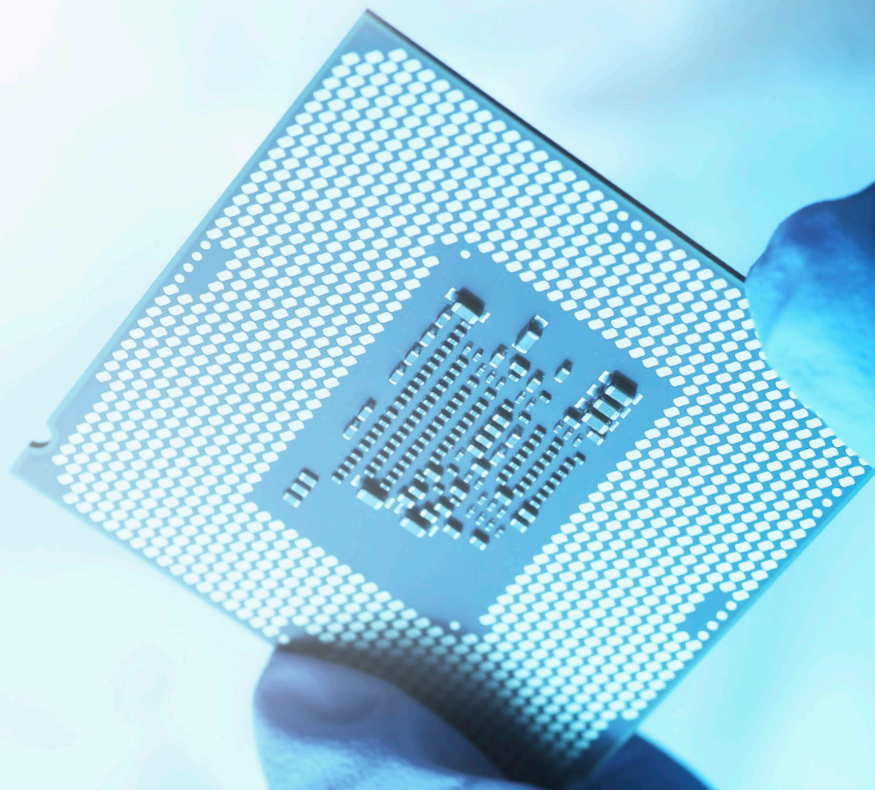
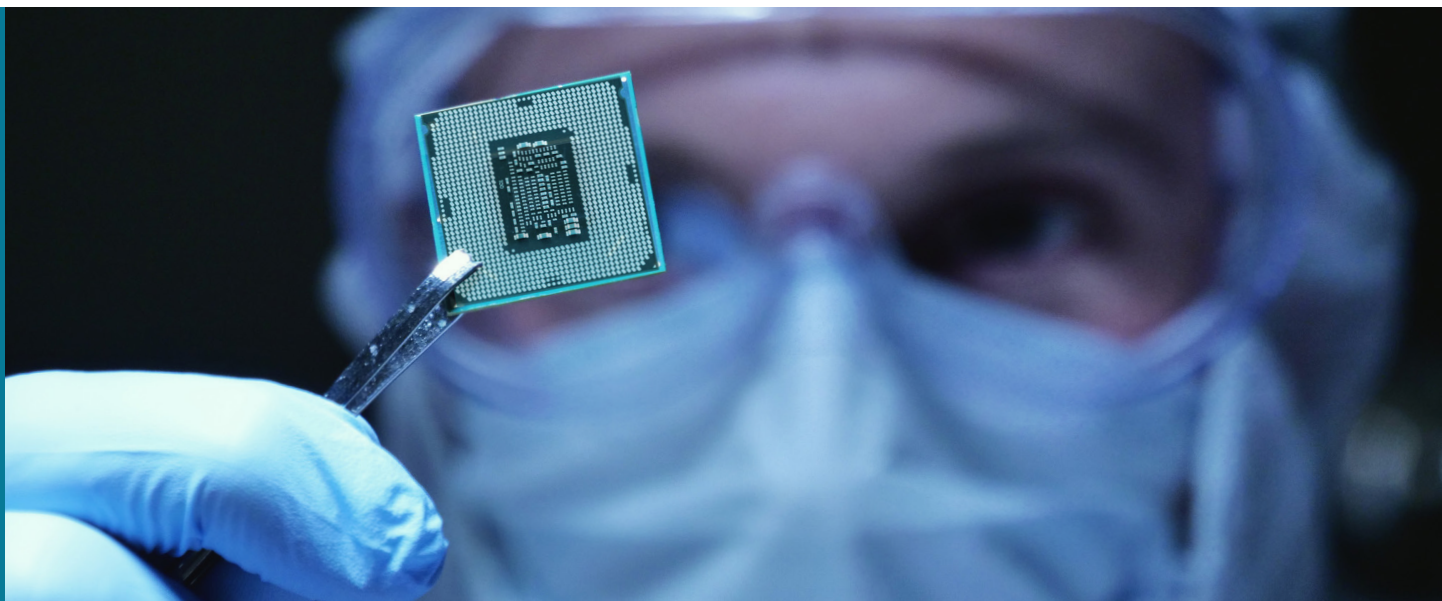


INDUSTRY SPOTLIGHT

High-tech supply chain planning that knocks down data silos and speeds up decisions





High-tech and consumer electronics companies need the right supply chain tools to stay responsive to their customers' needs.

Short product lifecycles, narrow margins and high demand volatility put a lot of pressure on high-tech and consumer electronics companies. It can be tough to keep the right balance between costs, revenues and service – and tougher to make timely choices when decision-makers are scattered around the world and data sources are fragmented.

Today's high-tech and consumer electronics leaders face a new pack of challenges, due to both internal and external factors. A number of trends are pushing leaders to think about their supply chains differently.

Key forces driving change for high-tech companies



Reimagining R&D

Firms implementing data, analytics and agile methodologies to improve product development process efficiency to gain ecosystem dominance, market share and revenue.



China design centers

China's focus on indigenizing semiconductor design and business leading to growth of product-design centers to become stronger engines of global innovation.



Diversification

Mergers and acquisitions (M&A) are key mechanisms to diversify business and expand product offerings, differentiation and heterogeneity.



IoT: New expansion wave

Expanding semiconductor end market mobility – particularly in automotive, life sciences, smart cities/homes, consumer products sectors – is driving heterogeneity and market expansion.



Data analytics

Focus on predictive analytics and computational speed, storage size and power consumption to tackle artificial intelligence and machine learning (AI/ML) and data center efficiencies.

Three big technology and process challenges in high-tech supply chains

We partnered with International Data Corporation (IDC) to survey over 300 industry professionals to study current and future pressures on supply chain planning and how modern digital technologies are driving supply chain transformation initiatives. This survey was conducted across six industries, with high-tech being one of them.

Based on this data, we identified three key trends we believe are shaping the future of supply chains for high-tech companies.

1 High-tech companies are not getting the most out of their digital transformation.

While all companies are on varying stages of their transformation, many high-tech companies are still not seeing the results they wished for. Only 62% of companies reported that their supply chain has the built-in agility to handle disruptions. While this alone is troubling, only 65% view their current supply chain capabilities as a competitive advantage, a number that dwindles down to 35% when asked over the next three years. This disconnect between current state and desired state can be attributed to lack of executive sponsorship for digital transformation at high-tech companies. To drive results and maximize benefits, high-tech companies need to align their supply chain goals with goals of the organization.

2 A majority of high-tech companies still use legacy systems.

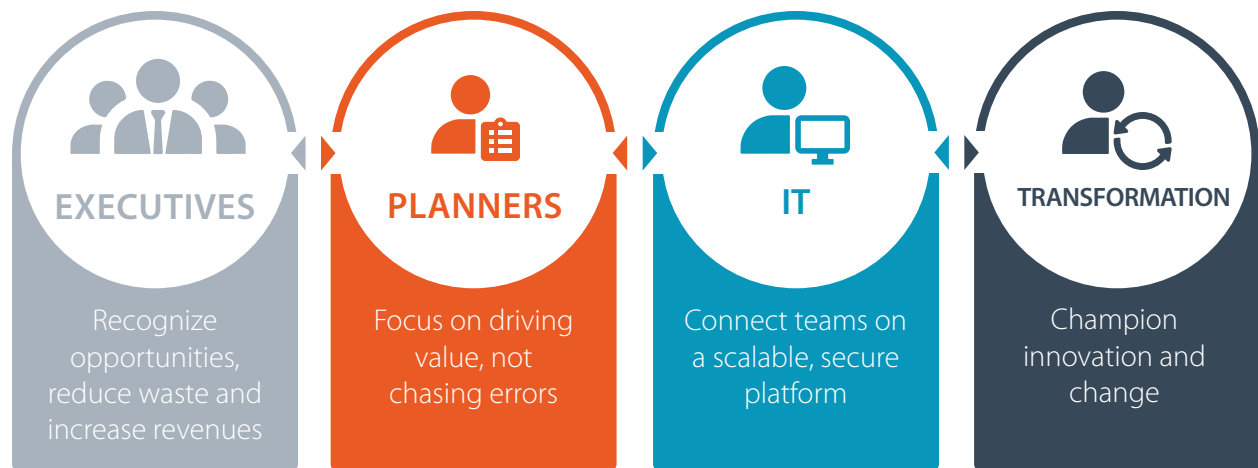
59% of respondents in the high-tech industry still use legacy systems such as Excel spreadsheets for their planning needs. What's worse is that only 13% of the industry reported using a fully integrated planning suite. One of the easiest and most efficient ways to increase your capabilities while driving a competitive edge is to upgrade to a fully integrated supply chain planning suite. Companies looking to remain competitive should leverage machine learning, artificial intelligence and analytics in a fully integrated manner to further differentiate themselves.

3 High-tech companies need to continue breaking down the barriers.

It's no secret that active collaboration can help drive excellence. Even processes that are otherwise being reported as optimized still stand to gain from active collaboration. The research shows that while 25% of companies have integrated their overall business planning processes, another quarter still report them as being performed in silos. This relatively even distribution across processes shows that although companies are making strides in the right direction, a renewed focus toward improved collaboration can help the high-tech industry navigate material shortages and long lead times – among other use cases – by providing the visibility and partnership needed to plan.

When business units align around a single source of truth, the entire organization becomes more strategic

An end-to-end planning platform creates seamless operations, from the board room to the data center to the factory floor.



Manage your company like never before. With better visibility and collaboration across business units, your company responds to volatility without wasting time or resources. Accurate, cross-network data improves forecasts, so you can monitor trends and maximize gains. The end result is a business that seizes on opportunities slow-moving, siloed companies can't even see.

Create smarter, more confident plans with a connected and collaborative network. Collapsed silos ease friction between teams while cross-company, synchronized data reduces errors and delays. Without these obstacles, planners spend less time troubleshooting and more time advancing business outcomes.

Outdated processes and software shouldn't slow your supply chain. On an end-to-end planning platform, you only need to make updates in one place. Built-in features keep data secure and up-to-date while customizations guarantee that a variety of user needs are met. Without multiple, disconnected systems, the IT organization can be confident it's driving lasting transformation.

Complacency in innovation can be destructive to your company. Stay competitive with end-to-end supply chain visibility so you can know sooner and act faster. Leveraging new technologies allows you to respond instantly and securely to change. Lay a foundation for best-in-class supply chain transformation, so you can operate efficiently and become more agile in a volatile marketplace.

Concurrent planning is the key for high-tech companies

Traditional, siloed planning is like playing a game of telephone: information gets passed from one person to the next and hopefully still makes sense by the time it reaches you. Concurrent planning is like being in a virtual meeting: everyone is part of the same conversation, boosting agility, speed and efficiency. Kinaxis® revolutionizes planning by delivering the agility you need to make fast, confident decisions in an unpredictable world. We combine human intelligence with AI and our unique concurrent planning technique so you can plan better, live better and change the world.



A recognized Leader by Gartner, Kinaxis offers an unmatched 12-week RapidStart go-live process that's proven to transform CFO and supply chain metrics for companies of all sizes.

Know sooner.

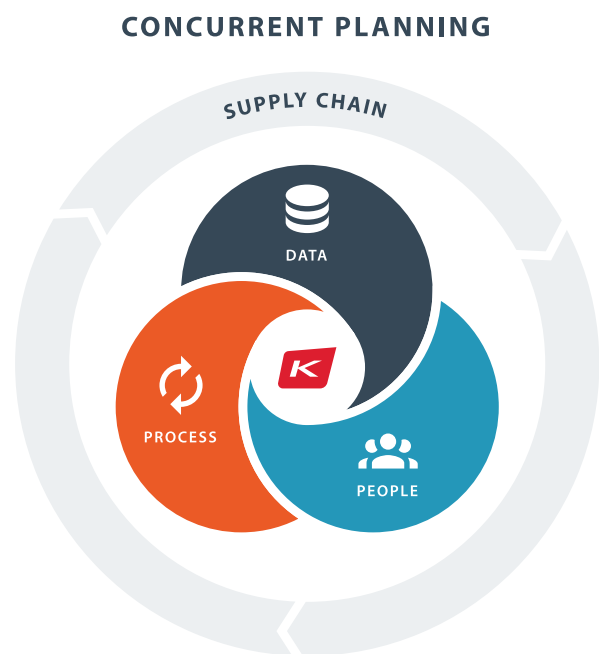
Break down silos, eliminate redundancies and cultivate trust with end-to-end visibility and transparency across your supply chain network.

Act faster.

Embrace volatility, build resiliency and seize opportunities with the agility to execute – no matter what comes your way.

Remove waste.

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





THE RAPIDRESPONSE DIFFERENCE

A more efficient, responsive way to manage your end-to-end supply chain, no matter what happens.

In today's volatile global market, traditional planning techniques are no match for the complexity and uncertainty that can occur at any time. Issues such as material shortages, logistics challenges and market volatility can quickly lead to massive supply chain disruptions. It can be impossible to reliably deliver on promises when you're locked into disconnected, cascaded planning processes that generate second-rate results.

Stop settling and start succeeding with a new, more intuitive way to plan. Our concurrent planning engine lets you instantly and continuously balance your end-to-end supply chain. With secure, cloud-based integration capabilities, you can connect all your internal and external supply chain data sources and algorithms.

With Kinaxis RapidResponse®, it's easy to implement and meld your existing resources into a configuration that works best for you. Use RapidResponse to run one or more of our customer-proven supply chain planning applications, even if you have existing enterprise resources planning (ERP) instances. Or, build your own custom apps and embedded algorithms, with or without code using our developer capabilities. We give you the flexibility you need to create the supply chain you want. If you can dream it, we can build it.

High-tech-focused functions

The unique challenges in the high-tech industry call for very specific planning solutions. High-tech companies need to keep up with all the driving forces, while moving fast and staying agile amidst short product lifecycles and abundant competitive pressure across the industry.

Here's how Kinaxis helps you support a healthy high-tech supply chain:



End-to-end visibility

- Multiple ERP and other system integration into a full platform
- Supplier visibility
- Customer visibility
- End-to-end full level pegging



Order to fulfillment

- Orders across the production network and provide end-to-end visibility
- ATP and CTP calculations that take into account material and capacity availability simultaneously
- Order fulfillment workflows to provide promise dates, order edits and simulation capabilities to improve delivery promises



Co-products, by-products, yields

- Model shared materials capacities and planning parameters directly within the solution
- Maintain yield factors and leverage self-healing supply chain to automatically update yields with machine learning



Multi-level supply planning

- Integrated planning suppliers and customers with harmonized data
- Simultaneous evaluation of constraints across all levels
- Multiple sourcing and balancing supplies across network
- Inventory management across the tiers



Constraint management

- Units and time-based constraint modeling
- Machine, labor and supplier constraints modeling
- Multi-scenario constraints modeling using various tactics such as adding capacity, run rates, prebuild, balance across resources, and more

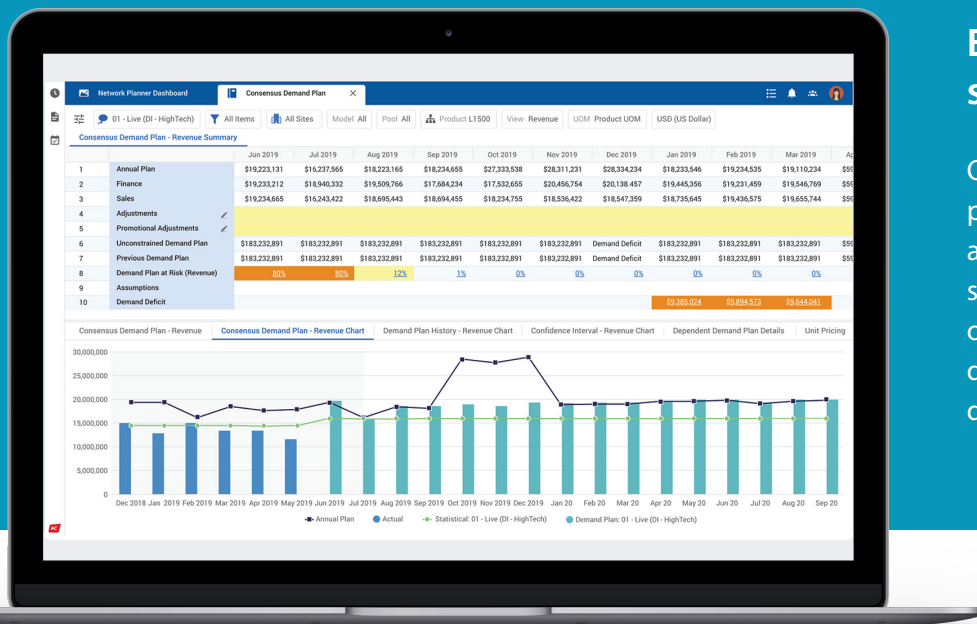


Allocation management

- Flexible construct to manage constraints across the network using priority or fair share strategies
- Management of these strategies across any level of the supply chain – customer/region/SKUs

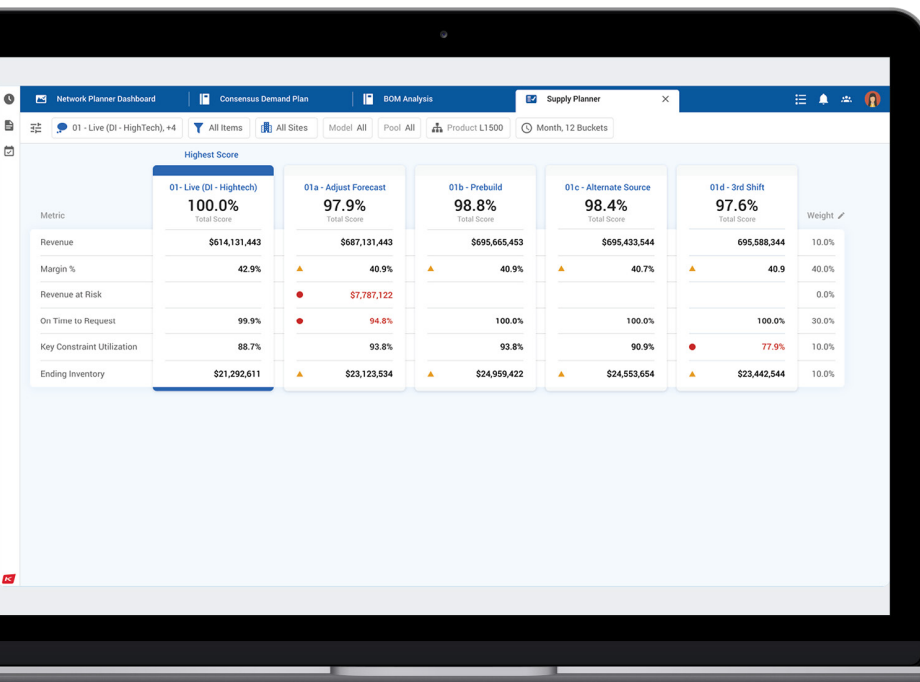
A platform built to fuel strong performance

From data synchronization, smart collaboration and AI-enabled “always learning” algorithms, you can do more with your supply chain planning processes than ever before. Craft and test elaborate “what-next” scenarios and make decisions in real-time with partners so every challenge is met and not a single opportunity is missed.



End-to-end synchronization

Our single cloud-based platform, code base and data model let you synchronize all aspects of your supply chain for dynamic supply and demand balancing.

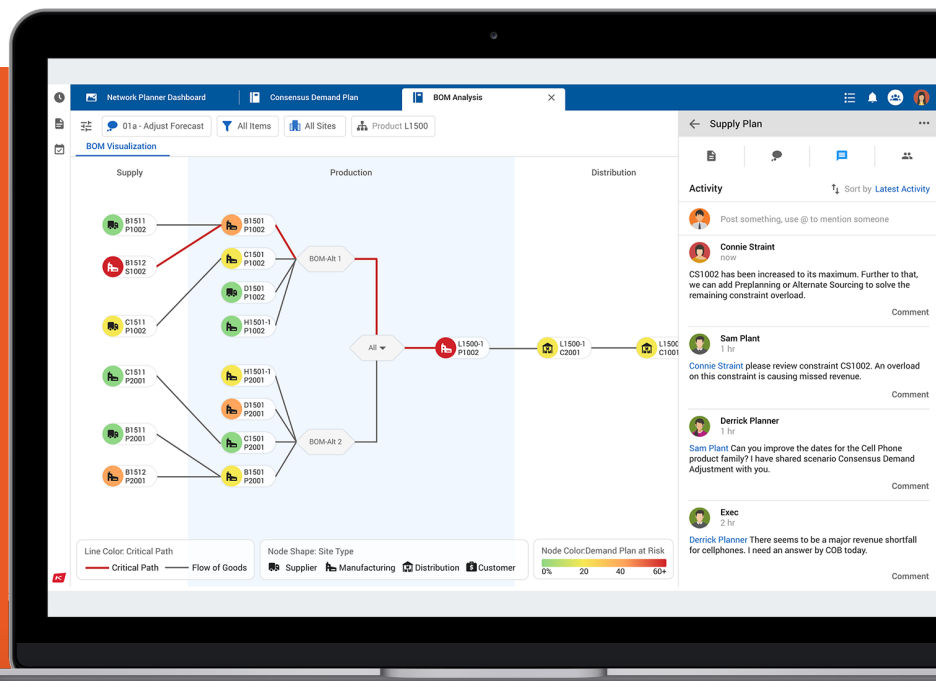


What-next scenarios

Run any number of scenarios, create infinite supply chain digital twins and capture historical context in seconds for accountable decision-making based on key performance indicators (KPIs).

Smart collaboration

Our responsibility matrix shows you who to work with, delivers the context you need and archives your decisions – all within the platform – for faster, smarter collaboration.



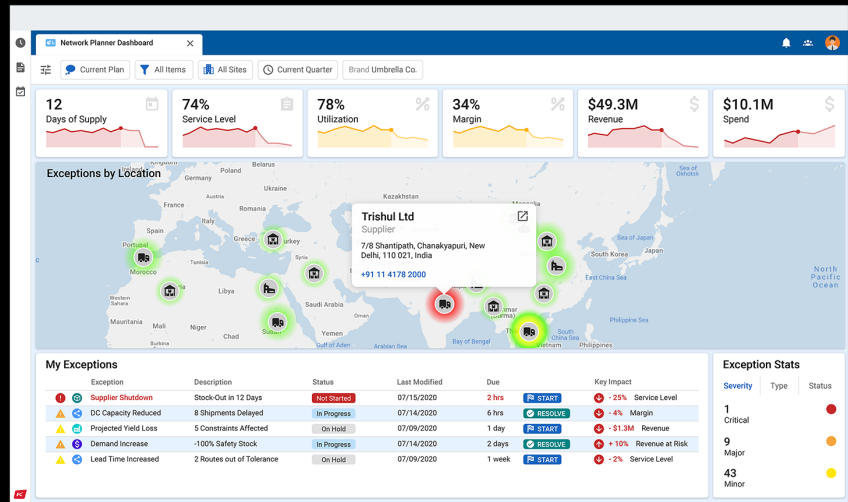


Planning and execution alignment

Our ERP-agnostic planning solution lets you connect all internal and external data sources, including multiple ERPs, without duplication. The result is a unified, connected digital enterprise.

Automated intelligence

Automate routine tasks and escalate exceptions with AI and predictive algorithms that are always on, always learning and always synchronized. Let machines do the heavy lifting so you can focus on what really matters.



Personalized user experience

Our responsive role-based user interface lets you tailor metrics and data, and guides you through your day with personalized workflows, playbooks and alerts.



INDUSTRY LEADERS DEPEND ON KINAXIS FOR CONCURRENT SUPPLY CHAIN PLANNING

JABIL

Lenovo™



Kinaxis delivers the agility you need to build resiliency into your high-tech and consumer electronics supply chain. Get started now with the fastest, most successful end-to-end advanced planning go-lives on the market. Learn more at www.kinaxis.com.

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