



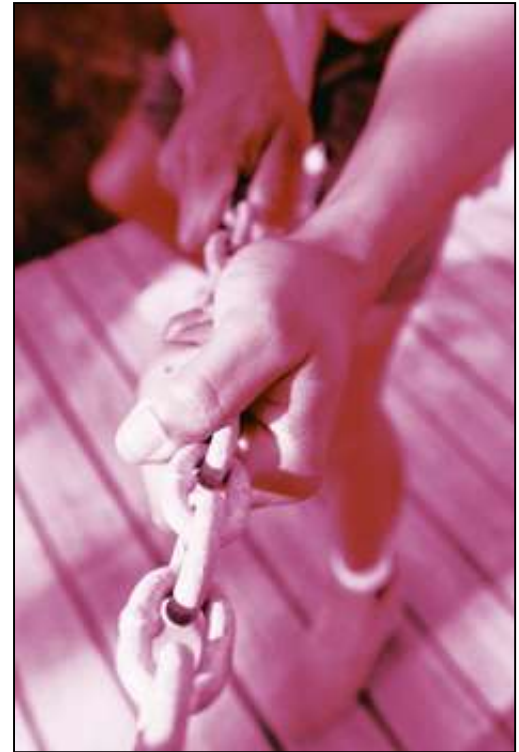
Supply Chain Management Solutions from IBM

Discover the power of competition

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Agenda

- Market trends: Surviving the global supply chain
- Overcoming challenges: The value of competition
- Our solution at a glance
- Supply chain planning
- Enterprise resource planning
- Supply chain execution
- Why IBM®?



The supply chain is growing, long into the future.

The benefits of international supply chains mean:

- More items and suppliers to choose from
- Competitive prices:
 - Attracting retail customers
 - Improving wholesale margins
 - Reducing the cost of manufacturing

The challenges bring:

- Rising complexity
- International sourcing
- Demand for eco-friendly innovations
- Higher costs for ordering and shipping
- Countries with dated technology or poor infrastructures
- New chain points with more suppliers, distributors and consumers
- Communication barriers caused by different languages, time zones, regulatory laws or cultures
- Growing supplier uncertainty, caused by:
 - Currency variations
 - Capacity to deliver materials
 - Threats to current relationships
 - Greater lead times in delivery of overseas goods



Supply chains are maturing—where do you fit in?

If you're a:

- Supplier
- Manufacturer
- Wholesaler or
- Retailer



You share your success with your partners.

Grab the opportunity: Create value in your supply chain.

Cultivate quality suppliers to create value by:

- Strengthening relationships
- Incentivizing value creation
- Rewarding performance
- Developing company culture and trust

Value-based sourcing:

- Integrates sellers
- Reduces product design complexity
- Equips the supply chain to meet future demand
- Structures the supply chain to support the business model

