

WEBINAR WEDNESDAYS



# From Stovepipes to Shared Insight: The New Model for Federal Supplier Risk Management



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# From Stovepipes to Shared Insights: The New Model for Federal Supplier Risk Management



## In this webinar, we will discuss:

Exiger's Trusted Supplier Platform with a SCRM common operational picture (COP):

- National Security and Economic Security requires an increase in the role and impact of government wide SCRM to bring its security/intelligence missions and acquisitions/SCRM missions closer together through the use of a broad, government wide, risk “insight” sharing platform.

# Overview



## Why?

- Government acquisition programs work within stovepipes that lack the ability to easily share risk insights identified about their suppliers.
- Many of these suppliers have contracts with multiple organization across the federal government.
- This inability to share risk insights on a broad scale within the federal government leaves many organizations open to compromise or vulnerability because they're not adequately funded or manned to conduct detailed supply chain risk management (SCRM) like other organizations.



# GSA's Multi-Year 'First of its Kind' Enterprise Contract with Exiger for Supply Chain Risk Management (SCRM) Platform

GSA's enterprise-wide SaaS SCRM contract is the **first of its kind** and provides a flexible and direct contracting pathway for all government agencies to quickly obtain the technology and expertise needed to identify and manage risk with the Exiger platform.

## BENEFITS OF JOINING THE USG SCRM ENTERPRISE

- Immediate access to the past three years of SCRM investment and deliverables from DoD and other USG Departments/Agencies to jump start your SCRM program and show immediate return on investment
- Leverage volume discounts, USG-wide enterprise data sharing, improved collaboration and risk mitigation, and sharing of best practices in supply chain risk mitigation strategies
- Utilize groundbreaking, advanced AI technology coupled with deep subject matter expertise and actionable insights
- Proactively and comprehensively manage the risk in your supplier and third-party ecosystem; Exiger's platform enables you to proactively manage critical areas of risk including:
  - Cyber Supply Chain & Software Risk
  - Foreign Ownership, Control, or Influence Risk (FOCI)
  - Hardware Counterfeit or Compromise Risk
  - Environmental, Social & Governance Risk (ESG)
  - Financial Health & Compliance Risk (FH)
  - Watchlists & Sanctions Risk
  - Reputational, Criminal, & Regulatory Risk (RCR)
  - Operational Risk



# GSA's 'First of its Kind' Multi-Year Enterprise Contract with Exiger for Supply Chain Risk Management (SCRM) Platform

## SOLUTIONS BY THE NUMBERS

Tested and proven performance and values across multiple scenarios: entity vetting and analytics, supply chain illuminations, supplier mapping and collaboration solutions and support services

**100,000+**

Deep Dive Profiles with Risk Scoring for Multiple Threats and Vulnerabilities

**10,000+**

Hours of Threat and Vulnerability Analyst Assessments

**40,000+**

Hours of Supply Chain Research



**600M**

Legal Entities Accessible

**16.8M**

Unique Supply Chains

**7B**

Source Records of Supply Chain Installations

**200+**

Different Risk Categories and Subcategories



# GSA's 'First of its Kind' Multi-Year Enterprise Contract with Exiger for Supply Chain Risk Management (SCRM) Platform

## ADDRESS YOUR LEGAL AND REGULATORY REQUIREMENTS WITH OUR PLATFORM

A sample of completed proprietary market research and supply chain illumination topics:

|  |  |   |
|--|--|---|
| <b>EO 14017:<br/>America's Supply<br/>Chains:</b>                  | <ul style="list-style-type: none"> <li>▪ Critical Minerals &amp; Rare Earth Elements</li> <li>▪ Lithium-Ion/High-Capacity Batteries</li> <li>▪ Permanent Magnets</li> </ul>  | <ul style="list-style-type: none"> <li>▪ Bulk Power</li> <li>▪ Pharma/API Onshoring</li> <li>▪ Semiconductors</li> <li>▪ DUV Lithography</li> </ul>   |
| <b>FOCI, NDAA Sec<br/>889 /1260H,<br/>UFLPA:</b>                   | <ul style="list-style-type: none"> <li>▪ DIB Exposure to Russia/Ukraine</li> <li>▪ DIB Exposure to China</li> <li>▪ DIB NDAA 889/1260H Exposure</li> <li>▪ Russian Oligarchs &amp; Chinese Tycoons</li> <li>▪ Taiwanese Microelectronics</li> <li>▪ SolarWinds &amp; Software Vulnerabilities</li> </ul> | <ul style="list-style-type: none"> <li>▪ China-Russia Alliance</li> <li>▪ Chinese Nuclear Enterprise</li> <li>▪ Chinese Biotech Influence</li> <li>▪ ICT Risk Vectors</li> <li>▪ Foreign Influence in Universities</li> <li>▪ Seaport/Logistics Exposure</li> </ul> |
| <b>COVID-19,<br/>Pharma, and<br/>Healthcare:</b>                   | <ul style="list-style-type: none"> <li>▪ Joint Acquisition Task Force (JATF) Support</li> <li>▪ Operation Warp Speed/Vaccine Production</li> <li>▪ COVID Therapies &amp; Diagnostics</li> </ul>  | <ul style="list-style-type: none"> <li>▪ Vaccine/Therapy Delivery Systems</li> <li>▪ Nucleotide Production</li> <li>▪ PPE</li> </ul>  |
| <b>Critical<br/>Technologies and<br/>Acquisition<br/>Programs:</b> | <ul style="list-style-type: none"> <li>▪ Ground Combat Systems</li> <li>▪ Aircraft Systems &amp; Components</li> <li>▪ sUAS</li> <li>▪ Quantum Tech</li> <li>▪ Ground Autonomy</li> </ul>  | <ul style="list-style-type: none"> <li>▪ Unmanned Submersible &amp; Surface Vessels</li> <li>▪ Radar</li> <li>▪ Sonar</li> <li>▪ Missile &amp; Weapon Systems</li> <li>▪ Industrial Lasers</li> </ul>   |



# GSA's 'First of its Kind' Multi-Year Enterprise Contract with Exiger for Supply Chain Risk Management (SCRM) Platform

## INTRODUCTION TO THE ENTERPRISE SCRM PRODUCTS

**Entity Vetting and Analytics Products:** DDIQ Platform; Enhanced Deep Due Diligence Deliverables Level 3 and Level 4 Reports



**Item Level Supply Chain Management Products and Services:** Item level and N-tier Supplier Mapping and Collaboration Solution; Part Attribute Characterization (PAC) for Electronics or Machined and Fabricated Components; Pharmaceutical Mapper for Drugs and Ingredients

**Supply Chain Illuminations Products:** Supply Chain Explorer; Supply Chain Illuminations

**Support Services:** SCRM “SWAT Teams” to provide rapid response to customer requirements; Support to assist customer with the management of day-to-day SCRM program; Tech services to configure the DDIQ user interface, graphics, widgets, dashboards, and/or connect new data sources

**\$500M** prevention of fraudulent and adversarial sourced counterfeit supply acquisition investments supporting the COVID-19 response



# Government and Defense Industrial Base Customers



*We were able to change the game on supply chain using commercially available tools, and one of them for the trusted capital program is called Exiger DDIQ. We run the companies through, and we can look at their financials for anything on the company, from who is working on the board, to where their financing has come from, legal issues etc.*

2020 PENTAGON BRIEFING

Former Under Secretary of Defense for Acquisition and Sustainment & Chief Information Security Officer for DoD Acquisition and Sustainment





# The Supply Chain Risk Detection Challenge





# And the Risk Remains . . .

## CHALLENGE #1

**Shared Risk Indicators.**  
Understand the shared elements of risk across vendors:

- How do these risks measure up when viewed through a holistic risk lens
- How can we incorporate the widest set of indicators in our programs to give us the most complete understanding and operational context

## CHALLENGE #2

**Data.** After we decide what we want to measure and why it is relevant to our programs:

- How do we find the right data source inputs for the threat vectors we care about?
- When have we collected enough data to ensure we don't miss the risk?
- How can we possibly be expected to assess all the data in a timely manner?

## CHALLENGE #3

**Mitigation and action through a common operational picture (COP).**  
After we ID all relevant risk vectors, collect the right data, and highlight relevant indicators of potential risks, how do we evaluate them?

- What context can organizations use to determine the risks that mandate immediate action vs risks to be aware of and monitor?
- How do organizations prioritize their SCRM risks and measure the impact that their mitigation efforts are having on their program's security? **Most importantly, how do we ensure that these risk insights are shareable across the Federal Government?**

# Key Takeaways



## SOLUTION TO PROBLEM 1

**Shared Risk Indicators:** these indicators span threat-derived, and compliance driven risks associated with vendors.

- Foreign personnel risk, traditional financial/business health risk, H1B Visa sponsorship, foreign talent recruitment, foreign cyber concerns and hiring practices, compliance/sanctions activity, forced labor, human rights violations, and foreign geopolitical events.

## SOLUTION TO PROBLEM 2

**Data:** Bring in the right data and use natural language processing (NLP) to make sense and reduce noise.

- Take advantage of proven technology advancements by leveraging ML and NLP to let the systems do the work for you

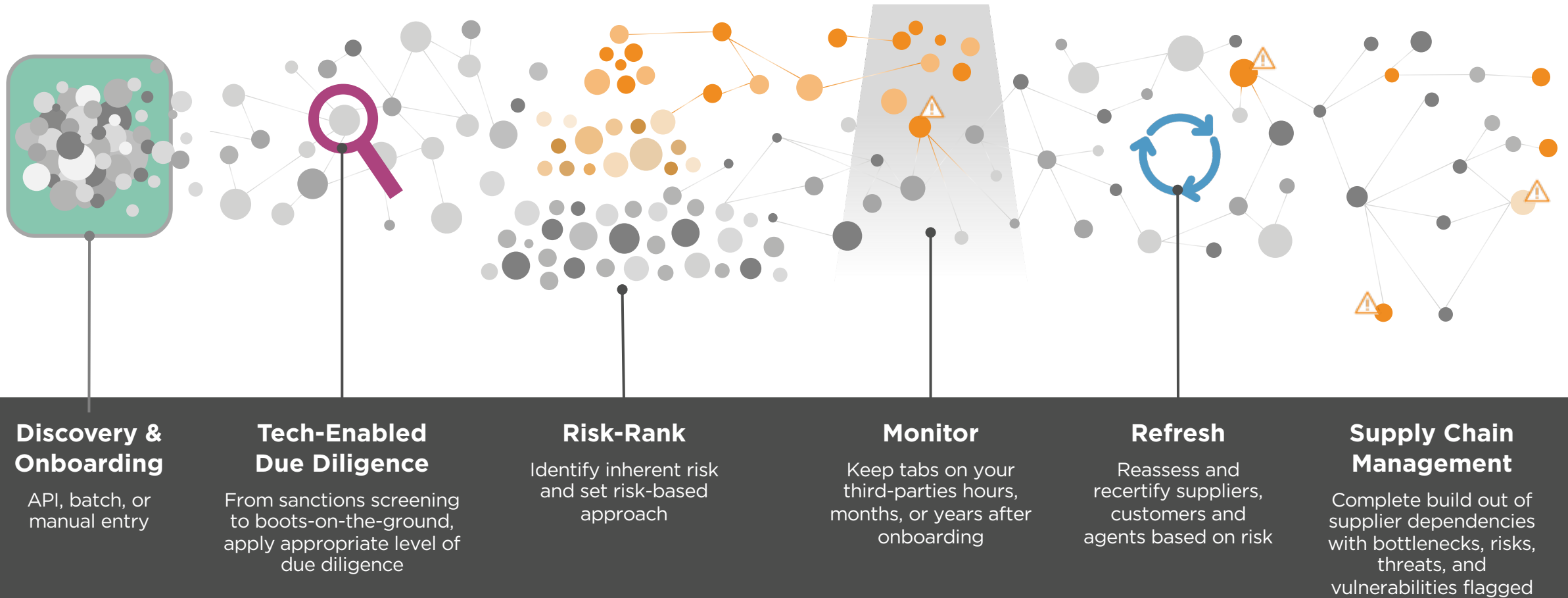
## SOLUTION TO PROBLEM 3

**Mitigation and action through a common operational picture (COP):**

- Employ a risk framework, gather risk insights, and make those insights available to other government organizations through Exiger's "Insight" sharing platform.
- Exiger's software measures and scores risks to help clients tell success stories to their own organizations and to quantify and measure ROI. Exiger's new "Insight" and 3PM SCRM workflow/sharing platform allows clients to choose what risk insights to share or not share.
- **This sharing platform allows for a common operational picture (COP) that facilitates collaborative planning, combined execution, and assists all organization within the federal government achieve greater situational awareness.**

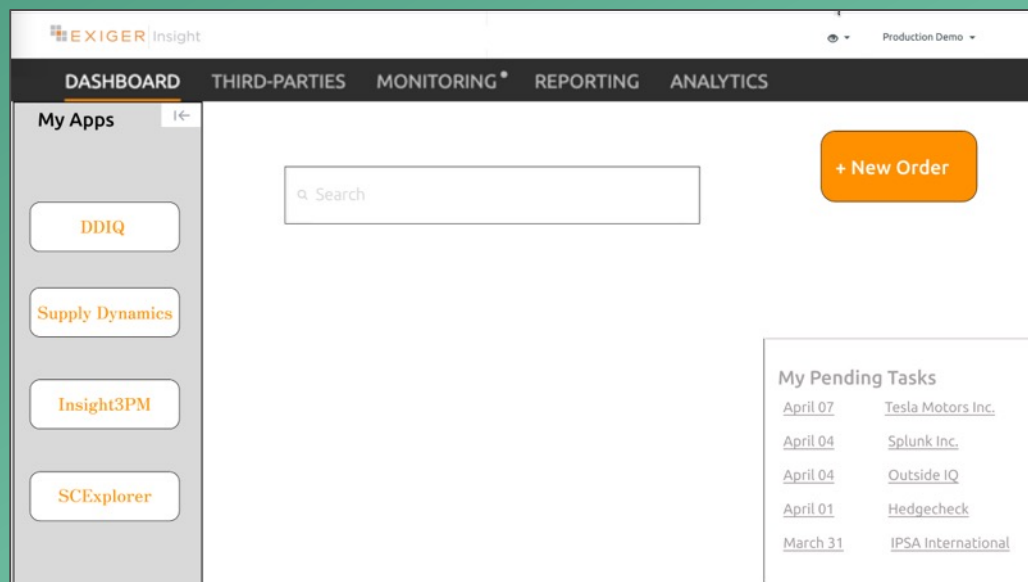


# Exiger's Platform



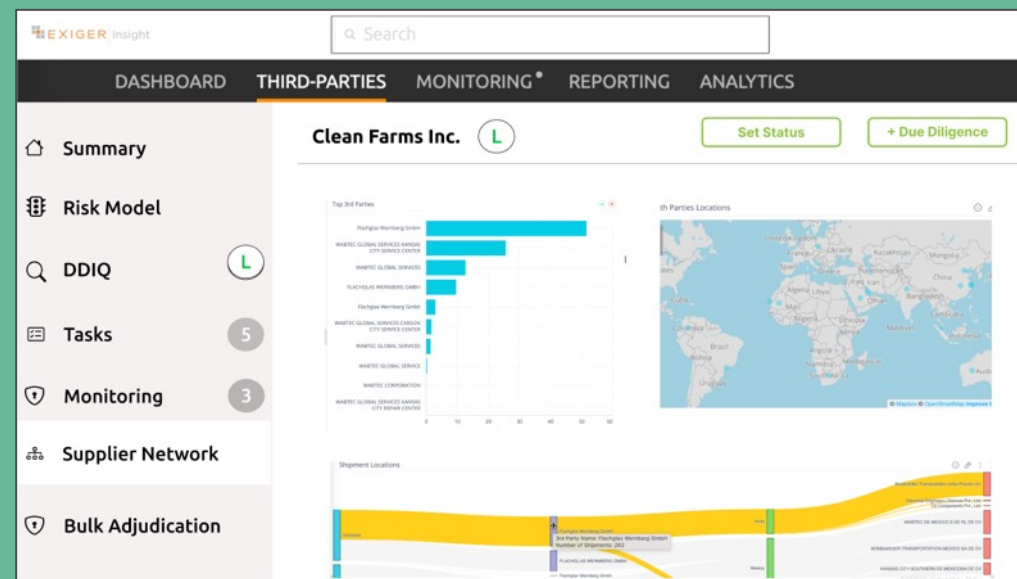
# FROM STOVEPIPES TO SHARED INSIGHT

## Insight Platform



Single click access into desired user journeys, focused on ease of access to your information.

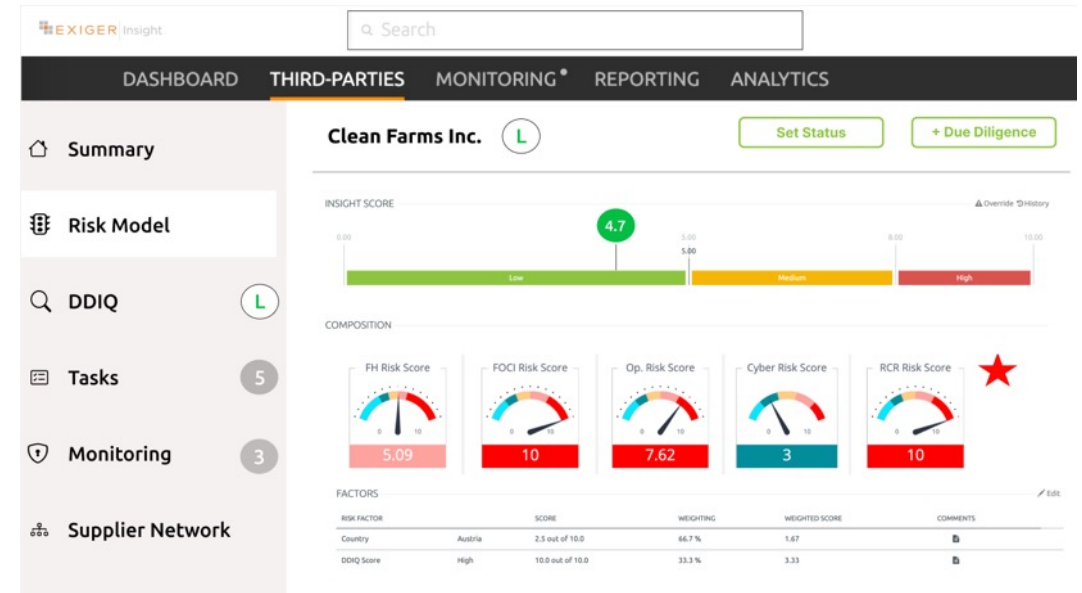
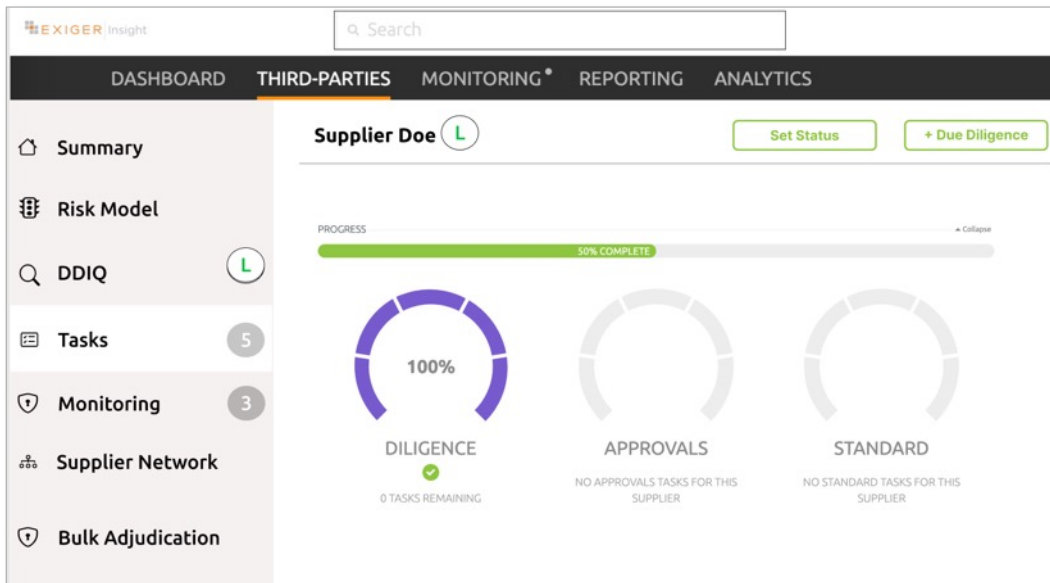
Consolidated access across products at the appropriate points in time.



# Risk Based COP

Join risk models informed by self-disclosed client information with Exiger provided risk pillars to get the most comprehensive view on risk.

Inform and manage mitigation steps across the entire account based on the findings and desired mitigation steps.





# Cross Platform Search



Search across products and accounts to access all the information available in your subscription.

Requestors are alerted to sharable insights across their accounts at the time a new request is entered to avoid duplicative review of the same supplier.



# Item Level Visibility (Product to Dirt)

N-TIER DISTRIBUTED  
MANUFACTURING  
ENVIRONMENT



PARTS, COMPONENTS & MATERIAL INPUTS

-MANUFACTURING PATH  
-VALUE CHAIN OPERATION



CAR, AIRPLANE,  
APPLIANCE, ENGINE,  
PHARMECEUTICAL, etc.

FINISHED PRODUCT  
- VEHICLE MODEL  
-FINAL ASSEMBLY

MAJOR COMPONENTS

-DOOR PANEL  
-COORDINATION, ASSEMBLY & INSPECTION

SUB-TIER COMPONENTS

-HANDLE CASING  
-COORDINATION, ASSEMBLY & INSPECTION

FINISHED PARTS

-ROTARY GEAR/DISK  
-MACHINING, CUTTING, TEMPERING

TRANSITIONAL PARTS

-FORGING BLANK  
-ROUGH FORGING & MACHINEING

DIMENSIONAL MATERIALS

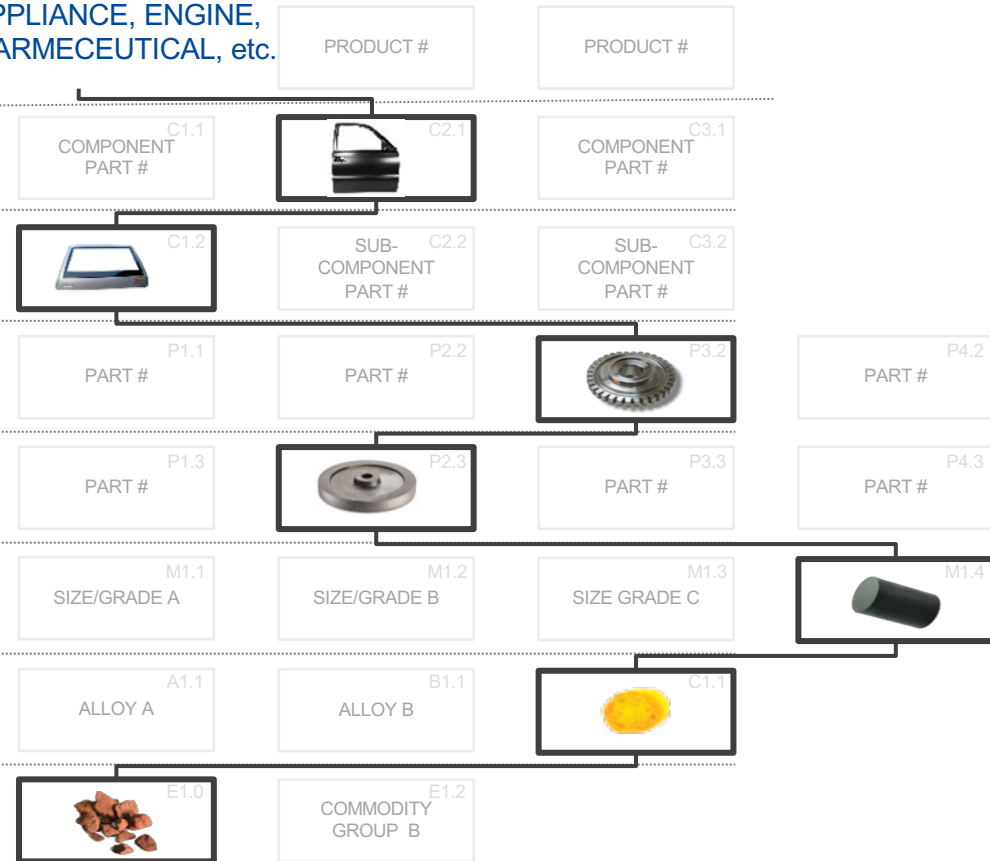
-BILLET/CASTING STICK  
-INVENTORY MGMT, PROCESSING & LOGISTICS

NON-DIMENSIONAL MATERIALS

-ALLOY  
-PRIMARY FORMING & ALLOYING

RAW MATERIALS

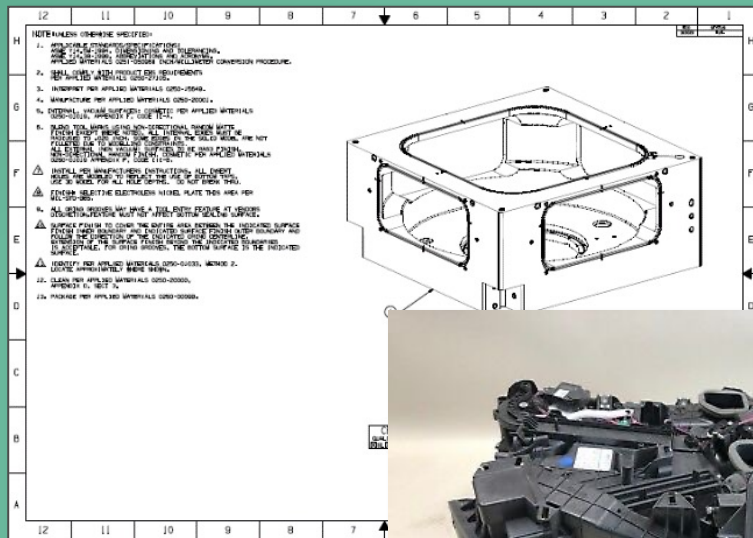
-ELEMENTAL INPUTS  
-DIG, REFINE &  
DELIVER





# Part Attribute Characterization – What is it?

Part Attribute Characterization (‘PAC’) is a **software & engineering-driven process** for documenting the key attributes associated with parts and assemblies using our proprietary software and customer furnished engineering drawings



**PRIMARY MFG:** Turn>Mill>Grind

**FORM:** Bar stock

**ALLOY:** Aluminum

**GRADE:** 6061-T6

**MAT SPEC:** AMS 4117

**DIMENSIONS:** 3.5" dia

**PROCESS:** Heat Treat > Anodize

**PROCESS SPEC:** MIL-A-8625

**WEIGHT:** 3.2 lbs

**EXPORT:** DFAR, US melt applies

**FORM:** Integrated Circuit

**LEAD FREE:** Yes

**REACH:** Yes

**RoHS:** No

**MAX SUPPLY VOLTAGE:** 2.0

**MIN SUPPLY VOLTAGE:** 1.85

**PACKAGE:** SOIC

**MOUNT:** SMD

**FOOTPRINT:** 8.0

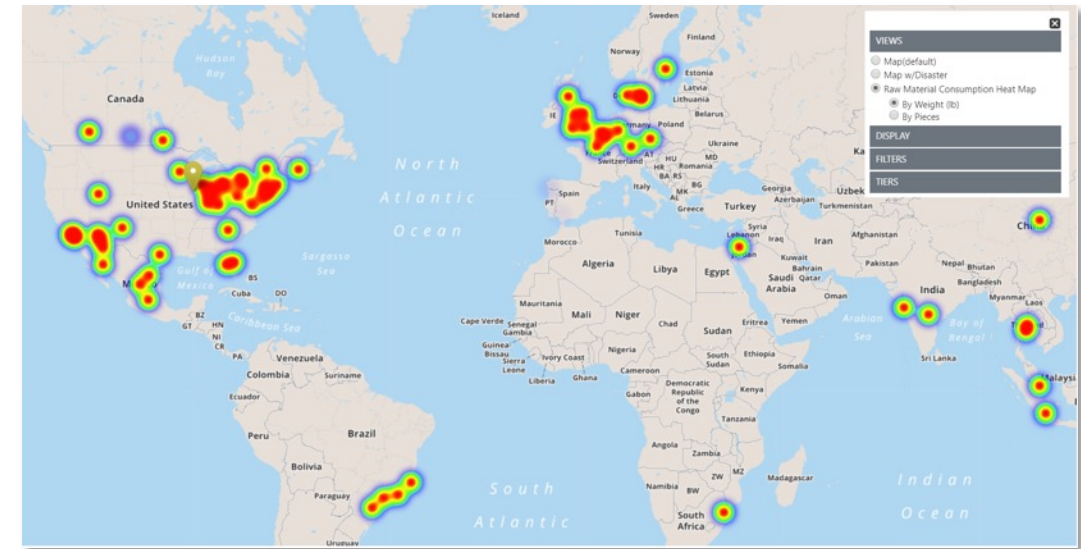
**QTY/PARENT:** 2



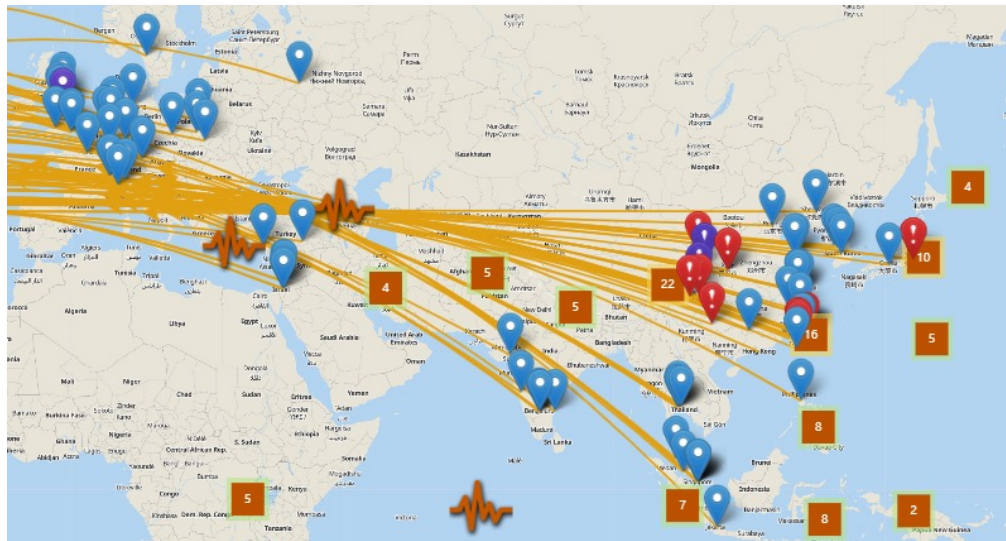
# Full Supply Chain Visualization Using SDX



Where are the best stocking locations base on forecasted demand by raw material type?




There was a natural disaster. What suppliers were impacted?





# Total Universe of Aggregated Data

With a single click,  SCEXPLORER puts a vast breadth of supply chain relationships and risk data at your fingertips.

**7B**

SOURCE RECORDS OF  
SUPPLY CHAIN  
INSTALLATIONS

**1.3B**

CONTRACT RECORDS

**31M+**

DIRECT UNSTRUCTURED  
AND STRUCTURED DATA  
SOURCES

**16.8M**

UNIQUE SUPPLY  
CHAINS

**9.3M**

UNIQUE CYBER  
RELATIONSHIPS

**600M+**

LEGAL ENTITIES  
ACCESSIBLE VIA DDIQ

**50+**

RISK CATEGORIES



# 2022 Call to Action



In order to protect the US Government, take action now:

- Participate in the enterprise-wide sharing contract (GSA contract available)
- Enhance visibility of your networks
- Make sure information is embedded in all contracts and acquisition decisions of critical hardware and software; price those qualities into business decisions
- Familiarize yourself with risk scenarios that could impact supply chains and have plans for addressing them
- Participate in information sharing channels





# Questions?



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For more, join us throughout August for Webinar Wednesdays:  
<https://www.exiger.com/webinar-wednesdays>