Revolutionizing Supply Chains using Smarterial

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Today’s supply chains are broken

Underlying Problems

- Time mismatch:
  - Production start ⟷ point of consumption
- Uncertainty of Market Partner’s needs
- Communicating available Demand information

Smarterial

Solves the problem on the micro scale as first step

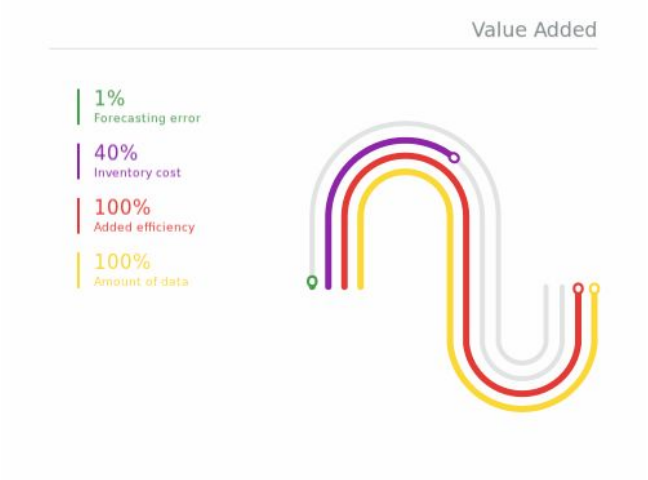
- Enables Communication between partners
- Provides useful insight that enhance the improvement of products

Data Sharing

- Inventory
- Speed of material consumption
- Production schedule (Phase 3)
- Performance data (Failure rate, helpful for machine producer)
- Lead time
- Price

What’s the added value for a customer for sharing his data?

- Lower forecasting error
- Smaller inventory cost
- Added efficiency of production process for supplier, lowering price for customer
- Bigger amount of data available to Smarterial, it can find correlations between failure rates and production processes



Problems

- Granular access of data must be guaranteed (Core of the Smarterial business case)
- Security (Hacking)
- Supply chain members reluctance to hand over their data
- Sudden fluctuations in demand

The business case of Smarterial

- Smarterial can be first step towards a better coordinated supply chain
- Increases efficiency by stabilizing the supply-demand match
- Early mover advantage against competitors

EasySnap can benefit from Smarterial’s ecosystem:

- good integration → Apple value proposition

Questions?

Thank you for listening!