

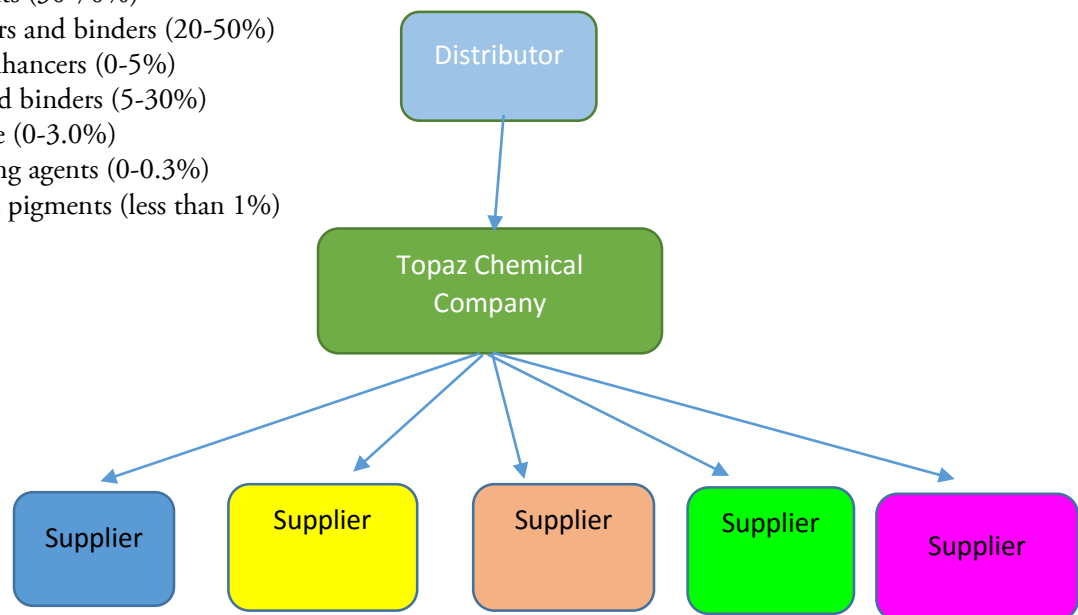
## *Agile Supply Chain: Connecting & Linking 3<sup>rd</sup> Party Suppliers to the Enterprise*

In understanding the space, and how our software applies, let's assume we have a consumer goods company, called Topaz Co that manufactures washing soap and detergents used to clean and do laundry. Each detergent has at least 8 product ingredients, which come from 5 different suppliers depending on the place of manufacture. This makes  $8 * 5$  (40) different product classes from 5 different suppliers.



When Topaz Co receives an order from their regional distributor, the distributor usually orders in batches of box sets. Each box comprises a dozen (12) bottles of detergent soap. Each batch contains 10 boxes which totals 120 bottles of detergent soap solution. Orders are made in single boxes. Let's say the distributor for Texas orders 400 batches, which is 4000 boxes, this means they are requesting 48000 bottles of detergent soap. From here the manufacturing company, Topaz, has to break down the order and request the needed ingredients from the suppliers, in order to bring about manufacture of the requested order. Let's assume these are needed ingredients to manufacture the detergent:

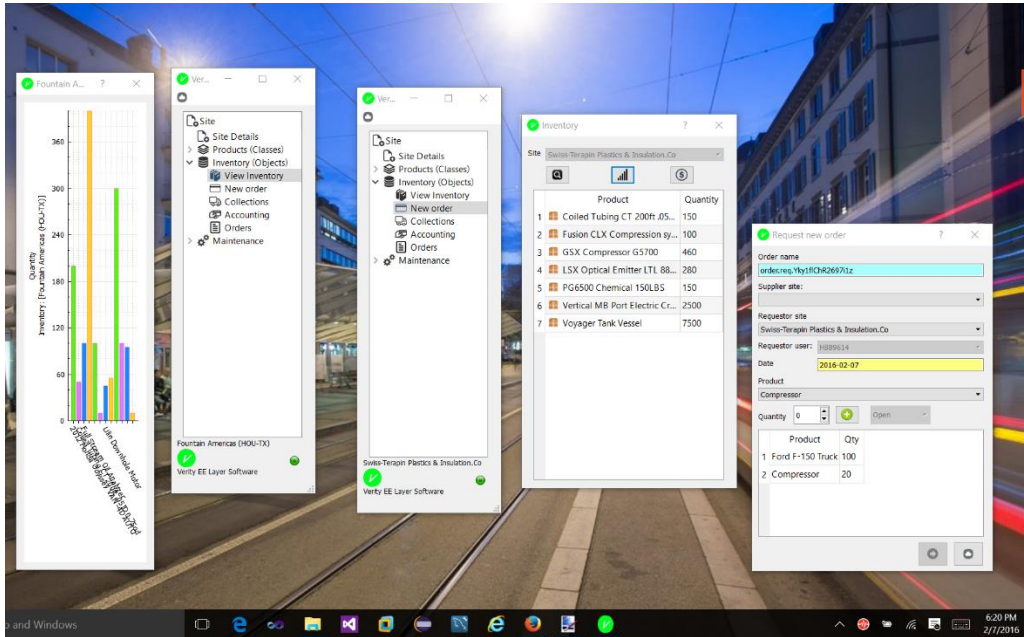
- Surfactants (30-70%)
- Plasticizers and binders (20-50%)
- Lather enhancers (0-5%)
- Fillers and binders (5-30%)
- Fragrance (0-3.0%)
- Opacifying agents (0-0.3%)
- Dyes and pigments (less than 1%)



The distribution company, requests order from Topaz Co chemicals, and Topaz requests the ingredients from the suppliers in preparation to manufacture the order. The first order comes from Distributor → Topaz Co;

the second order is from Topaz to each supplier. In this case we have a 2-tier order request, with 2 sets of order requests. How can Topaz know if it has the ingredients?

Also how can the company know if its suppliers have the product in current stock? Rather than waiting for suppliers to go out and source the product, it might make more sense to order from a supplier who has the product in stock immediately which might cause a faster shipment and delivery which means faster time to fulfilment.



Verity EE software enables us to answer questions such as these in order to make the smartest and most cost effective decisions in the supply chain distribution network. With Verity EE software, Topaz Co can search all her supplier partners, search availability across different supplier sites; Also Verity provides a digital platform to generate the orders needed from the buyer to the seller, enabling richer and more seamless collaboration. Also Topaz Co could grant access to her suppliers, granting visibility into the enterprise stock, and the supplier can recommend when their products need to be replenished or moved to other sites. Suppliers who are given a hands-on role could help Topaz make better decisions because they too are stakeholders in the success of the operation

The software enables suppliers and the business to work together to collaborate to create a more seamless, and agile operation; Verity EE software enables us to develop a digital record of each supplier's product site inventory that is of interest to the members of the supply chain. In other words, Topaz will bring online each of its suppliers, allowing Topaz and her suppliers to make better smarter, decisions, and to order effectively.

*"Give thanks unto the LORD, for He is good, and His love endures forever", Psalm 107:1*

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