

SOLUTION BRIEF

Exostar's Supplier Management

Supplier Management revolutionizes supplier lifecycle management and risk mitigation in the defense sector by ensuring meticulous data collection, analysis, and use of a pre-vetted community of suppliers. This significantly enhances the security and efficiency of supply chain operations.

What is Exostar's Supplier Management Solution?

In today's intricate defense industrial base, organizations struggle to manage expansive, global, multi-tier supplier networks amidst escalating cybersecurity threats. These challenges highlight the urgent need for proactive and robust supply chain management (SCM) strategies to effectively mitigate risks and enhance the supply chain's integrity and resilience.

Supplier Management solution addresses these challenges head-on by facilitating thorough data collection and in-depth analysis with a particular emphasis on cybersecurity; the Supplier Management identifies and mitigates risks, significantly streamlining the onboarding process and reducing operational burdens for buyers and suppliers. Gartner's analysis, noting that organizations spend an average of three months on third-party onboarding with significant portions dedicated to due diligence and annual recertification, underscores the efficiency gains offered by Exostar's solution.

A Cybersecurity-Driven Approach to Supply Chain Management

Supplier Management takes a cybersecurity-first approach, optimizing supply chain management within the defense sector. This innovative platform simplifies complex processes and speeds up partner integration, boosting security and efficiency across the defense industry's supply chains.

- **Accelerated Partner Integration:** Instant access to a pre-verified network of over 150,000 partners within the Exostar Community expedites onboarding
- **Cybersecurity Questionnaire:** Customized forms developed by leading industry CISOs ensure relevance and accuracy, facilitating quick integration of new suppliers while maintaining high security and compliance standards.

- **CCRA Support:** Includes support for the Cybersecurity Compliance and Risk Assessment (CCRA), automating the process of gathering, calculating, and sharing cybersecurity data and the resulting compliance and risk profiles among DIB primes and suppliers. Streamlines administrative efforts for primes and suppliers while enhancing visibility and supply chain security.
- **Enhanced Data Collection:** Standardized forms enable precise data capture, securely stored within the Exostar Master Data Model
- **Comprehensive Reporting and N-tier Visibility:** Extensive reporting tools and insights beyond direct suppliers to secondary suppliers and manufacturers, enhancing supply chain transparency and control

Philosophy of 'Connect Once, Collect Once, Certify Once, Share Many'

Exostar's "Connect Once, Collect Once, Certify Once, Share Many" philosophy revolutionizes traditional onboarding and lifecycle management by ensuring supplier forms are filled out and verified once, then securely shared within the Exostar Community. This approach eliminates delays, reduces resource expenditure, and improves data consistency and accuracy, addressing pain points like inefficiencies, increased costs, and strained supplier relationships highlighted in the latest insights.

- **Streamlined Workflow Management:** Maintain visibility and efficiently manage partner form requests and statuses
- **Operational Flexibility:** Customize operations to meet the unique demands of your partner network, enhancing agility

Data Flow in the Supplier Lifecycle

It's essential to understand the data flow from initial engagement to offboarding. This lifecycle ensures a seamless, secure, and efficient process underpinned by rigorous data collection, analysis, and sharing practices.

Initial Engagement and Data Collection

- **Initial Contact:** The process begins with the initial engagement of a potential supplier, where preliminary data is collected. This step often involves basic contact information and an overview of the supplier's capabilities and certifications.
- **Cybersecurity Questionnaire:** Following initial contact, suppliers are required to complete the Cybersecurity Questionnaire. This step is crucial for gathering in-depth information about the supplier's cybersecurity measures, policies, and practices.
- **Custom Forms:** Depending on specific needs or concerns, additional custom forms may be used to collect tailored information from the supplier, ensuring all relevant risk assessment and management data are acquired.

Data Verification and Integration

- **Verification:** Once collected, the data undergoes a verification process. This critical step ensures the accuracy and reliability of the information provided by the supplier.
- **Integration into the Master Data Model:** Verified data is then integrated into the Exostar Master Data Model. This centralized data repository ensures that all supplier information is securely stored and easily accessible for analysis and decision-making.

Continuous Monitoring and Risk Analysis

- **Risk Assessment:** Supplier Management provides organizations with a robust platform for continuous risk assessments. Utilizing the collected and verified data, users can identify potential risks associated with a supplier's cybersecurity posture. The platform equips users with the necessary tools and information to perform these assessments, ensuring they comprehensively understand each supplier's risk profile.

Recertification and Data Updating

- **Annual Recertification:** Suppliers undergo annual recertification, where they must update their information and complete any necessary forms again. This process ensures that the data remains current and accurate, reflecting any changes in the supplier's operations, policies, or risk profile.
- **Data Update in Master Data Model:** Updated information is then re-verified and integrated into the Master Data Model, ensuring the continuous accuracy and relevancy of the supplier data.

Offboarding and Data Archival

- **Offboarding:** Should the relationship with a supplier conclude, the offboarding process is initiated. This process involves the secure and compliant archiving of the supplier's data.
- **Data Archival:** Archived data is maintained per legal and regulatory requirements, ensuring that it can be accessed for future reference or audits.

Integration and Scalability for Modern SCM Challenges

The Supplier Management's integration capabilities with ERP systems and its scalability ensure that any size supplier network is accommodated, maintaining high-performance standards and adhering to stringent Department of Defense data security standards and compliance regulations.

Transforming Supply Chain Management for the Defense Industrial Base

In an era marked by complex supply chains and significant onboarding challenges, Exostar's Supplier Management offers a comprehensive, innovative solution. The Supplier Management is an essential tool for enhancing supply chain security, efficiency, and resilience by prioritizing cybersecurity through the Cybersecurity Questionnaire and customizable forms and embracing a community-based approach for N-tier visibility and risk mitigation. Adopt Exostar's Supplier Management to confidently navigate modern SCM complexities, leveraging the strategic advantages of streamlined supplier lifecycle management and robust risk mitigation.

Why Exostar

For 25 years, Exostar has been a trusted, innovative leader in secure enterprise collaboration, built from the ground up to understand Department of Defense (DoD) requirements and deliver the solutions DIB companies need. These solutions enable organizations within highly regulated industries to seek, share, and acquire sensitive and business-critical information to work collaboratively while confidently maintaining security and compliance. Participants in Exostar's secure community gain the visibility needed to make better and timelier decisions, increase their business velocity, and operate more efficiently.

Exostar connects over 200,000 organizations in highly regulated industries in 175 countries globally, including 98 of the 100 largest DIB enterprises and more than half of the entire DIB. Over \$120B in transactions flow through The Exostar Platform annually.