



Supply Chain Risk Management

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PURPOSE

Revolutionize Planning

Plan better. Live better. Change the world.

MISSION

We empower everyone to make fast, confident decisions by combining human intelligence with AI and concurrent planning to benefit people, profitability and the planet.



Know sooner.

Break down silos, eliminate redundancies and cultivate trust with end-to-end visibility across your supply chain network.

Act faster.

Embrace volatility, reduce risk and seize opportunities with the hyper-agility required to handle whatever comes your way.

Remove waste.

Leverage AI, machine learning and prescriptive automation to maximize efficiency and eradicate wasted time, resources and talent.

38 Years of pioneering innovation

1984

Launches first-ever
in-memory MRP engine

Kinaxis (then known as Cadence Computer Corporation) is founded, launching the first-ever in-memory planning engine.

2006

Originates
cloud-based SCP

Kinaxis becomes the first vendor to provide cloud-based, software-as-a-service (SaaS) supply chain planning.

2020

Transforms AI for
supply chains

Kinaxis becomes the only company using AI to solve real-world problems for both supply and demand planning.

1996

Creates unprecedented
scenario capabilities

Kinaxis releases the world's first advanced supply chain planning platform, with unprecedented versioning and scenario creation.

2019

Extends platform for
3rd party development

Kinaxis becomes the first SCP company to provide industry-proven apps, plus the ability to create your own on a concurrent planning platform.

Accelerated customer growth across Europe

Aerospace and Defense	Automotive	Consumer Products	High Tech / Electronics	Industrial	Life Sciences
	     	       	     	        	         



Agenda

- How are disruptions detected early?
- How to integrate that information into your planning?
- How do you collaborate company-wide across silos to develop appropriate actions?
- How do you make AI-supported decisions for the best actions quickly?
- How are these actions executed?
- Customer example

Kinaxis Concurrent Planning





The Cognitive Network Graph

Richest representation on the market of the end-to-end supply chain network and relationships.



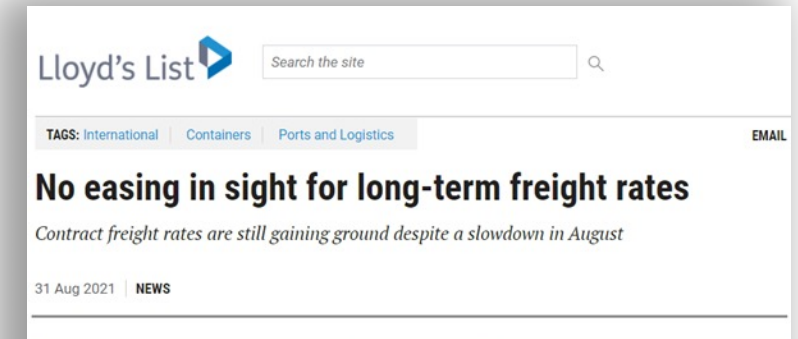


Everstream Analytics Innovations

February 2023



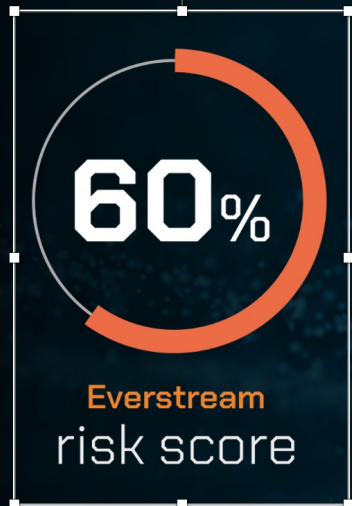
Manufacturers are also being hampered by labour shortages
GREG HARDING/PA



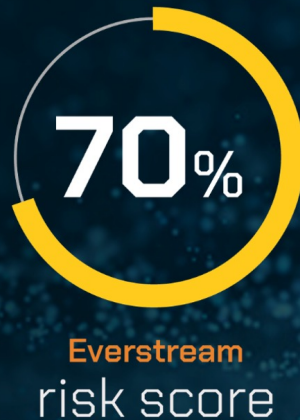
UK Warehousing Association says lack of available space is at a 'critical point' © Bloomberg

The biggest disruptions are coming in 2023

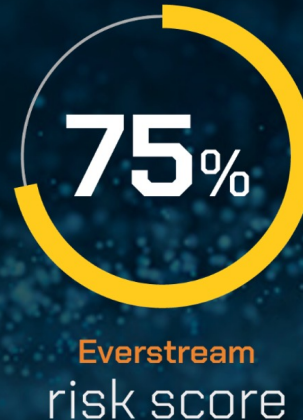
A small business bankruptcy will **halt production** at one of your suppliers



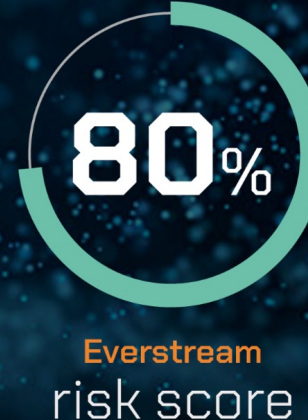
Cybercriminals will hit one of your suppliers with a **ransomware attack**



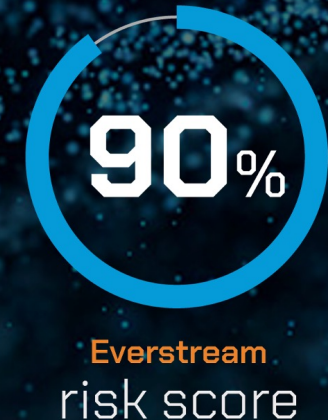
Investigators will find **ESG violations** in your sub-tiers



You will **pay more** for metals, fertilizer, and glass from Europe



Chinese manufacturers will leave you hanging, repeatedly

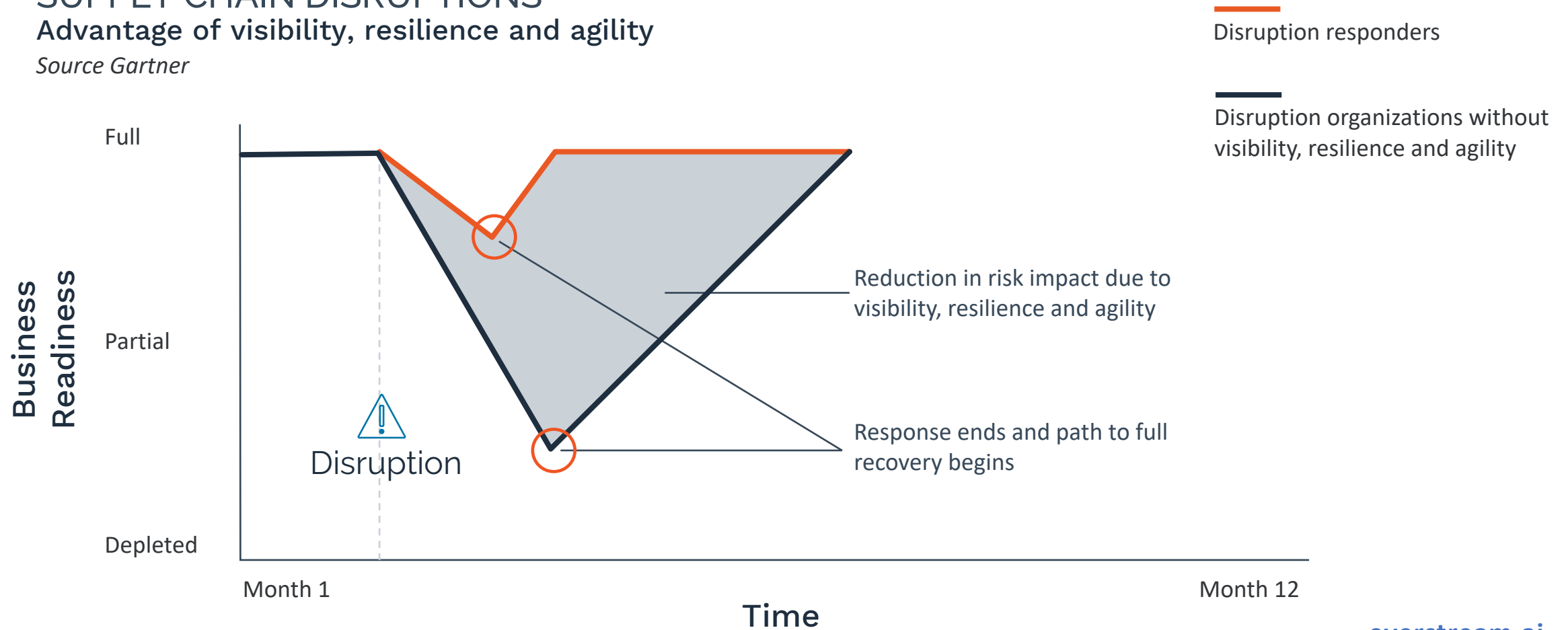


Risk management is critical to build agility & resilience

SUPPLY CHAIN DISRUPTIONS

Advantage of visibility, resilience and agility

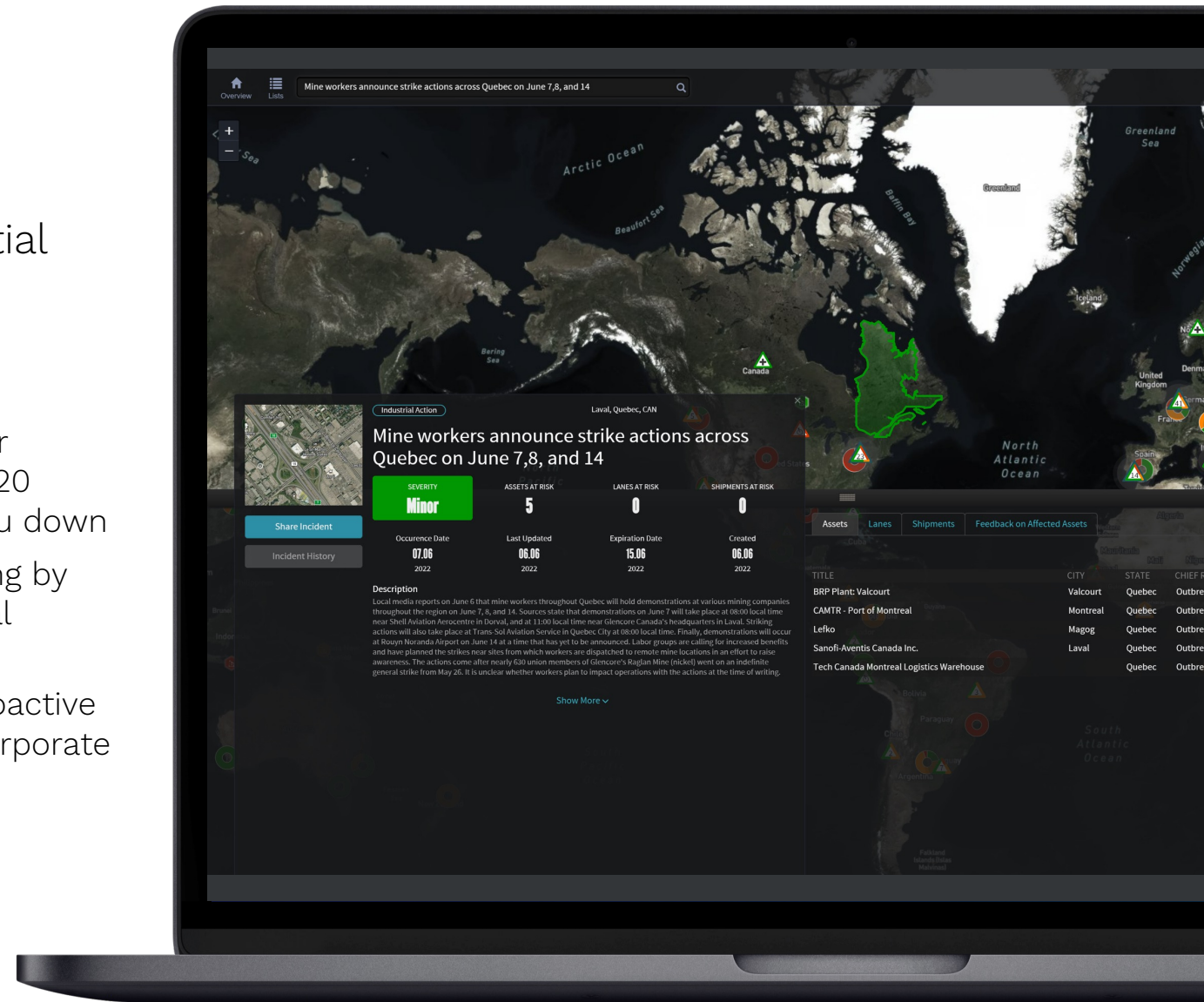
Source Gartner



Everstream Reveal

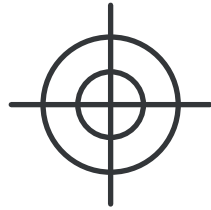
Visualize hidden risks, disruptions, and potential opportunities with monitoring and real-time, actionable insights for your known network

- **24/7 global incident monitoring:** Get real-time alerts for natural disasters, cyberattacks, production halts, and 120 other incident types that have the potential to slow you down
- **Predictive weather analytics:** Go beyond basic forecasting by combining billions of weather data points and historical trends with your operational data
- **Media monitoring:** Stay ahead of the headlines with proactive spike warnings to detect early indicators of supplier corporate or brand distress



PRODUCTION HALT
ACCIDENT
RANSOMWARE
TELECOM OUTAGE
EXPLOSION
SHUTDOWN
FORCE MAJEURE
TERRORISM
WAR
CORRUPTION
DISEASE OUTBREAK
CIVIL UNREST
EARTHQUAKE
TORNADO
HURRICANE
BLIZZARD
FLOOD
STRIKE
PORT CONGESTION
PIRACY
CARGO THEFT
CLOSURE
CUSTOMS DELAY

What's the risk?



Risk categories

Weather and Disaster

Geo- and Sociopolitical

Labor and Workforce

Production

Sustainability

Transportation



Impact

Shipment

Lane

Location

Company

Material Flow

Your planning systems are putting your future at risk

NO STEP CHANGE IMPROVEMENT IN 15+ YEARS

Surprises

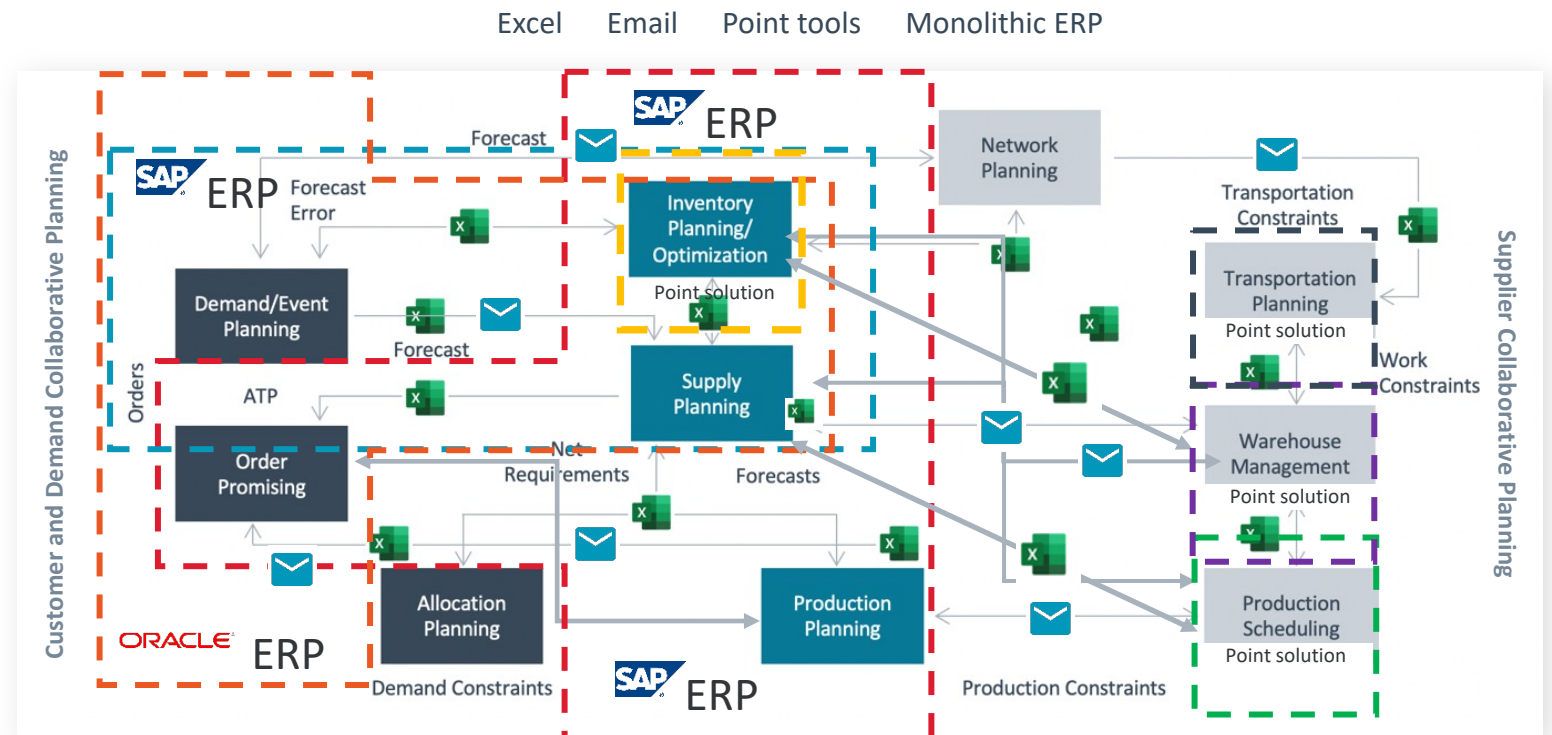
- What you know is limited
- When you know has latency
- Who knows what is distributed across functions
- Low trust across functions

Decision-making

- Cross-functional impact takes time
- Deciding sooner has unintended consequences
- Frequent accidental misalignment
- Quarterly/monthly/weekly decision process

Efficiency

- Wasted resources from over-planning
- Functional versus system-wide metrics
- Wasted talent with repetitive tasks
- Wasted learnings for improvements



Combining Kinaxis digital control tower with external data signals

Sense

Recognizing and capitalizing on incoming internal and external data signals

Real-Time Transparency

Alerts based on incoming data signals

Dashboards to show exceptions and potential impact

Analyze & Predict

Modelling of scenarios to predict possible outcomes and mitigate risks

Intelligent and Rapid Scenario Selection

Review options to minimize risk

Anticipate impact across KPIs

Understand pros and cons of each scenario

Select best scenario

Execute

Selection of best scenario based on KPIs

Execute selected scenario

Prescriptive scenario selection

Optimize plans

Track and calculate impact

Close loop with execution

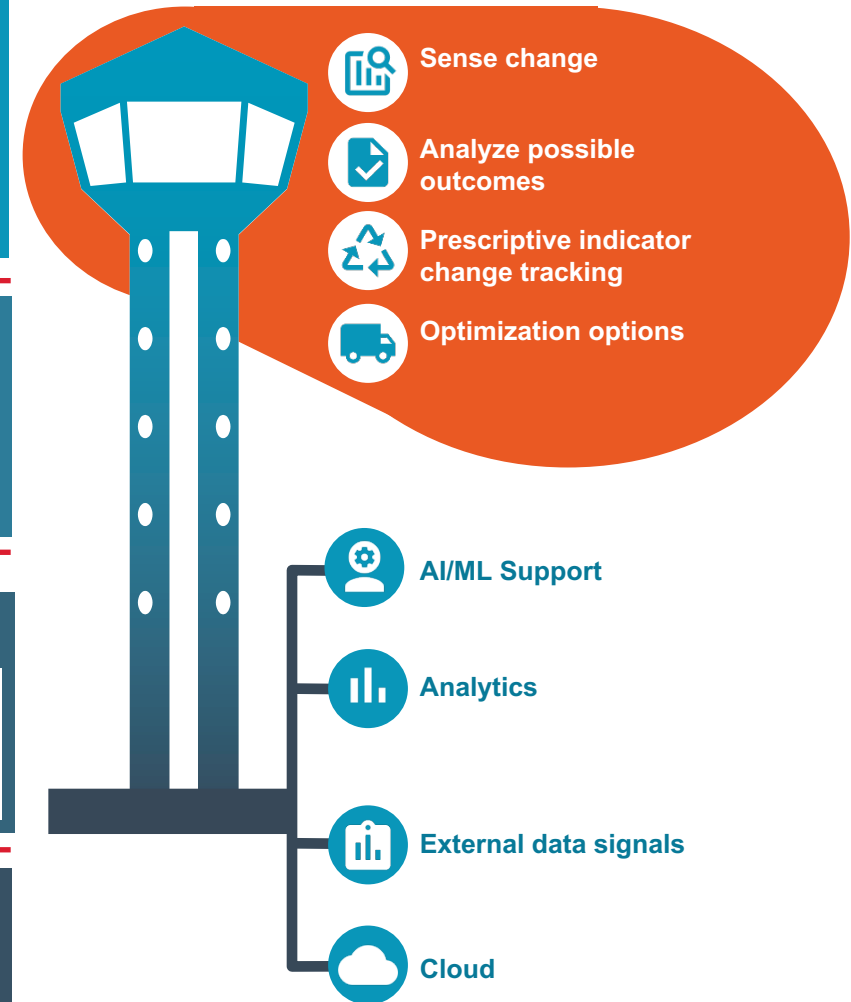
Learn

Continuous post-game analysis to drive more automated decision-making

Cognitive Learning Through Post-Game Analysis

Automatically capture and learn from past decisions

Drive ongoing improvements to system-generated recommendations



The transformation – a new way of concurrent thinking

Traditional cascaded planning



- Functionally-focused teams, measurements and siloed systems
- Fixed- and batch-based linear procedure
- Limited visibility, low trust, wasteful buffers, siloed decision-making, frequent accidental misalignment

Transform

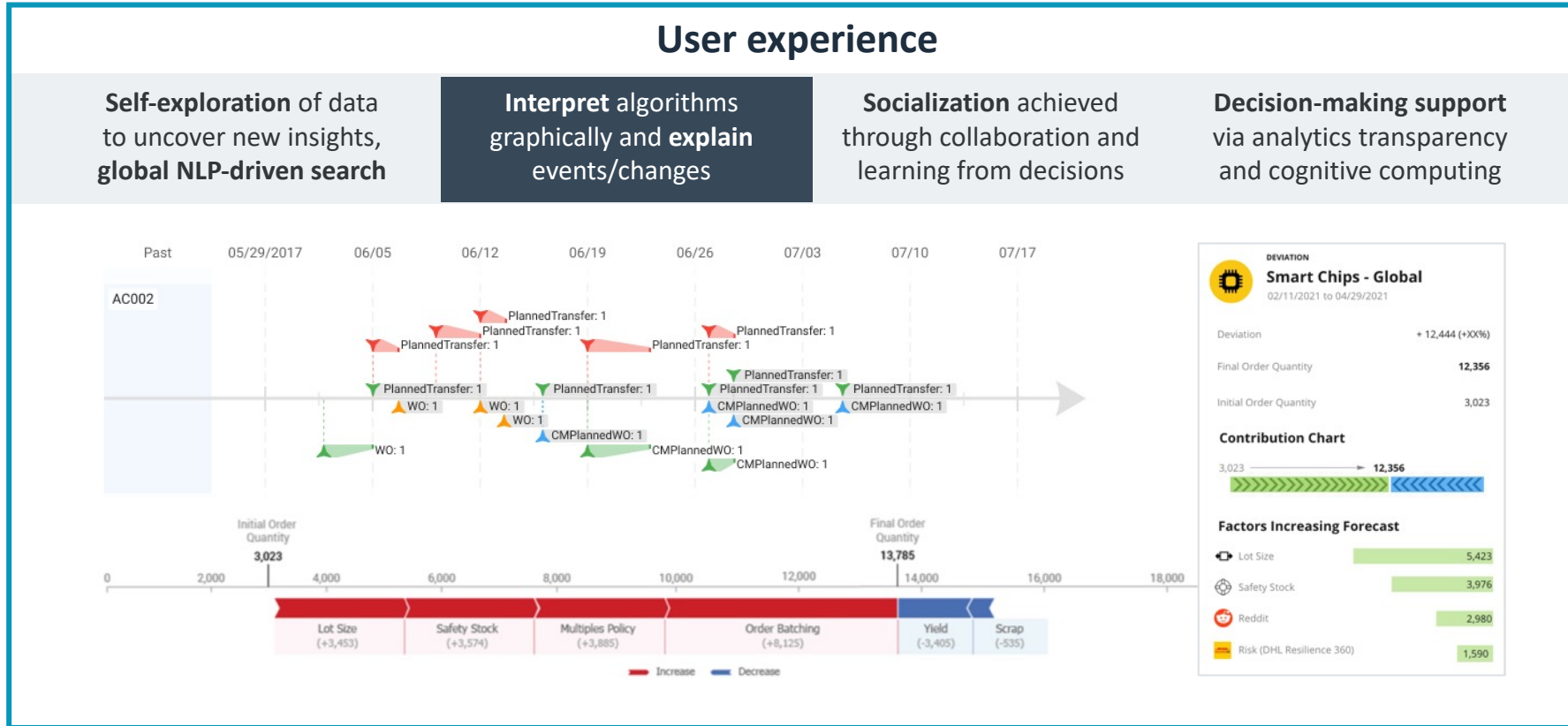
- Data
- Process
- Time horizons
- Organizational

Concurrent planning



- Single end-to-end system / data model with lossless digital twin(s)
- Manages multiple segments simultaneously with versioned scenario planning as pre-requisite to effective machine learning, automation and AI
- Real-time, always-on for proactive monitoring and response
- Unifies planning-to-execution with corporate metric-driven teams
- Agile decision making, alignment, trust and resiliency

User experience layer



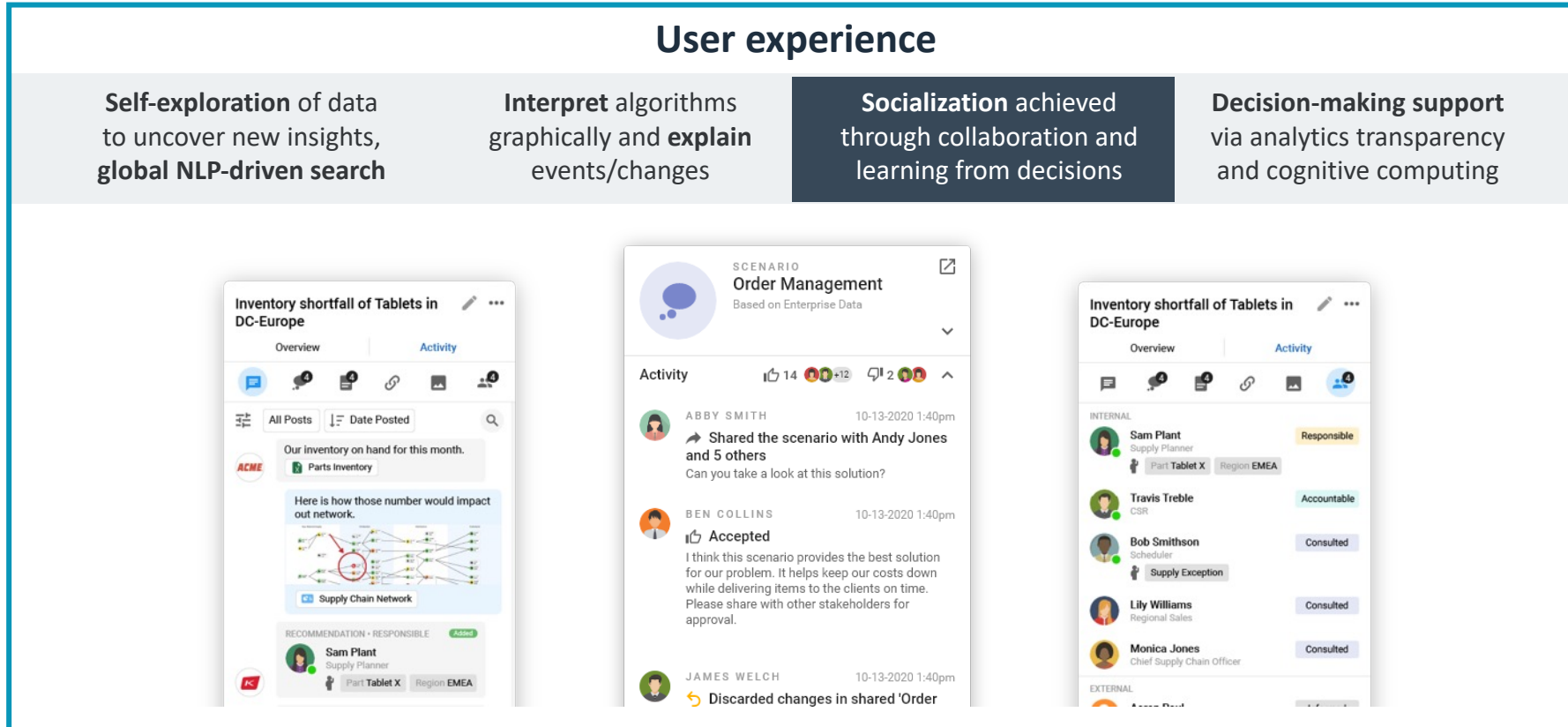
Calculated score based on weighting

Highest Score						
Metric	1.0-New Product Intro 100% Target	Realistic 100.0% Total Score	Optimistic 80.7% Total Score	Pessimistic 88.8% Total Score	Contract Mfg 85.6% Total Score	Weight
Revenue.	\$117,786,692	\$117,786,692	\$122,778,539	● \$91,337,973	\$122,778,539	30.0%
Margin %	7.3%	7.3%	● 1.6%	● 6.4%	● 3.4%	20.0%
Revenue at Risk	\$54,256	▲ \$54,256	● \$15,338,547	\$48,120	● \$82,766	5.0%
On Time to Request	99.8%	▲ 99.8%	● 93.6%	99.9%	▲ 99.8%	20.0%
Key Constraint Utilization	87.4%	▲ 87.4%	97.0%	● 65.4%	● 73.0%	15.0%
Average Inventory	\$6,414,742	\$6,414,742	▲ \$6,625,802	\$5,658,763	\$6,357,451	10.0%

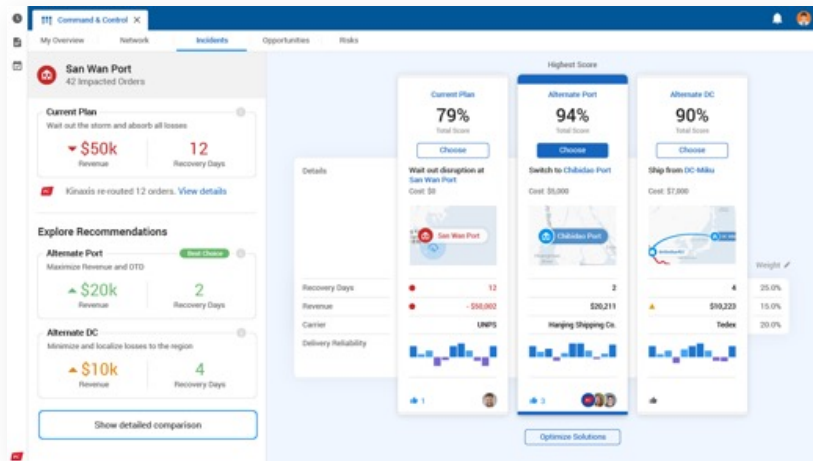
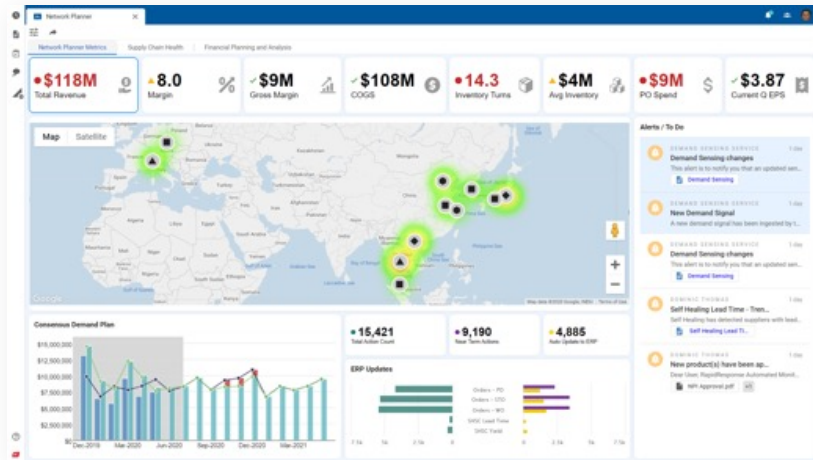
Key Evaluation Metrics

Prescriptive Playbooks

User experience layer



Intelligent control of your end-to-end supply chain



01 Synchronize and extend your concurrent digital twin

- Always-on algorithms
- Unlimited external/public data
- KPI monitoring

02 Automate decision-making using cognitive computing

- Prescriptive recommendations
- Exception management
- Impact assessment
- Root cause analysis

03 Explore possibilities with real-time scenario simulation

- Pre-built playbooks
- Prescriptive metrics-based scorecard
- Recording of contextual data
- Performance-to-plan analysis

04 Empower people through AI-based augmentation

- Smart collaboration
- Telemetry-based suggestions
- Interactive feature walkthrough
- Post-game learning

05 Connect strategy with operations via an expanded ecosystem

- Certified 3rd-party apps
- Connected algorithms
- Closed loop processes
- Real-time integration



Know sooner. Act faster. Remove waste.



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