

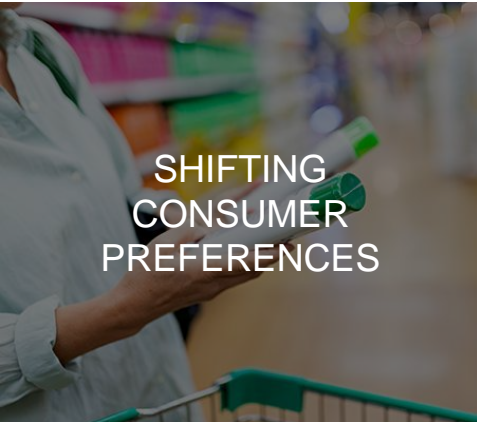
Gaining Efficiencies and Transparency in Third Party Supply Chains

www.nulogy.com

Eckard Bicker

ebsca GmbH

COMPLEXITY AND CHALLENGES FOR PROCUREMENT ORGANIZATIONS



SHIFTING
CONSUMER
PREFERENCES



NEGOTIATIONS



SUPPLY
TRANSPARENCY



SUSTAINABILITY
& WASTE
REDUCTION



OMNI-CHANNEL



JOINT VALUE
CREATION



EMERGING
MARKETS




REGULATORY
REQUIREMENTS

IMPACTS OF COMPLEXITY ON PROCUREMENT



SPEED-TO-MARKET /
SHRINKING LEAD
TIME



SMALL ORDERS,
SHORT PRODUCT
RUNS



HIGH SKU
PROLIFERATION



RAPID NEW
PRODUCT
INTRODUCTION

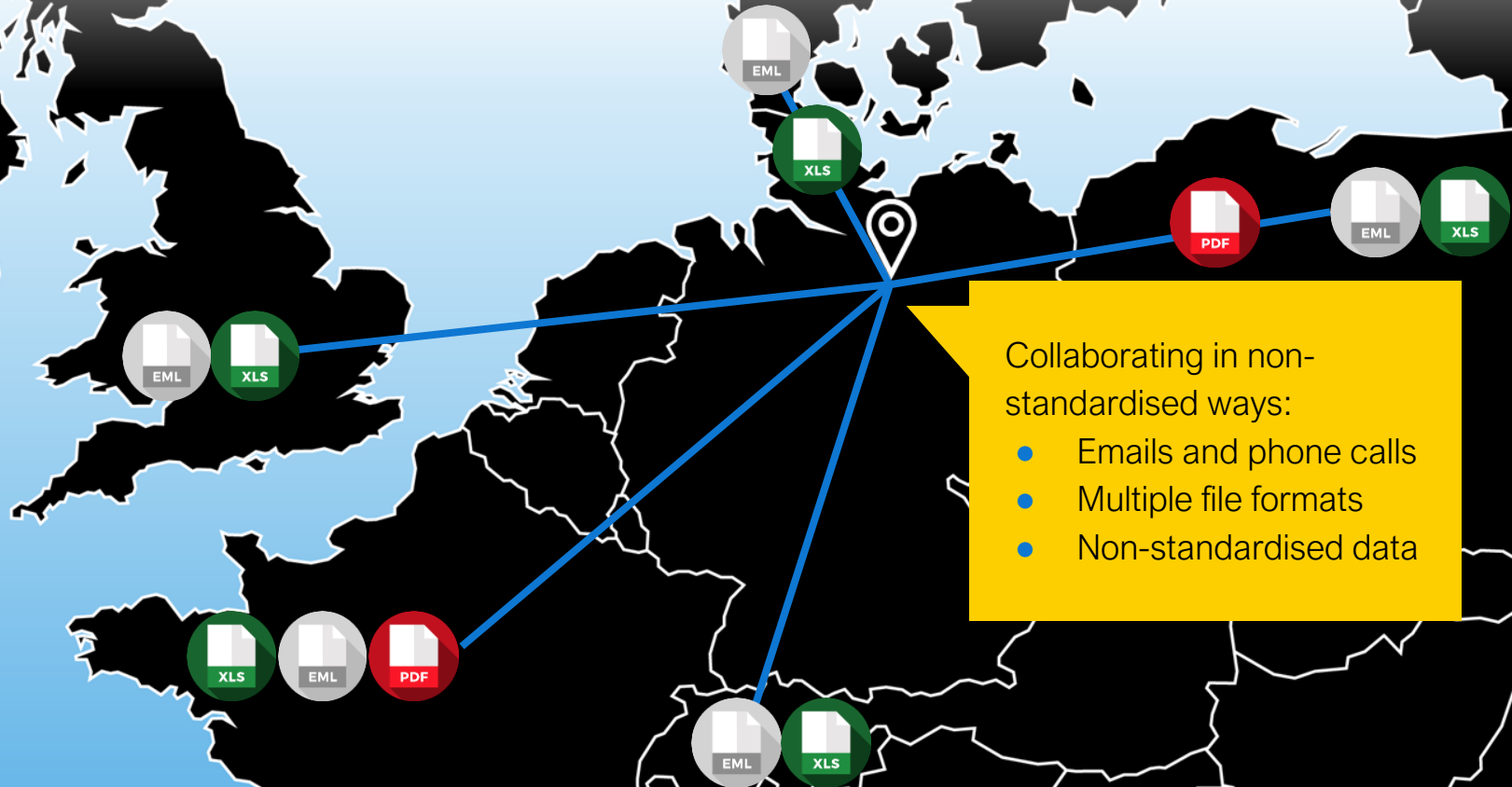


MEETING
REGULATORY
REQUIREMENTS



DISTRIBUTION
MOVING CLOSE TO
THE CUSTOMER

EXTERNAL SUPPLY CHAIN TODAY



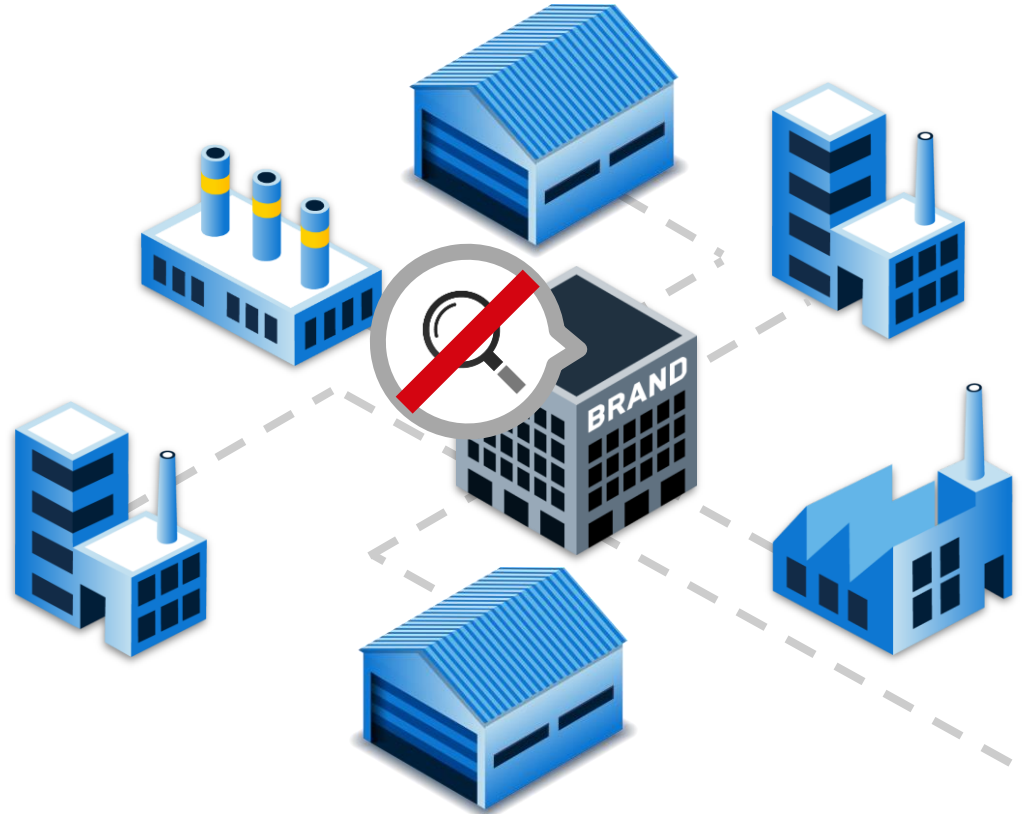
Collaborating in non-standardised ways:


- Emails and phone calls
- Multiple file formats
- Non-standardised data

LACK OF VISIBILITY AND COLLABORATION

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

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



The background of the slide is a blurred photograph of several people walking in a hallway or office setting. The image is out of focus, showing silhouettes and soft colors of clothing and the floor. The lighting is somewhat dim, creating a professional and busy atmosphere.

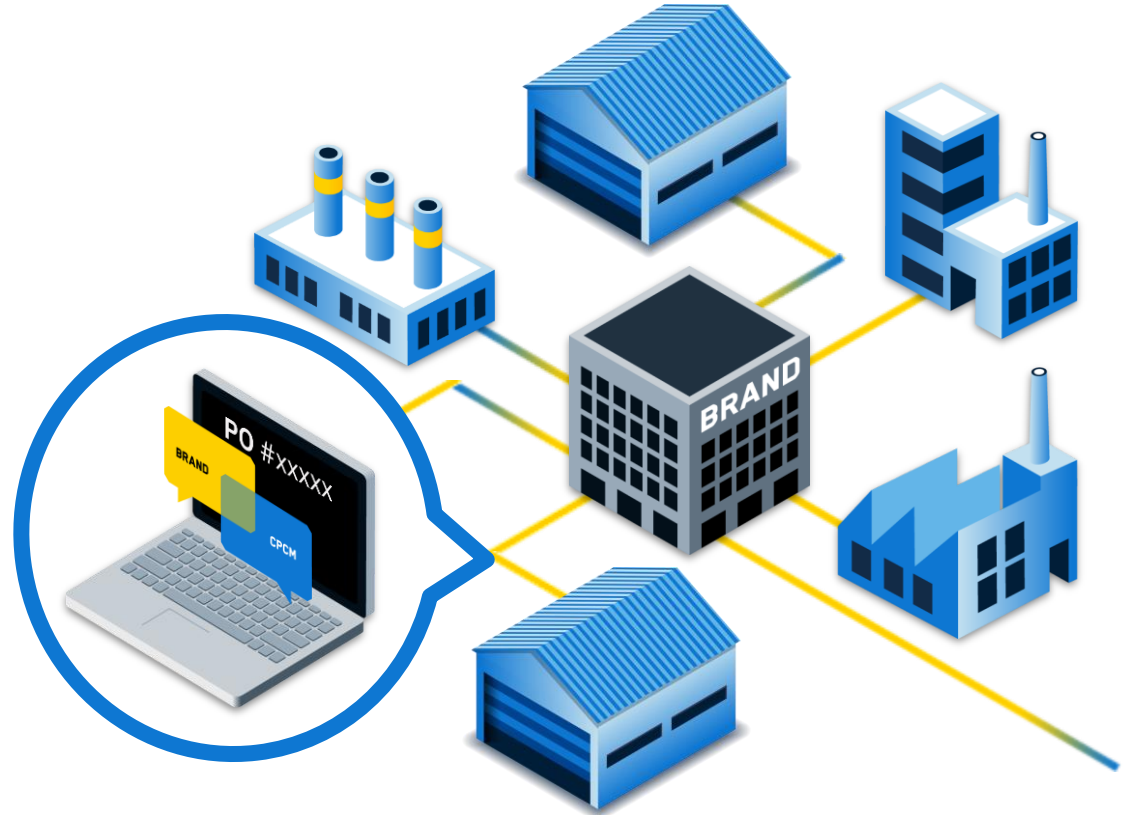
“Today, **savvy brand owners** are re-examining their external manufacturing relationships, and are devising ways to foster [...] **strategic relationships** [for] joint value creation.”

- Gartner inc., External Manufacturing Strategy Guidance for Supply Chain Leaders

SEAMLESS DATA FLOW & COLLABORATION

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

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





Nulogy allows consumer brands to collaborate with their external supply chain to customize products with ease, speed, and quality, while minimizing waste and reducing costs.

ABOUT NULOGY

WHAT WE DO

Nulogy's SaaS-based Agile Customisation Platform helps co-pack providers and their brand customers deliver differentiated products to consumers more quickly, flexibly, and with less waste.



GLOBAL REACH



INDUSTRY ASSOCIATIONS



GLOBAL CUSTOMER BASE



KEY SUPPLY CHAINS WE SERVE



ECOSYSTEM SOLUTION MODULES



Materials Visibility

See inventory positions of your suppliers to quickly adjust inventory levels against volatile demand signals.



Order Collaboration

Collaborate with network of external suppliers in a centralized location for single source of truth.



Order Tracking

Identify in-progress orders that require your attention to ensure production stays on track.



Scorecards

Leverage actionable insights around suppliers and orders to improve network performance.

Improved Agility and higher Net Sales



DRIVING OUTCOMES

TOP NULOGY
CUSTOMER
OUTCOMES†

23% YoY
improvement in OTIF

38% YoY
improvement in labour
efficiency

36% YoY
increase in output

AGILITY



greater net sales from
improved responsiveness
to unexpected demand



free up employee time to
work on customer service



improved customer
responsiveness from
increased OTIF

MARGINS

COST

"Nulogy has been instrumental in enabling our internal teams and contract manufacturers to work better and smarter together, and has given us the **visibility into our production and inventory to help us be more responsive to market opportunities.**"

Nicole Barrick, Director of Manufacturing Operations,
Church & Dwight



More Profit Margin from External Capacity



COLGATE-PALMOLIVE

DRIVING OUTCOMES

TOP NULOGY
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COST

“Our customization partner had to go **from fully manual processes with stacks of paper to managing quality on the line with iPads**. They had to immediately track what was being produced, and drill down to where there were bottlenecks. So **they changed their whole process and found efficiencies**. If you look at their operation today, it doesn't look anything like it did before they implemented the system.”

Josue Munoz, VP of Supply Chain,
Colgate-Palmolive



COLGATE-PALMOLIVE



greater net sales from improved on-shelf availability



more working capital from lower inventory carrying costs for launches



higher operating margins from reduced direct labour costs



lower risk contingencies from faster recall



greater net sales from reduced time-to-market



reduced inventory write-offs from lower material obsolescence

Risk Reduction

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“Using Nulogy’s platform, Kuehne+Nagel **accelerated response time and data transparency levels for recall procedures by 50%**. Traceability is very important for our customers. In the past, we needed hours to provide traceability to our customers on expiry dates, for example. **Now, we can respond in minutes.**”

Egon Walboomers, National Co-pack Manager,
Kühne + Nagel



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Lower Costs & Reduced Working Capital



COLGATE-PALMOLIVE

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increase in output

“On the quality side, **full visibility has allowed us to reduce inventory**, because we now know where everything sits, and don't have to hold higher inventories while quality processes are being carried out. And our partners have seen better efficiency as well. We're seeing **higher throughputs**, which **drive lower costs** on our side. And that's what we're looking for.”

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COLGATE-PALMOLIVE



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COST



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Transparency and value sharing at the External Supplier Level

KEY BENEFITS FOR YOUR EXTERNAL SUPPLY CHAIN



Reduce time

spent on administrative, non value-added tasks and free up time to work on the business.



Eliminate avoidable costs

related to late penalties, expedited shipping, and materials write-offs.



Achieve sustainability

goals and drive out supply chain waste.



Increase responsiveness

to customers and reduce project lead times.

DIGITALISE THE SHOP FLOOR

MATERIALS MANAGEMENT
Shipping &
Receiving Clerk



PRODUCTION MANAGEMENT
Line Lead



E2E Traceability
/ Compliance

INVENTORY MANAGEMENT
Forklift Operator



QUALITY CONTROL
Quality Manager



MATERIALS MANAGEMENT
Shipping &
Receiving Clerk



Receiving

Shipping

Planning

ORDER MANAGEMENT
Production Manager



PRODUCTION PLANNING
Planner



Costing

Materials
Planning

Production
Scheduling

Primary
Packaging
Secondary
Packaging

Quality Control

Warehouse
Management

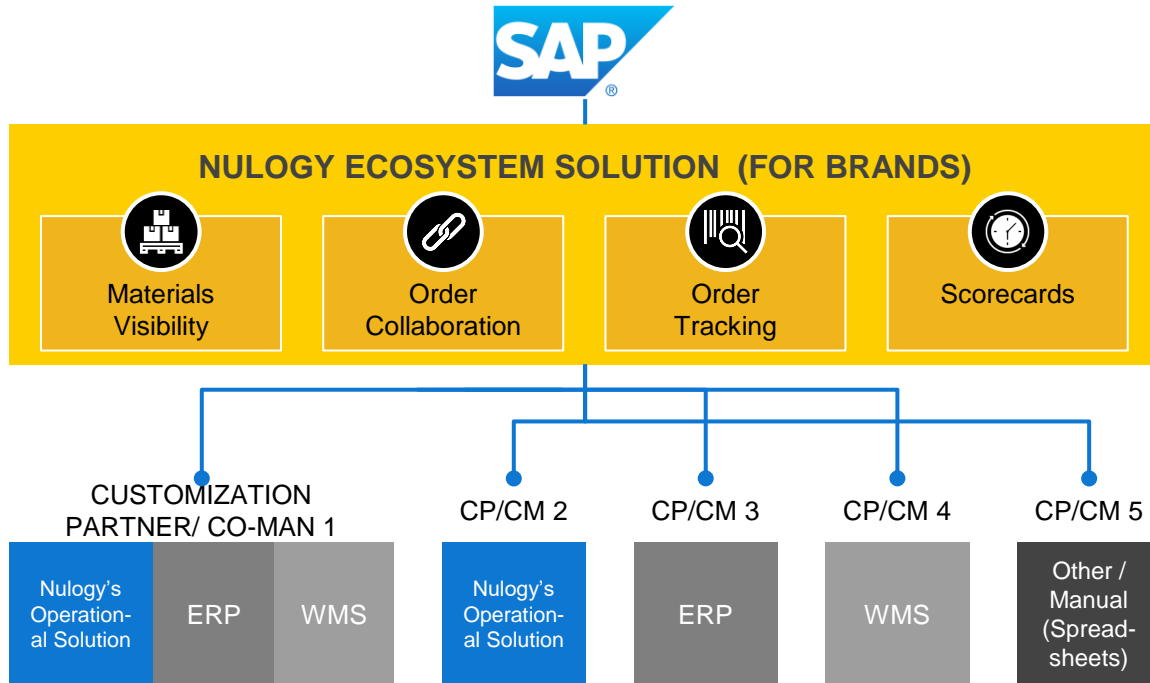
Shipping



Turn your External Supply Chain
into one Ecosystem Solution

YOUR EXTERNAL NETWORK ARCHITECTURE

Single Connection Into SAP & Scalable Across Multiple External Partners



NULOGY'S PLATFORM:

- Federates and standardizes data across your heterogeneous network
- Quickly onboards external partners onto a scalable platform
- Integrates with SAP in a zero-touch, plug and play approach
- Provides open connectivity via APIs, EDIs, and CSVs

INTEGRATIONS: TRUSTED BY

Provide direct integrations to your customers' ERP system



Beiersdorf

L'ORÉAL



DURACELL® C O T Y



Johnson & Johnson



Kellogg's

Kraft Heinz



MARS WRIGLEY



SONY



NULOGY CUSTOMER JOURNEY



Questions & Answers

Eckard Bicker
eckard.bicker@ebsca.de

Thank you!

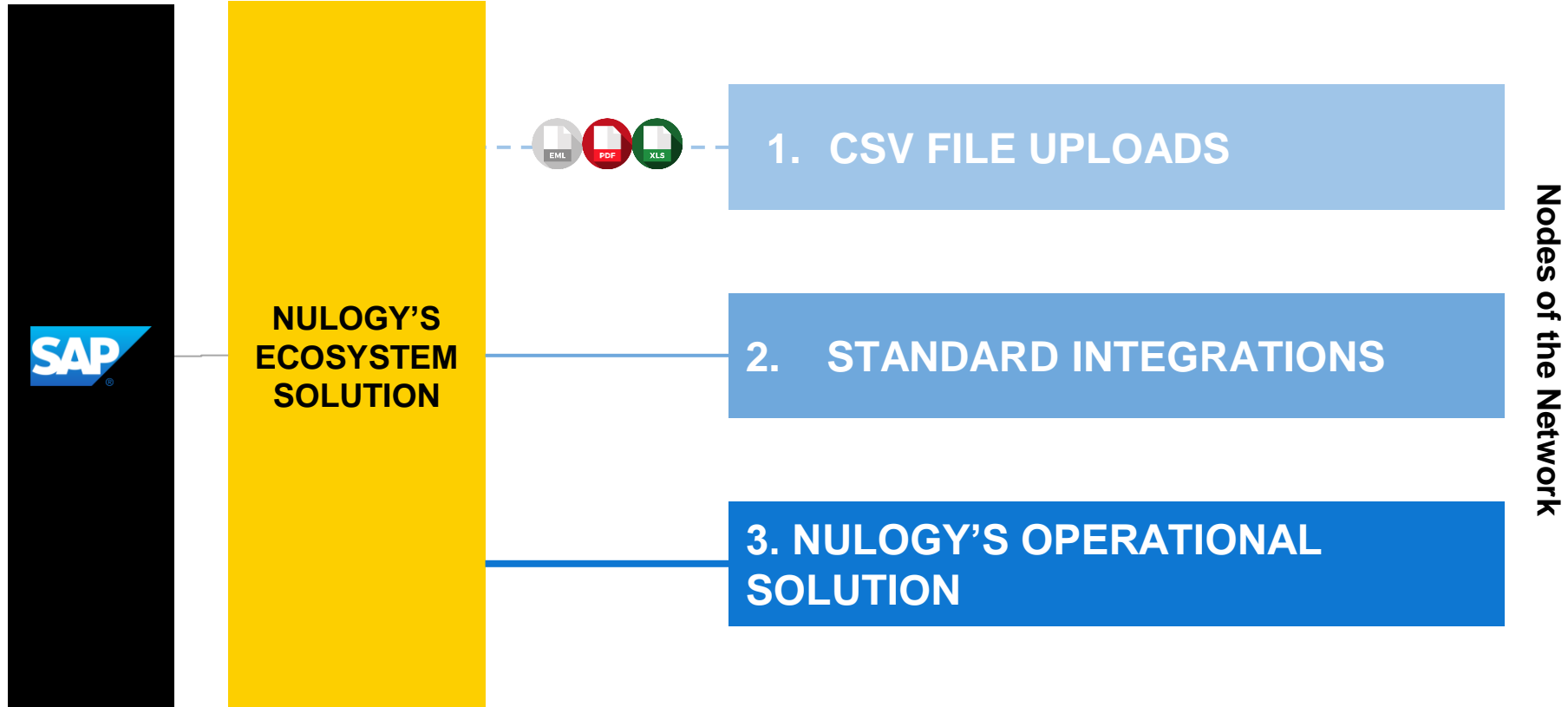
Eckard Bicker
ebsca GmbH

Nulogy Partner for Germany, Austria and Switzerland

eckard.bicker@ebsca.de

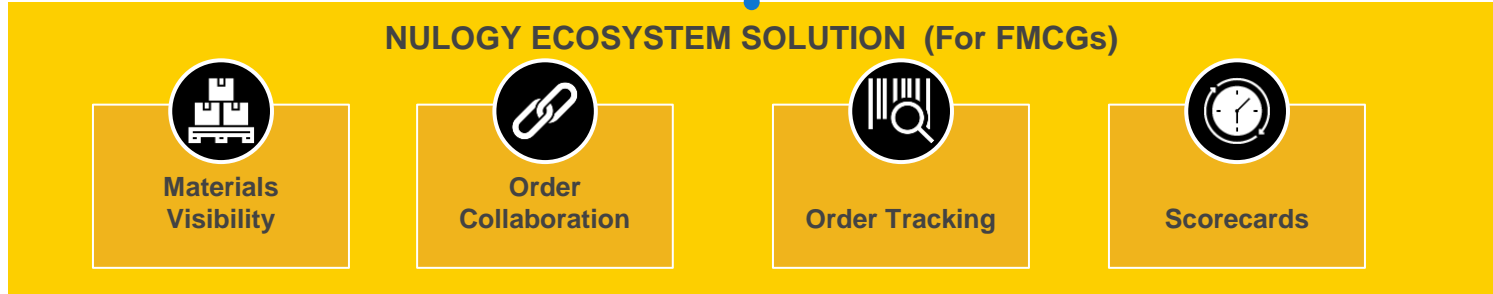
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CONNECT: METHODOLOGIES



NULOGY'S ECOSYSTEM SOLUTION FOR FMCGs

BRAND

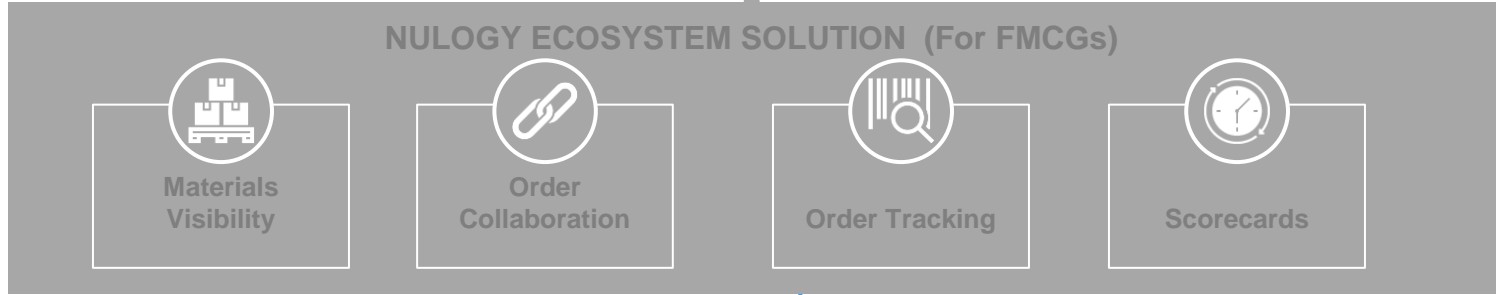


SUPPLIER



NULOGY'S OPERATIONAL SOLUTION FOR SUPPLIERS

B
R
A
N
D



S
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L
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E
R

