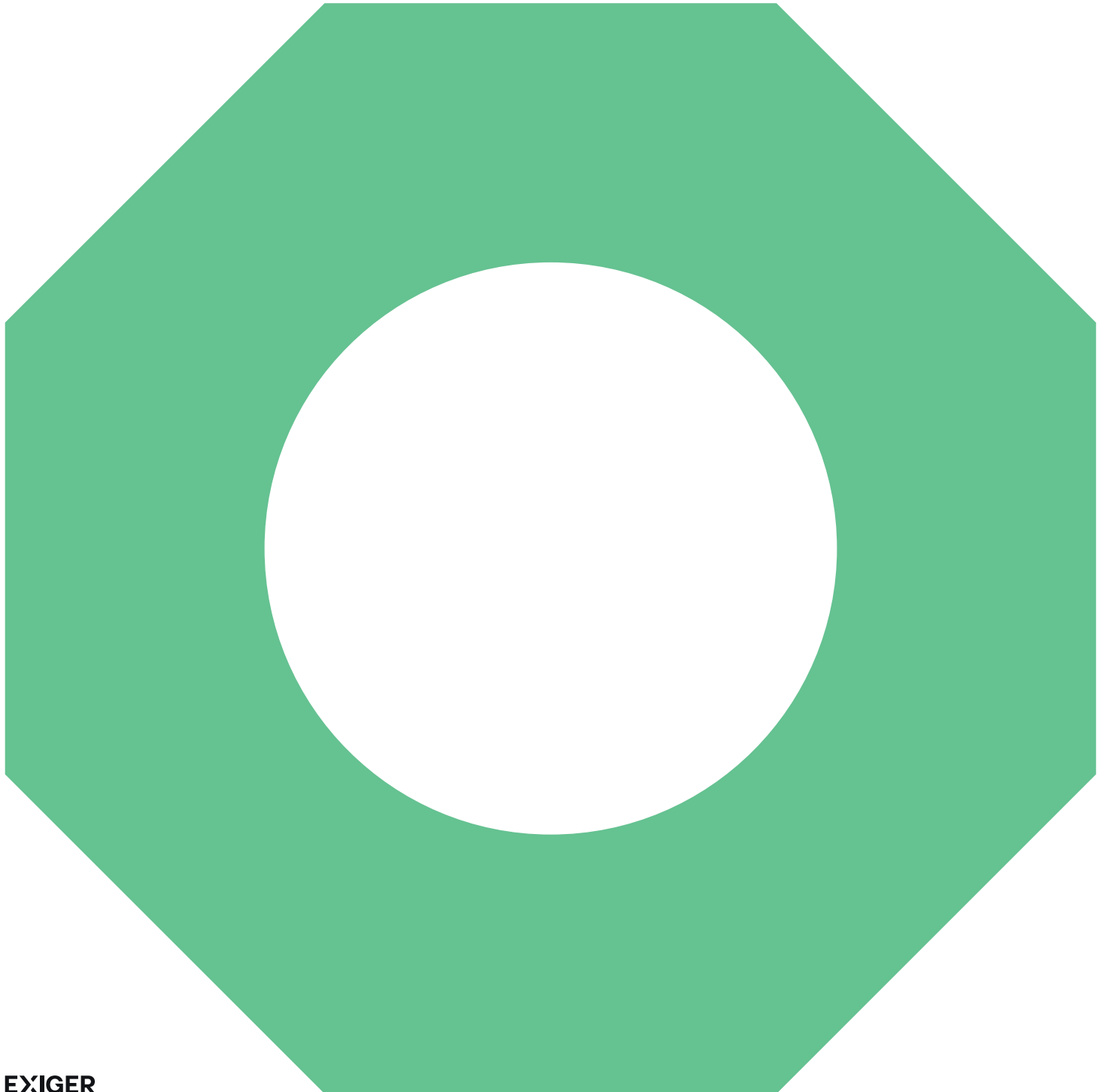


How Oshkosh is Building Durability and Transparency into a Stronger Supply Chain

An Exiger Case Study



EXIGER

“

WE HAVE HAD EXCEPTIONAL SUCCESS
LEVERAGING SDX ... IMPROVED SUPPLY
CHAIN VISIBILITY OF BOM LEVEL
REQUIREMENTS ALLOWED US TO AGGREGATE
80+% OF A DIVISION'S STEEL THAT AIDED
US IN REALIZED COST AVOIDANCE THROUGH
CONTRACT NEGOTIATIONS AND RAW MATERIAL
CONSOLIDATION ...

OUR FORECASTING USED TO BE 60 TO 70%
FORECAST VS. SHIPPED. WITH SDX, WE
NOW HAVE SEEN IMPROVEMENTS TO 75 TO
80% ALLOWING FOR BETTER MANAGEMENT OF
WORKING CAPITAL ...

WE ARE IN THE PROCESS OF ROLLING OUT SDX
TO OUR OTHER BUSINESS UNITS.

”

Julie Richman-Halvorson
Sr. Supply Chain Specialist
Oshkosh



The Challenge

When Oshkosh Corporation reached out to Supply Dynamics for help, one of their largest business units, JLG, had already implemented a ‘directed buy’ program—wherein JLG negotiated carbon steel plate on behalf of its n-tier suppliers to secure preferential price and service levels. They were struggling with the administrative costs associated with maintaining a very manual, spreadsheets dependent process. In addition, they were performing tedious and unreliable quarterly reconciliations & part price adjustments with their suppliers to ensure their plan and process was followed.

In general, communications and data organization were highly unstructured; there was no way for their supply partners to interact with the data in a live, responsive way. The program lacked rich, easy to interpret, ‘actionable’ information. For example, Oshkosh was unable to easily understand what form/alloy/grade/specification and sizes of material their vendors were buying or investigate viable alternative materials for cost savings.

About Oshkosh Corporation

Oshkosh Corporation is a global industrial technology company comprised of 11 businesses that focus on serving people in communities around the world who do some of the most difficult work – soldiers, firefighters, people working at height, environmental and refuse workers to name a few.

They design and construct purpose-built vehicles and equipment that deliver stronger performance, better productivity, lower cost, simpler fleet management, better efficiency and sustainability. Oshkosh is a leader in electrification, autonomy and active safety, AI, as well as intelligent and connected products and is uniquely

positioned to apply these technologies, core capabilities and strengths across existing and new markets.



The Solution

Supply Dynamics provided Oshkosh a **unique** and **powerful** solution that yields both visibility and control over the aggregate carbon steel plate consumed across their extended supply chain.

Attributes for over 40,000 detail parts and assemblies were normalized and loaded into SDX, a proprietary multi-tier supply chain platform. A proprietary software and engineering process called Part Attribute Characterization or 'PAC' was then used to quickly, accurately, and inexpensively add an additional 6,000 parts and associated bills of material. The PAC process uses technical data packages (parts lists, blue prints in .pdf format, and raw BOMs) as a starting point for item level illumination. Importantly, PAC avoids the unnecessary and often unwelcome process of collecting item level data from N-tier suppliers through manual surveys. Once good, clean, structured data was in SDX, the next step was to link demand for parts to the highly structured bill-of materials data associated with them. This enabled SDX to generate

an accurate forecast of material requirements across all JLG sites and suppliers by form/alloy/grade/ specification and dimension - a critical first step to gaining the kind of insight that enables the collaborative purchase and supply of raw material and the detection of supplier and item-level risk. Moreover, it paved the way for the purchase of common carbon steel plate in economic order quantities that would generate a tangible return on investment in the form of lower cost and enhanced service levels.

Working in tandem with JLG personnel, Supply Dynamics onboarded dozens of contract manufacturers. A group of Tier 1 fabricators were selected to login to SDX to view and validate their bills-of material and enter information they uniquely had access to—i.e. initial starting stock sizes and make/buy relationship. The initial validation process took less than 6 weeks. Today, over 40 Tier 1 fabricators have logged in to SDX to validate their bills of material for Oshkosh.

The Impact

- Established visibility and control over 80+% of network spend for carbon steel plate.
- Increased employee efficiency and enabled a proactive versus reactive work management approach.
- Created formalized and automated tracking and reporting to eliminate master spreadsheets and manual data entry.
- Reduced administrative overhead to maximize resources and focus on program gap assessments and remediations with bottom line impacts.
- Streamlined and automated part repricing and eliminated quarterly part price adjustments with fabricators. Created processes to manage market price fluctuations for carbon steel plate directly with the mills/distributors.
- Achieved economic order quantities with fewer part and material suppliers. Consolidated common part and material demand with preferred suppliers yielding step changes in cost.
- Enhanced accuracy in record keeping and accounting: SDX automated the majority of legacy manual processes for conducting quarterly financial true-up's with mills/distributors.
- Increased accuracy in financial risk management through stabilized long term contract volumes and prices.
- Improved forecasting accuracy by 10 - 20 percent with favorable working capital impact.
- Proven performance in the Access business unit resulted in expansion to the Commercial business unit, and plans to expand to Fire & Emergency and Defense in 2023. Brands within these units include: JLG, Jerr-Dan, Oshkosh Defense, Pierce Manufacturing, Oshkosh Airport Products, Frontline Communications, Maximetel, McNeilus Truck, IMT Field Service Vehicles, and London Concrete Mixers.



80+%

Established visibility and control of network spend for carbon steel plate



~10 - 20%

Improved forecasting accuracy with favorable working capital impact

About Exiger and Supply Dynamics

Recently acquired by Exiger, Supply Dynamics provides Fortune 500 manufacturers with real-time visibility and control over the material requirements of their extended supply chain. Supply Dynamics' product, SDX, is a highly secure, multi-tier supply chain collaboration platform, designed for complex, distributed manufacturing supply chains.

Exiger is revolutionizing the way corporations, government agencies and banks navigate risk & compliance in their third-parties, supply chains and customers through its software and tech-enabled solutions.

Emboldening its 550 customers across the globe, including 150 in the Fortune 500 and 40+ government agencies, with

award-winning AI, Exiger leads the way in ESG, cyber, financial crime, third-party and supply chain management. The only supply chain solution listed on the FedRamp marketplace, Exiger's work has been recognized by 35+ AI, RegTech and Supply Chain partner awards.

Turn the light on in
your supply chain



See It

Real-time supply
chain mapping
enables transparency



Score It

Risk score all of
your supply chain
relationships



Monitor It

Continuously
monitor your
supplier ecosystem

Discover More

Want to know more? Take a look
at our web resources simply by
navigating your way to our website
using the QR code.



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