Agenda

• Introductions
• Qlik Business Intelligence for procurement & supply chain
• Supply Chain Analytics at BorgWarner
• What makes us Qlik
About Qlik

Founded in 1993
HQ in Radnor, PA, USA

+40,000 customers and 1,700 partners in more than 100 countries

More than 2,500 employees

10 years’ growth outpacing market

See the Whole Story that lives within your data
Supply Chain Executives Challenges & Performance

The Top 3 Business Challenges Driving the Supply Chain Agenda

- Cost Containment & Reduction
- Demand Variability (Forecasting)
- Inventory Management & Optimization
- Demand Variability (Forecasting)

How Respondents Rate their own Supply Chain

- Poor: 1%
- 11%
- 48%
- 37%
- 3%

Source: eft Information 2015 CSCO Report
40% of supply chain leaders use data analysis to look back, not forward.

88% rank advanced analytics capabilities as a good or outstanding opportunity for their organization.

Driving Supply Chain Visibility at BorgWarner

Dennis Rusiewski
Monica Kedzierski

Aug 10, 2017
Agenda

- Business Challenge
- Starting Point
- Data is There… But it’s Hard to See
- Volume, Velocity & Variety of Supply Chain Data
- Tool Selection
- From Vision to Reality
- Business Impact
BorgWarner at a glance

27,000 employees

62 Locations

17 Countries

2016 Sales
$9.07 Billion consolidated

Strategic Global Operations

BorgWarner partners with customers around the world to bring the right technology to market at the right value.

Locations as of November 21, 2016
BorgWarner is experiencing growth. Supply Chain is a key driver of competitiveness, innovation, and profitability. IT systems did not provide visibility vertically or horizontally across our Businesses.

Our Goal: Transform Supply Chain systems to enable BorgWarner’s growth strategy for the next 5-10 years.
Starting Point

State-of-the-art home... built without a blueprint

The Winchester Mystery House

- 160 Rooms
- 6 Kitchens
- Gas lights
- 47 Fireplaces
- 10,000 Windows
- Intercoms

Results

- 65 Doors to blank walls
- 13 Staircases abandoned
- 24 Skylights into floors

Construction time – 38 Years
Data is There.....But it’s Hard to See
Volume, Velocity & Variety of Supply Chain Data -
Require New Approach
Volume, Velocity & Variety of Supply Chain Data -

Require New Approach

Supply Chain Data

ERP/ Business Warehouse

SAP HANA

BIG DATA/ Qlik Sense
High Priority Tool Selection Criteria for Supply Chain

- Self-service data visualization
- Quickly harmonize and apply business rules to data from multiple sources
- Ability to handle transactional-level detail with high performance
- Efficient integration with SAP data
- Rapid development and deployment capability
- Full text index search capability
- Mobile device ready
Global Supply Chain Visibility

Overview of Direct Material Spend - DEMO VERSION

2016

Year ▶ Country ▶
Business Unit ▶ Reporting Unit ▶
Major Comp. ▶ GBM Vendor ▶
InterCompany ▶ Directed V... ▶
Quarter ▶ Month ▶

Total Spend
$1.32 B

Distinct Suppliers
1,969

Disclaimer: For demonstration purposes all vendors and spend values have been randomized
Supply Chain Cost Reduction

Disclaimer: For demonstration purposes all vendors and cost reduction values have been randomized
Business Impact

- Enabled culture of data-driven decision making
- Delivered global visibility and ease of use
- Communicate actionable insights in near real time
- Drive corporate competitiveness and profitability
- Enable success of BorgWarner growth strategy
Business Impact Example – Supplier Strategy

**Supplier X – Rapid Business Growth**

- Shipping to multiple RU’s around the world
- Awarded Strategic Programs
- “Some Quality Issues”, but continued to be on the Grow list

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**Qlik Provided a Clear Quality Story**

- 41 CPM’s in 2.5 Years
- Affecting 5 locations
- 1 Unauthorized Change
- Average 8D Closure Time : 260 Days

*Over 300 hours spent on quality issues

**4 RU’s now have an active exit plan**
Lessons Learned

• Target solving business problems
• Target initial projects that are not overly complex but have high ROI
• Actionable Information is great - someone needs to act on it
• Ensure you have a strong Executive sponsor
• Team up with companies willing to be mentors
• Implement a strong governance process
• Partner with IT but Business owns the data
• Expect push back from IT – disruptive technology
• Select the right BI tool
See the whole story that lives within your data
Innovative associative model enables users to probe all the possible associations that exist in their data, across all data sources, to answer not just “What happened?”, but “Why?”, and “What is likely to happen?”

A platform for all your visual analytics needs
More than a tool, Qlik’s platform approach enables centrally deployed guided analytics, self-service data visualization, embedded and custom built analytics, collaboration, and reporting

Agility for the business user, with trust and scale for IT
Supports the business and IT; data sourcing and preparation, visualization and analytics, collaboration, and reporting — all within a governed framework
Qlik rapidly makes supply chain data accessible, whatever the source

*Sample data sources; not a complete list

Connecting every user to their data
Qlik platform-enabled visual analytics

Qlik Sense® Enterprise

**Self-service data visualization**
- Decentralized analysis and exploration for individuals and groups

**Guided analytics**
- Centrally deployed guided analytics to multiple knowledge workers

**Embedded analytics**
- Analytics embedded in web and enterprise applications

**Custom analytics applications**
- Custom-built analytics applications for internal and external use

**Reporting and collaboration**
- Pixel-perfect report distribution and storytelling across the enterprise

QlikView®

Qlik® Analytics Platform®

Qlik® NPrinting™
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Questions?