EXOSTAR

A&D SUPPLIER'S GUIDE TO DIGITAL DEMAND MANAGEMENT

Embrace digital connectivity to reduce errors, save time, and lower supply chain collaboration costs

STRATEGIC OVERVIEW

What would it take for your aerospace and defense (A&D) company to stand out as a reliable, responsive supplier of critical products? Can you streamline the demand management that falls to production, scheduling, and shipping teams?

Leading A&D manufacturers are gaining a competitive edge by replacing manual demand management with proven digital solutions. By enabling real-time, digital supply chain collaboration, these companies accelerate the path from purchase order to delivery, reduce errors and costs, and free teams from time-consuming workflows.

We offer this comprehensive guide to:

> Explore the challenges of manual demand management
> Show how digital solutions effectively address these challenges
> Provide a practical roadmap that will help your organization unlock the benefits of digital demand management

EXCHANGE PORTAL CHAOS
FOR AUTOMATED CLARITY

Your approach to **demand management** is critical to your business success. It helps you consistently deliver on time, and optimize order fulfillment processes—from the moment you receive a new purchase order (P.O.) to the moment the ordered products ship.

But "efficient" is not how most small- and mid-sized A&D suppliers would describe their current demand management approach.

Challenges:

> Customer portals are not connected to your enterprise resource planning (ERP) or other enterprise business systems, and each customer may use a different system.
> Multiple incompatible portals often choke manually driven information flow.
> Productivity drowns in portal logins, spreadsheet data entry, manual processes, and long lead times.
> Every update adds risk, and every missed commitment threatens performance scores. Your reputation suffers, as does your bottom line.

Manual Demand Management creates costly inefficiencies. **Digital** Demand Management benefits the entire supplier organization.

DISCOVER THE BENEFITS OF DIGITAL DEMAND MANAGEMENT

A digital demand management approach replaces manual, error-prone OEM portal management with a secure, automated solution that integrates with your ERP. Generating a continuous stream of accurate information and prompt change orders, digital demand management will drive productivity, fulfillment, and delivery, while meeting high standards for security, customer satisfaction, and retention.

Instant workflow visualization across all supply chain stakeholders. Snapshot-to-snapshot visibility of order changes and updates not only simplifies production and shipping adjustments but also keeps your records audit-ready.

Reduced risk and reclaimed time. Empower teams with realtime, intelligent insights, improving collaboration and decision-making. Standardized demand workflows have been proven to reduce labor costs by hundreds of thousands of dollars.

Greater productivity. An ERP-agnostic solution works seamlessly with existing enterprise software, and a customer-agnostic platform consolidates multiple, disparate customer portals into a single, unified interface. As they spend less time on tedious, repetitive tasks, your team can focus on more strategic, value-driven work.

Get started with **DemandLine**.

$100K-800K
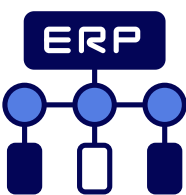annual labor cost savings **per site**

Use our ROI Calculator to estimate your savings with DemandLine →

DELIVER CONNECTED CUSTOMER COLLABORATION WITH DEMANDLINE

DemandLine provides a secure platform that automates customer interactions, reduces manual work, and improves visibility across every stage.
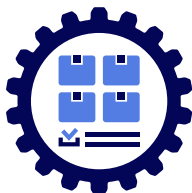
DemandLine's standardized data protocols and automated data transfers connect your ERP directly to OEM portals. Its ERP agnostic, FedRAMP high infrastructure ensures compliance with current and future A&D data protection standards.

DemandLine's integrated tracking and analysis produces realtime insights, actionable alerts, and proactive issue resolution, simplifying alignment of production and customer demand. As you implement a digital approach to demand management, four automated mechanisms power the transformation to streamlined supply chain collaboration:

CONNECT ┈┈> CONTROL ┈┈> CONFIRM ┈┈> COMMUNICATE

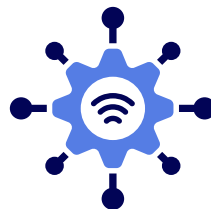| CONNECT	CONTROL	CONFIRM	COMMUNICATE
Ingest, translate, and sync multi-portal demand with your ERP	Generate and refresh commits to actual capacity, enforcing OEM ASN rules	Automate snapshot analysis to flag inside-lead-time risks to stock and WIP	Disseminate exception-driven alerts and shareable reports for customers and internal teams

Details of these four mechanisms (on the next pages) comprise a practical roadmap to digital demand management.

FR

FedRAMP

100%

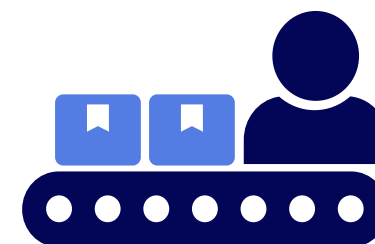secure and compliant with **FedRAMP High standards**

NORMALIZE AND SYNC CUSTOMER PURCHASE ORDERS TO YOUR ERP

DemandLine's connectivity is realized through Exostar's intelligent supply chain network for aerospace, which provides a no-touch, fully automated, always-on digital thread that supports worldwide collaboration among thousands of A&D manufacturers and suppliers. By translating source enterprise data into one common language, DemandLine delivers a robust, secure, single source of truth for you and your customers.

> Digitally connected order-to-cash operations have been shown to reduce order processing time from hours to seconds, **with manual workloads shrinking by up to 70%.**

Enter it once; the system handles the rest.

70%↓
reduction in manual workloads

GENERATE ASNs AND MATCH COMMITS TO PRODUCTION CAPACITY

DemandLine's control functions automatically employ customer data—which is always up to date and in sync with your ERP—to align customer orders with internal production capacity. The system stores and analyzes demand, creates ASNs, and keeps your ERP current.

Automatically generating commits and ASNs, DemandLine ensures continuous alignment by updating commits based on inventory and production schedules, matching them to actual capacity while enforcing OEM ASN rules.

The solution tracks and flags customer-driven demand changes inside the lead time, providing immediate visibility into schedule adjustments. It also automates barcode printing for your shipping department.

> DemandLine enables your team to work in your ERP and **creates a directed workflow**, keeping you and your customer in sync. Your planners improve forecasting accuracy without multiple portal logins.

50%↓
reduction in shipment processing times

> " *We moved from firefighting to proactive planning.*

REDUCE RISK THROUGH AUTOMATED SAFEGUARDING

DemandLine confirms order-to-cash operations through snapshot capture and analysis. It snapshots every customer's schedule it retrieves. It then performs snapshot-to-snapshot change analysis with a suite of analytics designed to maximize intelligence and insights.

These analytics generate insights that help your team accurately handle order-to-cash operations more efficiently, including:

> Changes in dates and quantities
> Frequency and timing of changes
> Demand drop-outs (and claim sheets) that put your stock and inventory at risk
> Load variance showing pull-ins and drop-outs

DemandLine identifies and flags misalignments before they cause disruptions—and enables you to **proactively resolve issues** before they impact operations. It also verifies shipment eligibility in real time, allowing for **faster order fulfillment and reduced delays**.

95%+
fulfillment accuracy

I barely touch it–the exceptions tell me exactly what needs attention.

KEEP STAKEHOLDERS FULLY INFORMED—AUTOMATICALLY

DemandLine ensures that your customers and your internal teams enjoy secure, ready access to the information they need.

DemandLine digital demand management solution eliminates manually generated and disseminated emails and paper reports. It replaces them with automatically created, accurate, and timely communication, including:

> Automated promise date delivery
> Production plans
> Exception-driven alerts
> Shareable reports
> Printed ASN labels and barcodes

Portal logins create bottlenecks in manually driven order-to-cash operations. DemandLine reduces these with digital communication mechanisms that retrieve order information and send fulfillment information automatically. And these interactions are secure, since DemandLine complies with industry best practices for data encryption in fight and at rest.

30%↓

reduction in late shipments

> "
> *Three days of work now takes two hours.*

GAIN INSTANTANEOUS, ERROR-FREE COMMUNICATION—**FROM DEMAND TO DELIVERY**

In a climate of unprecedented value chain complexity and supply chain volatility, your A&D customers want a network of resilient and reliable supply partners that consistently perform accurate, on-time delivery. A digital approach to demand management equips you to make that list of favored suppliers. It enables you to achieve accurate, on-time order fulfillment through leaner, more efficient order-to-cash operations across all departments, from order entry to shipping.

DemandLine is the supplier-side digital solution that enables effortless connection not only with direct customers but all along the multiple tiers of A&D suppliers.

To fully support A&D supply chain interactions, Exostar offers DemandLine along with the complementary SupplyLine solution, which manages supply chain collaboration for OEMs and for first tier manufacturers.

SupplyLine pushes demand ·····▶ **DemandLine** receives and processes it

SupplyLine sets expectations ·····▶ **DemandLine** helps suppliers meet them

SupplyLine provides buyer-side visibility ·····▶ **DemandLine** provides supplier-side control

DemandLine makes you part of this complementary, collaborative network and pays dividends almost instantly. In fact, you can **easily assess your return on investment using the DemandLine ROI calculator.**

Learn how DemandLine will streamline your customer collaboration and allow you to raise your profile as a dependable A&D supplier →

ABOUT EXOSTAR ®

The Exostar Platform supports communities exclusively within highly regulated industries where organizations securely collaborate, share information, and operate compliantly. Within these communities, we build trust.

Over 200,000 companies and agencies in 175 countries trust Exostar to strengthen security, reduce expenditures, raise productivity, and help them achieve their digital transformation initiatives. More than half of the Defense Industrial Base, including 98 of the top 100 firms, conduct business over The Exostar Platform. Over 25 of the top global biopharmaceutical companies rely on The Exostar Platform to help them speed new medicines and therapies to market. Exostar is a Gartner Cool Vendor.

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