A top-down photograph of various grocery items including jars of jam, a bag of nuts, a package of bread, and a jar of jam, all on a dark wooden surface. The items are arranged in a somewhat chaotic but organized manner, suggesting a focus on supply chain or manufacturing processes.

Synchronising External Manufacturing Networks To Increase Agility

1 February, 2024

Josephine Coombe, Chief Commercial Officer, Nulogy

AGENDA & OBJECTIVES FOR TODAY

- The external supply chain:
 - Brand manufacturer challenges
 - Supplier challenges
 - Looking for harmony
- Overview of Nulogy Supplier Collaboration Solution
- How to find out more



BRAND MANUFACTURER CHALLENGES

- Outsourcing more to increase flexibility and agility, and to enable innovation
- But... Limited visibility into the external supply network
- Lack of real-time data and collaboration



WHERE BRANDS ARE TODAY

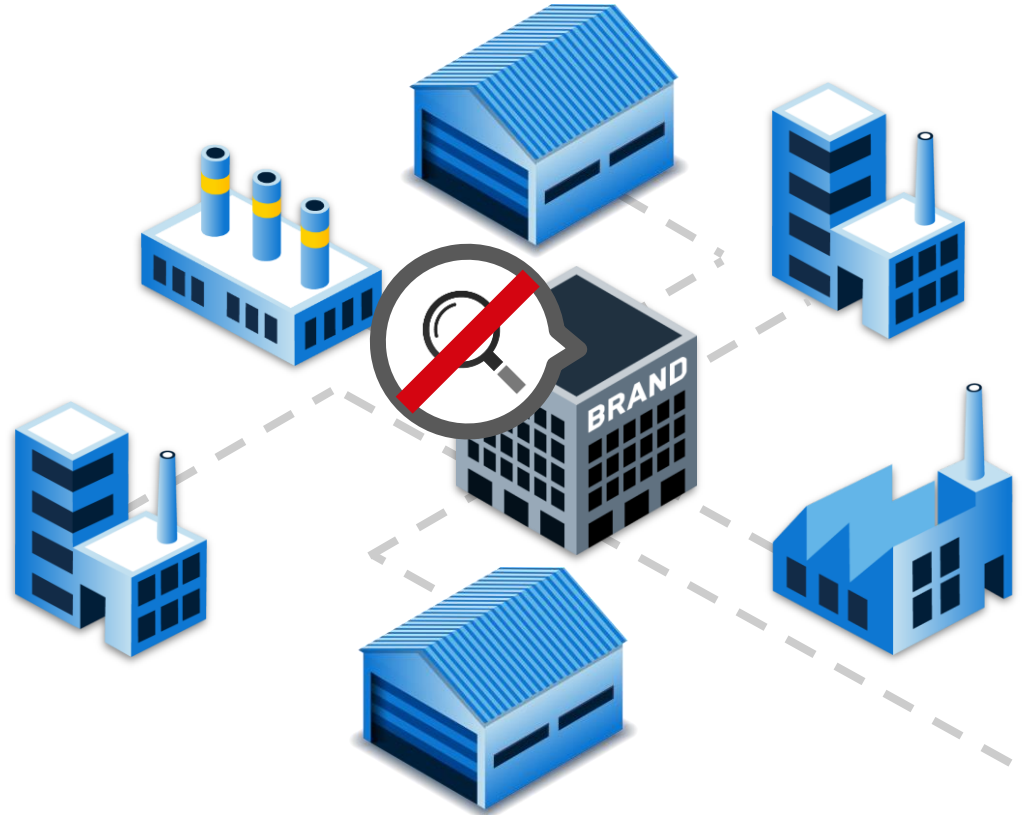
Collaborating effectively with external manufacturing and co-packing suppliers is difficult!

- Often planning is highly regionalised
- Communications between planners and co-mans is often very ad hoc and Excel-heavy; lack of digitalisation; no single source of truth or audit trail
- Limited visibility into inventory across network
- Limited visibility into capacity across network
- Limited visibility into if suppliers are sourcing materials at right prices/quantities
- Challenges on and off-boarding suppliers efficiently

TODAY... BRANDS LACK ABILITY TO COLLABORATE EFFECTIVELY WITH EXTERNAL SUPPLY CHAIN PARTNERS

Without visibility and input into your external supply chain, you are left guessing about critical supply chain milestones:

- X** Will we hit OTIF?
- X** Have the materials arrived?
- X** Has production started on time?
- X** Has our product shipped?



WHERE BRANDS WANT TO BE

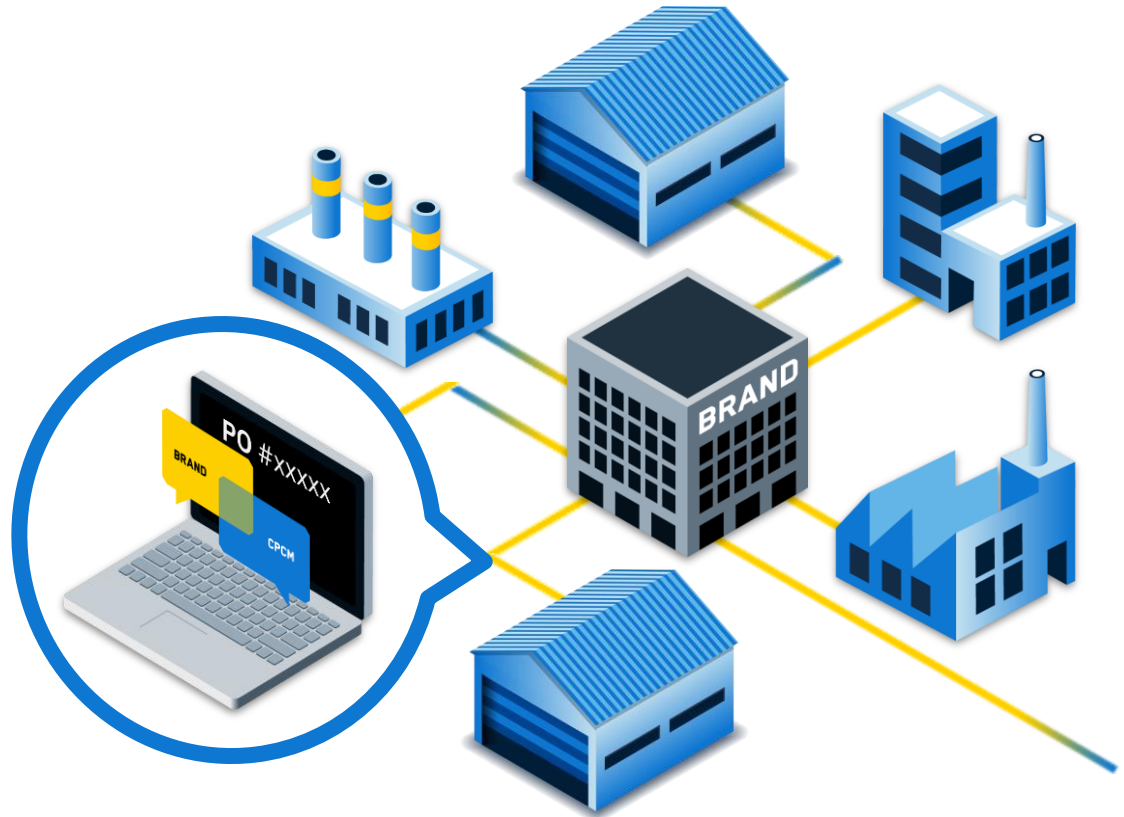
- Standardise and improve collaboration with the external manufacturing network
- Improve visibility (capacity and inventory) across that network
- Manage external supply chain volatility more effectively: onboard and off-board new co-mans and co-packers efficiently
- Improve control over supplier procurement practices
- Drive volume growth and improve agility in market
- Improve quality control and recall readiness
- Accelerate response times to volatile demand signals



ILLUMINATE THE EXTERNAL SUPPLY CHAIN WITH STANDARDISED DATA FLOW & COLLABORATION

With seamless flow of data and collaboration capabilities, you can ensure:

- ✓ We are tracking toward OTIF fulfillment
- ✓ Materials have arrived
- ✓ Production has started on time
- ✓ Product has shipped



SUPPLIER CHALLENGES

- Increased demand volatility
- Inefficient and time consuming management of labour, inventory, and production
- Lack of tracking, reporting and real-time insights for operations
- Manual processes; legacy systems create inefficiency
- Trust and communication deficits with customers



MANUFACTURER AND SUPPLIER BOTH SEARCH FOR A SOLUTION...



The **Manufacturer** is looking for a solution that helps them better orchestrate and collaborate with their external supply network

The **Supplier** is looking for a solution that gives them more operational control and the ability to deliver higher quality products and services – and data – to customers

The Multi-Enterprise Supply Chain Business Network

“The **number one strategy** for improving resilience and agility is to **deepen collaborative relationships** with key customers and suppliers.”

- Gartner Inc.,
*The Journey to Effective
Supplier collaboration*

Nulogy is the **ONLY notable vendor** for the Contract Manufacturing and Co-packing Industry called out in Gartner’s 2021 **Magic Quadrant** for MESCBNs.

- Gartner Business Process Context: ‘Magic Quadrant for Multi-enterprise Supply Chain Business Networks’ Published 3 May 2021

Gartner

ABOUT NULOGY

WHAT WE DO

Nulogy's cloud-based Shop Floor solution helps 3PLs and dedicated co-packers digitalise and optimise contract packing operations and deliver differentiated products to market more quickly, efficiently, and with less waste.



GLOBAL REACH

Used in 5 continents • 15 countries • 8 languages



INDUSTRY ASSOCIATIONS



GLOBAL CUSTOMER BASE



WHERE NULOGY FITS IN THE SUPPLY CHAIN



KEY SUPPLY CHAINS WE SERVE



Beiersdorf



HERSHEY'S



L'ORÉAL

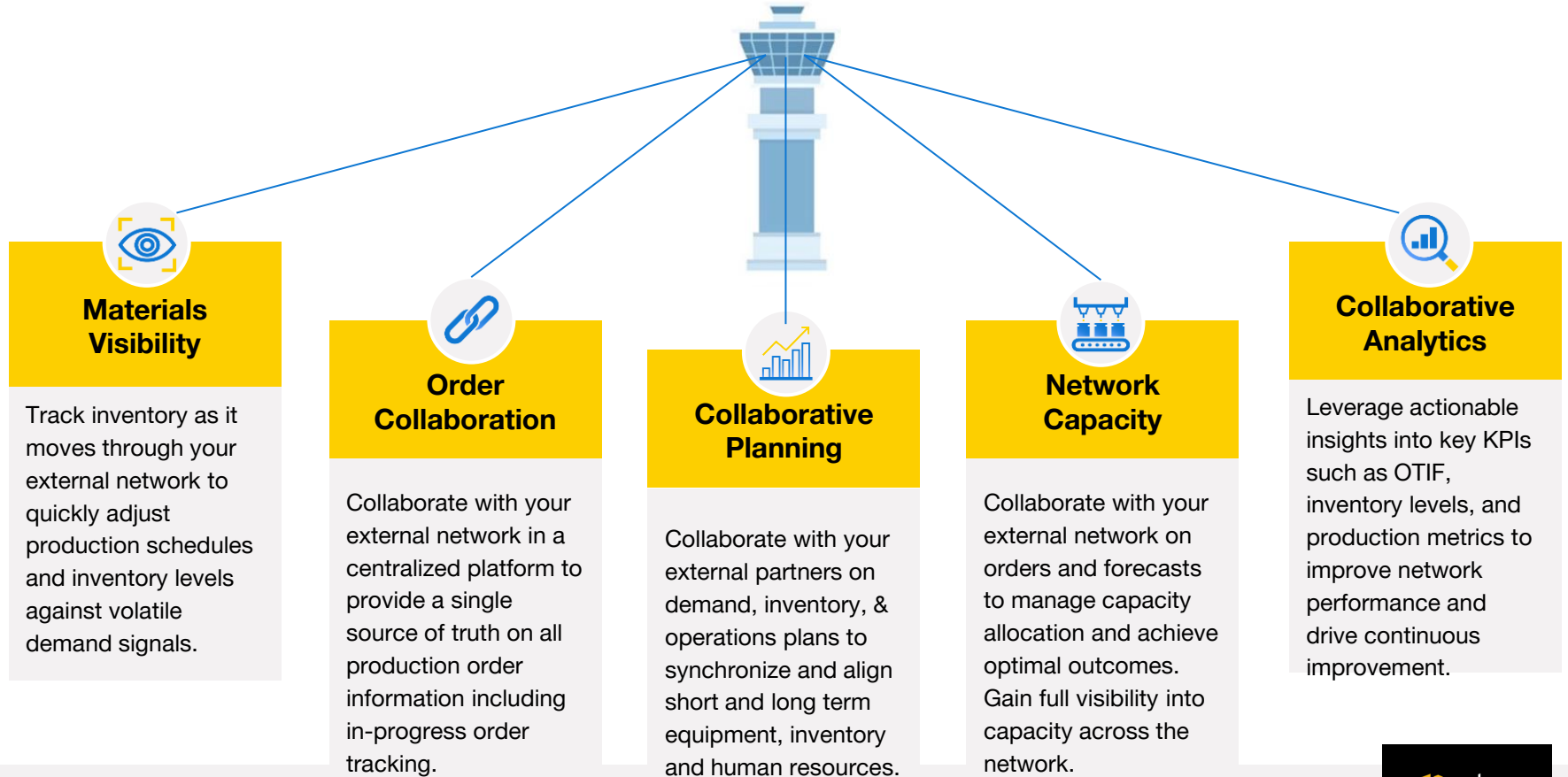
MARS



SONY



DIGITALISING COLLABORATION WITH YOUR SUPPLIERS



WINNING TOGETHER WITH COLLABORATIVE MANUFACTURING

- Drive network visibility and collaboration
- Improve sustainability and reduce waste within operations
- Unleash agility and responsiveness across the network



WHAT OUR CUSTOMERS SAY



“By enabling automation and increasing visibility across our network, Nulogy has helped us **collaborate more effectively with our external contract packaging and promotional assembly partners** to drive greater agility, sustainability, and cost optimization.”

Veronique Gravel
Director of Supply Chain,
L'Oréal Canada

L'ORÉAL



“We chose Nulogy as our digitization partner to enable our internal teams and co-mans to work better and smarter together. Nulogy has given us the **visibility into our production and inventory to help us be more responsive to market opportunities.**”

Nicole Barrick
Associate VP of External Manufacturing & Planning,
Church & Dwight



“Without Nulogy and hundreds of external sites, managing third party manufacturing to ensure a high level of service with the right level of visibility and an adequate level of control is a huge challenge.”

Manuel Becker
Head of Operational Excellence & Digital,
Global External Manufacturing
Sanofi

sanofi

WIN TOGETHER WITH A SYNCHRONISED EXTERNAL SUPPLY CHAIN NETWORK

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