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# Revolutionizing Supply Chains using Smarterial

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# Today's supply chains are broken



Plastic Suppliers



Packaging Supplies



Raw material suppliers



Food Producer



Supermarket



Final Customer



# Underlying Problems

- Time mismatch:
  - Production start  $\longleftrightarrow$  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

Data has a better idea

# 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



A photograph of a city skyline viewed through a window. The skyline includes several tall buildings, some with construction cranes on top, and a mix of modern and older architecture. The sky is overcast with grey clouds. The window frame is visible at the top and sides.

Questions?

Thank you for listening!

Data has a better idea