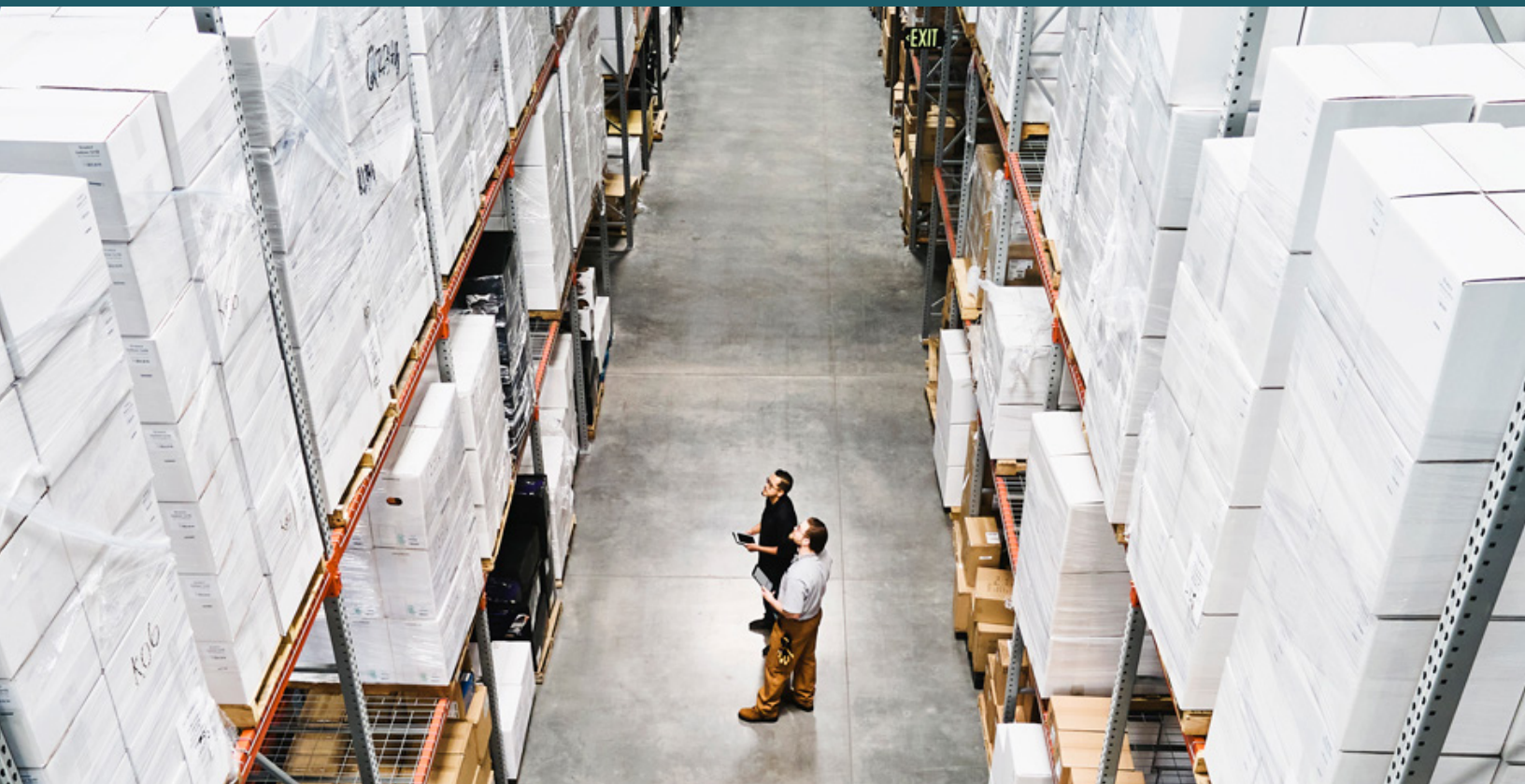




SOLUTION BRIEF

# Harness the Power of Sub-Tier Supply Collaboration

Discover how true multi-tier supply collaboration drives agility, resilience, and innovation across different industries.





## The need for more visibility has never been greater.

Even in today's digitally interconnected yet globally dispersed trade landscape, collaboration isn't easy – regardless of the size and depth of your value chain. It's burdened by managing many different vendors, slowed by a lack of visibility into multiple tiers, and constantly disrupted by shifting markets and global unrest. But collaboration has also become the pivot point for success. According to the Gartner 2023 Market Guide for Multi-enterprise Collaboration Networks, "Connecting, coordinating, collaborating, and executing on business processes that extend across multiple enterprises for joint value generation will allow supply chain organizations to drive resilience in times of disruption." That's because, for most companies, the supply chain isn't just part of their business – it is their business. And what companies need is more efficient and intelligent ways to bring it all together.

## Sub-tier collaboration delivers more confidence and less risk across the entire supply chain.

Cultivating and strengthening supplier relationships can be a competitive advantage in today's globalized marketplace. Deep collaboration across and into the sub-layers of suppliers and production partners helps

companies tap into supplier expertise, align objectives, and drive mutual success. By sharing critical data, insights, and forecasts, they can improve planning accuracy, optimize inventory levels, and enhance overall supply chain performance.

By integrating multi-tier collaboration into their risk management strategies, companies can proactively identify vulnerabilities, develop contingency plans, and mitigate the impact of disruptions. The ability to visualize supply chain dependencies and track supplier performance in real-time ensures a swift response and recovery.

Achieving multi-tier supply collaboration isn't a challenge unique to a specific industry. Neither are the benefits. In this document, we'll use three real-world business examples from different industries to highlight how multi-tier supply collaboration across a global network of partners can help harness the power of your supply chain and deliver a competitive edge.

## Collaboration in action: three case studies.

Here's how deeper collaboration is driving real results for different organizations across multiple industries.

## Use Case

# Transforming the automotive industry with supplier scheduling



This globally recognized automotive leader embarked on a path of innovation and collaboration by transitioning to a more connected and simultaneous operating model. The transformation involved a multi-tier network of over 1,000 global suppliers, connected supply planning and execution. It enhanced logistics visibility--and it was developed in pursuit of greater supplier schedule stability.

The organization was susceptible to frequent disruptions and costly missed commitments due to poor visibility into its supply risk. However, this automotive leader gained a holistic view of their supply chain by seamlessly sharing strategic operational and planning information across the network. This helped them sense supply and demand shifts and proactively mitigate and manage disruption risks before they impacted their supply availability.

Additionally, they implemented a system of daily, weekly, and monthly confirmations against a telescopic part-level forecast in collaboration with their suppliers. This real-time visibility empowered them to manage potential disruptions and increase supply assurance.

The organization incorporated supplier constraints and utilized advanced techniques like part-level pegging and predefined priority rules to overcome the confusion stemming from unrealistic build plans. This helped them create more achievable build plans. Now they can better anticipate and mitigate these supply chain risks by adding inbound supply shipment visibility and improving predictive time of arrival, early warning alerts, and disruption impact assessments.

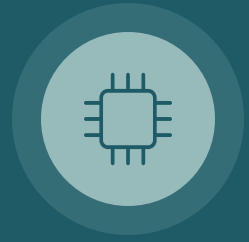


The automotive industry is constantly pressing the accelerator on its transformation from limited supply visibility, siloed planning, and slow response to a state of simultaneous and connected planning, logistics, and execution. This connected and synchronized operating model is a departure from the traditional, sequentially tiered supply chain approach. The result is an agile supply chain that can respond swiftly to change while optimizing inventory by balancing service, cost, and flexibility.



## Use Case

# Streamlining collaboration in the high-tech industry



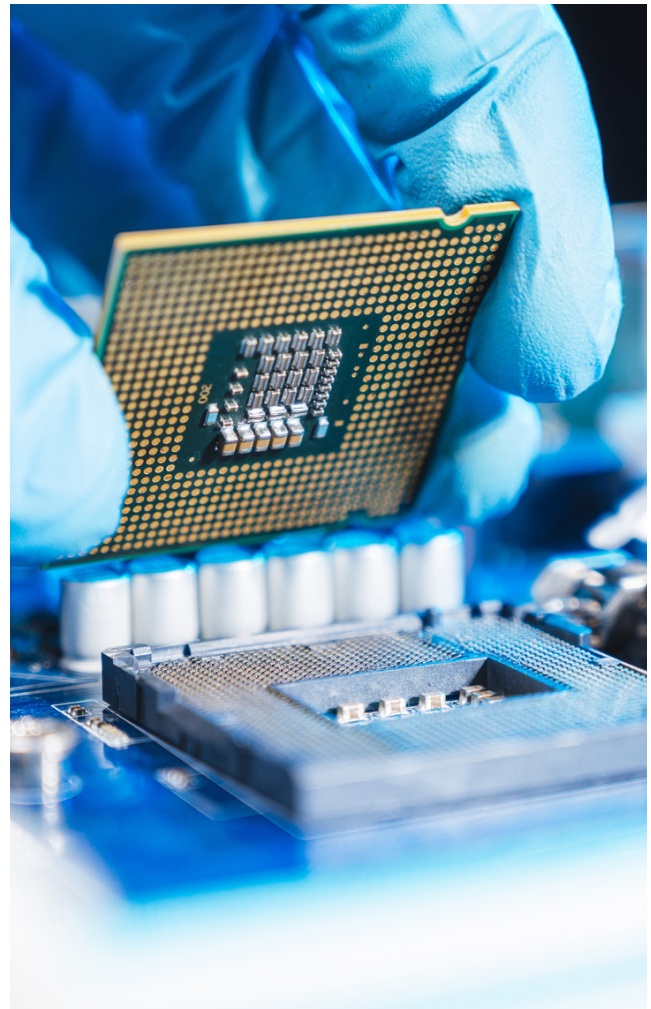
When this tech-device brand began to experience eroding margins from an inefficient supply chain, they set forth a strategy to significantly improve their supply chain visibility by establishing their NorthStar to drive increased efficiency through automation and end-to-end supply chain collaboration.

However, this wasn't easy. After all, managing a company that leases over twenty million customized electronics involves cultivating relationships and working with more than 5,000 supply chain partners, including suppliers, logistics providers, retailers, and customers—all resulting in more than two million transactions annually.

The company recognized that fully automated upstream and downstream collaboration on inventory, forecast, and orders meant there was an opportunity to take their supply chain management to the next level and establish full partnerships across tiers. This expanded their end-to-end control and visibility. And combining supply and demand signals enabled their planning team to build the most feasible supply plan and set it in motion at any point.

On the upstream side, the deeper collaboration presented new strategies and opportunities to become more agile and efficient. By deploying vendor-managed inventory and replenishment capabilities, the company optimized inventory levels across suppliers and local market channels – significantly reducing excess, aging, and obsolete stock. Beyond this synergy, the brand owner identified three-way trading and buy-sell opportunities that increased supply assurance while simultaneously generating a new revenue stream.

With over 90% of their business and partners connected, the company can now meet its goal of a more collaborative, efficient, and resilient supply chain.



## Use Case

# Laying the foundation for growth in retail



While managing a complex supply chain, this multinational retailer across the Middle East learned that it requires the right people, processes, and systems to make its supply chain agile, resilient, and adaptive. But this meant first addressing the shortcomings of their current legacy supply chain management solutions.

Many of this retailer's issues and disruptions were related to suppliers and transportation. They started finding solutions to many of their transportation challenges but couldn't consistently answer the deceptively simple question: "Where is my shipment?" They needed a better way to create more flexibility within their transportation and logistics capabilities to manage whatever the supply chain threw at them.

To achieve this, they empowered their suppliers by building a complete end-to-end supplier collaboration network. This single platform offered many opportunities to collaborate on forecasted demand and distributed inventory. Still, more importantly, it provided the ability to collaborate on a single source of truth.

Since launching their supplier collaboration solution, they have been able to address transportation delays, supplement expense and customs processes, and see the entire order lifecycle with transportation details, all within a single shared portal amongst their suppliers. Though all these benefits made the company happy, one upstream impact single-handedly justified their entire effort--being able to deliver on their promises to their customers.







## Empowering the network to do more.

With the ability to fully capitalize on multi-tier supply chain collaboration benefits, companies can get more out of their supply chain partner network than simply connectivity. Multi-tier supply collaboration supplements the cycle of planning, forecasting, and order execution, with coordinated solutions to the most pressing challenges many industries face. By increasing supply chain confidence through deep sub-tier collaboration, companies can take advantage of opportunities to significantly reduce supply chain risk and improve supply readiness and availability. This is why collaborative, multi-tier supply chains have become a strategic imperative for organizations seeking to compete effectively in today's volatile markets.

Harnessing the power of multi-tier collaboration is no longer an option but a necessity in today's rapidly evolving business landscape, and it applies across various industries, supporting the growth and success of companies in the global marketplace.

## Connect Your Supply Chain

E2open is the connected supply chain software platform that enables the world's largest companies to transform how they make, move, and sell goods and services. With the broadest cloud-native global platform purpose-built for modern supply chains, e2open connects over 400,000 manufacturing, logistics, channel, and distribution partners as one multi-enterprise network tracking over 12 billion transactions annually. Our SaaS platform anticipates disruptions and opportunities to help companies improve efficiency, reduce waste, and operate sustainably. Moving as one.™ Learn More: [www.e2open.com](http://www.e2open.com).

SBPSC231

E2open, e2open logo, and Harmony are registered trademarks of e2open, LLC. Moving as one. is a trademark of e2open, LLC. All other trademarks, registered trademarks, or service marks are the property of their respective owners.