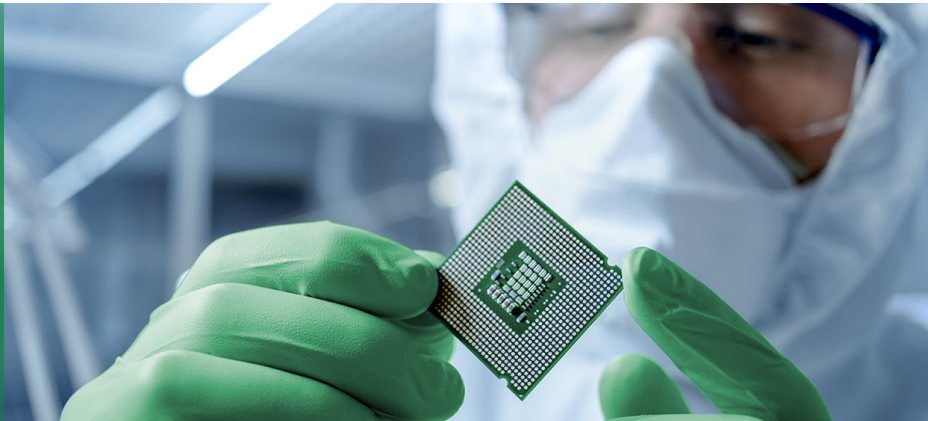


RAPID TECHNOLOGY CHANGE
WILL DEFINE THE FUTURE OF THE
HIGH-TECH INDUSTRY.

Is Your Supply Chain Designed to Evolve?



In a world of technological advancement, high-tech companies must focus on how to continuously innovate.

As a high-tech company your continuous innovation is key to earning and maintaining industry leadership. Will your supply chain enable you to continuously adapt to the key trends that are shaping the industry:



Innovation Reinvestment

The top five largest high-tech companies continually reinvest much of their profit in research and development. Together, they have averaged \$44 billion per year in innovation spending since 2011. In fact, they represented five of the top 11 spenders on R&D in 2016 across all industries.¹



Competitive Pressures

New competitors continue to enter and succeed in the high tech marketplace. Compared with other industries, 25% more tech companies that started in the bottom McKinsey economic profitability quintile in 2000 emerged as top quintile companies.²



M&A Takeover

The rationale for M&A is as compelling as ever: executives view dealmaking as the most effective way to quickly expand into new markets, adjust to changing customer behavior, and acquire key talent in a tight labor market.³

When the importance of the decision requires the smartest analysis, innovative technology companies rely on LLamasoft to show them trade-offs and options for how their supply chain should be designed to create desired business outcomes. The LLamasoft Digital Design and Decision Center puts powerful answers in the hands of supply chain decision makers - across strategic, mid-range and operational time horizons - making data-driven decisions a reality within and across supply chain functions. With the ability to visualize, simulate and optimize your end-to-end

supply chain processes, you'll be able to answer the most complex supply chain transformation questions.

Supply Chain Design Makes a Difference

High tech companies that proactively redesign their supply chains with LLamasoft can respond rapidly to changing market conditions and design their supply chains to meet their profitability and service goals. Our high-tech customers identify an average of 13% total variable cost savings while driving operational transformations – requiring new interconnected decisions across supply chain functions including:

- Network Design
- Inventory Optimization
- Transportation Optimization
- Capacity Planning & Risk Analysis

How are Global High Tech Companies Leveraging Smarter Supply Chain Decisions?

LLamasoft high tech customers include some of the largest and most innovative companies in the world. Here are the stories of high-tech customers' achievements with LLamasoft solutions:

- A global disk manufacturer identified \$66 million in annual savings. After their primary supplier experienced a catastrophic flood which resulted in capacity being eliminated for weeks, this company turned to LLamasoft to model their current supply chain and run scenarios to determine potential stock outs and alternative methods to service their customers. This allowed the company to rapidly provide alternatives as well as associated costs to their customers and avoid uncertainty and protracted delivery delays. As a result, the company was able to hold on to a high degree of flexibility while dramatically reducing their supply chain costs.
- A multinational information technology company can respond to supply chain disruptions within 12 to 24 hours. The company partnered with LLamasoft to design a tool to respond to the rise of global supply chain disruptions. Through their tool, which utilizes a centralized supply chain node database with graphing and visualization tools, the company has visibility to supply chain disruptions in real-time. As a result, the company can respond to disruptions in a timely manner. Their global operations can remain up and running and customers receive high service levels, which enables them to mitigate the cost of future disruptions.

1. PwC
2. McKinsey
3. EY Global Transactions M&A Outlook

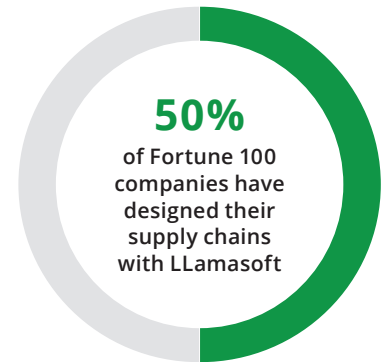
LLamasoft, Inc.
201 South Division Street, Suite 200 Ann Arbor, Michigan 48104, USA Phone: +1 866.598.9831
LLamasoft.com | Info@LLamasoft.com

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Gartner®

Supply Chain Top 25

24 of the Gartner's Supply Chain Top 25 companies leverage LLamasoft technology for the supply chain decisions.



3,000+

LLamasoft has supported over 3,000 supply chain analysis and design solutions.

LLamasoft