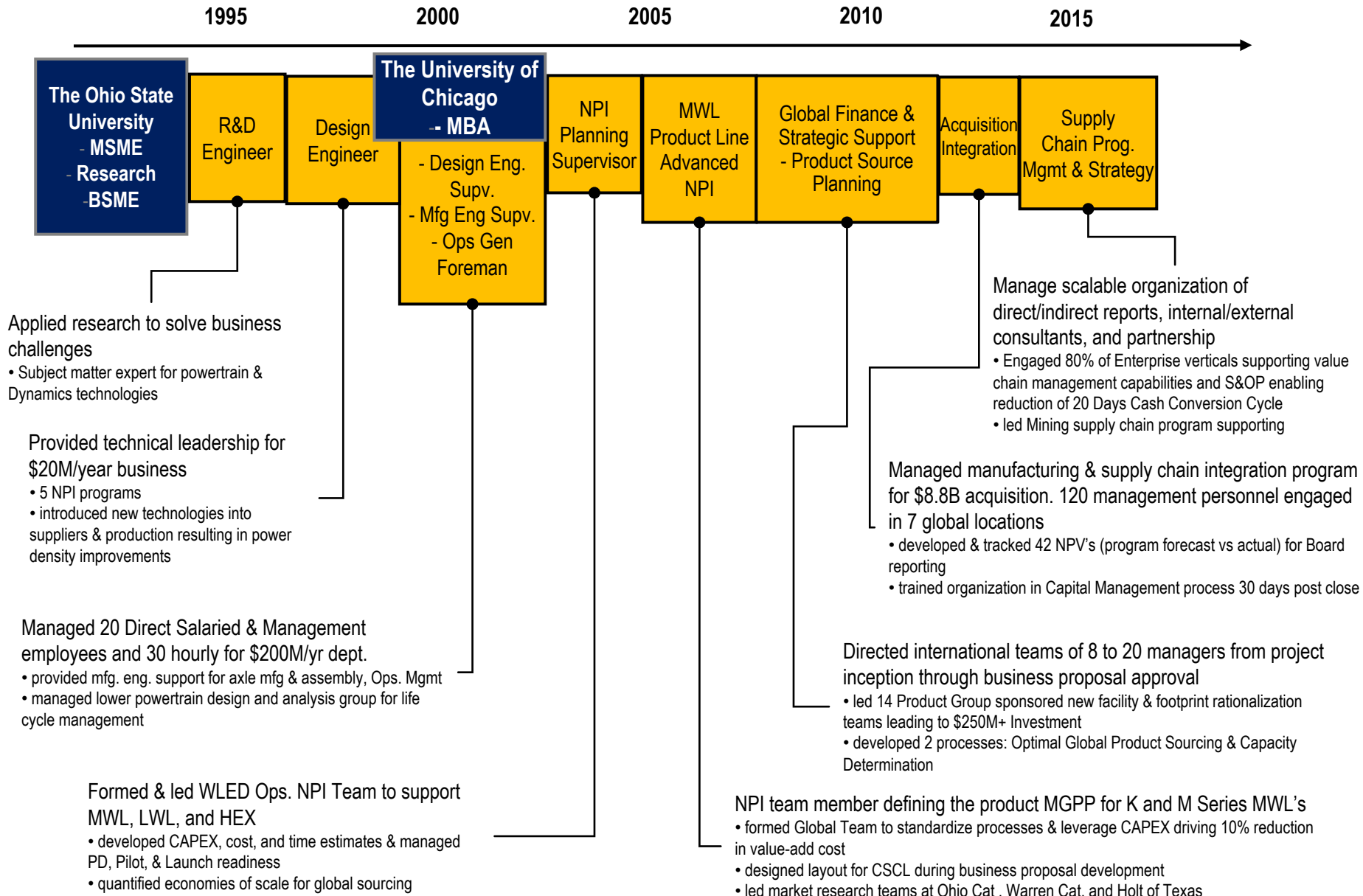


Greg Matson Career



Digitization of the Supply Chain



End To End Supply Chain Management Visibility



Network modeling to improve End To End efficiencies



Block Chain Technology in Transportation



Discussion & Wrap Up



● **Globalization & Urbanization**
Macro trends remain strong



● **Policies among partners**
Clock speed to react is increasing



● **Competitive Landscape**
The pace of change is accelerating and bars continue to rise higher leading to more granular views



● **Adoption of Technology**
Leading orgs will find a way to adapt while perform



● **Definition of Winning**
Customers will require more from products and service than Price

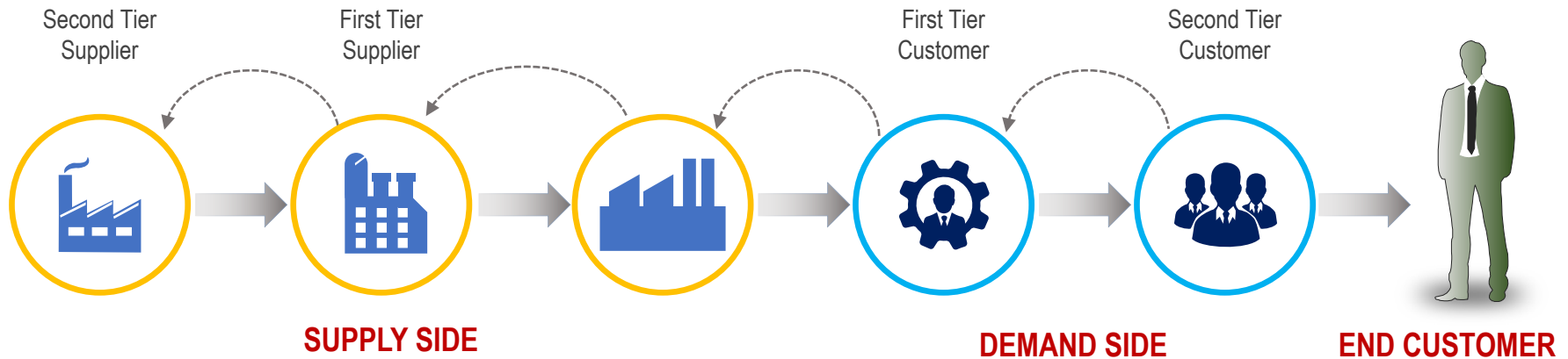


● **Legacy and Sustainability**
Sense of greater purpose



Supply Chain Management

Sensing-Analyzing-Executing based upon Physical, Information, and Financial Flows



Gen 1: Basic Chain

Sensing: reporting from Planning Systems

Analytics: Simple, experiential based

Executing: Manual

Gen 2: Enhanced Sensing and Analytics

Sensing: EDI, Collaboration

Analytics: Spreadsheet based

Executing: planning

Gen 3: Organized Data

Sensing: Data architecture defined with planning and transaction systems, GPS

Analytics: Consider response variation of next level customer

Executing:

Gen 4: Accessible Information & Physical Flow Changes

Sensing: Real Time predictive end customer behavior

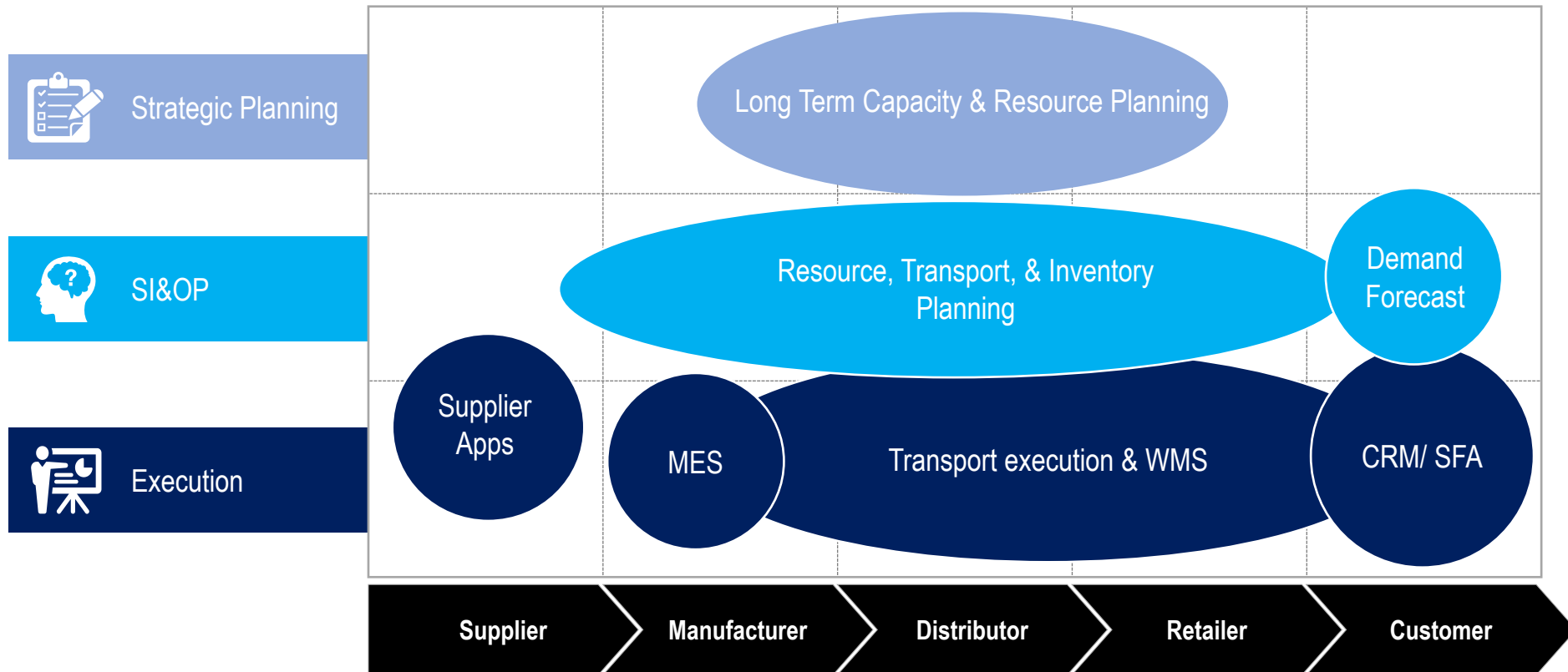
Analytics: complete end to end with Machine Learning with immediate clock speed

Executing: Office Automation, Autonomous machines, Drones, 3D Printing

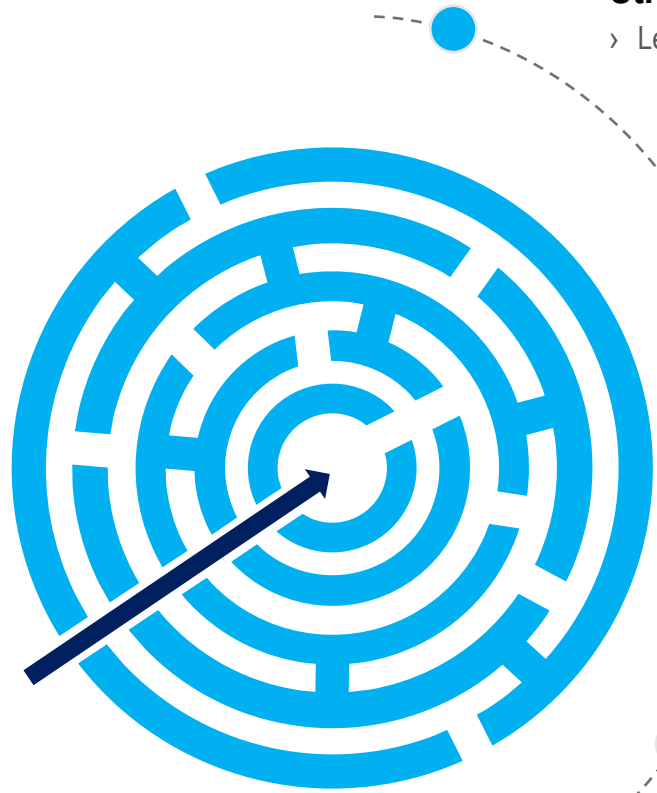
Supply Chain Planning Horizons and Analytic Approaches

Modeling Approaches:

Network Optimization
Inventory Optimization
Simulation



Challenges With Supply Chain Modeling Analytics



Structure of Data and Information (Inputs)

- › Legacy systems designed for specific application

Visibility to Actual Data

- › Action requires feedback of model targets and actual
- › Unmeasurable positioning of resources
- › Collaboration with external partners

Understanding and Defining of the Business Objectives

- › Analytics leadership ability to “know the business”
- › Successful analytics initiatives need leadership with business, finance, supply chain, quantitative, management, and organizational acumen

Leadership Capability

- › Leadership patience and support for adaptation is necessary
- › Analytics and modeling needs to be viewed as more than a software exercise

Organizational Capabilities

- › Skill sets for future of supply chain planning are different and evolving

Increased adoption of Supply Chain Analytics and Modeling

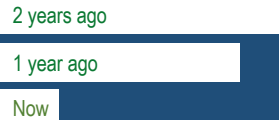


Analytics will continue to be a key competitive differentiator

\$19B

Gartner estimate for 2021 supply chain software spend. In 2017, the estimate was \$13B

Resource Effort



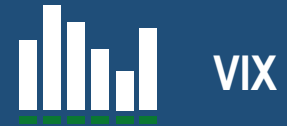
Office automation has reduced resource effort for modeling and visualization

Skill Sets



Programs are producing better blends of analytics with functional areas

Volatility



Scenario planning will become a part of designing more robust chains and enable decision support to position resources

Product Information



Transactions will continue to become digital and real time leading to better traceability of product origin.

Market



Market Share is highly dependent supply chain execution, Price has become less significant for customer value

Decision Clock Speed



Clock speed for deeper, more granular analysis will continue to increase