Proprietary & Restricted

Webinar

07.23.2026

10:00 AM ET

15:00 PM GMT

From Risk Awareness to Supply Chain Advantage

Session 4: Optimizing Through Technology-Driven Transformation



Derek Lemke

SVP, Product Level Intelligence, Exiger



Kaitlyn Huissen

VP, Product Level Intelligence, Exiger



Griffin Fletcher

Sr. Director, Product Level Intelligence, Exiger

EXIGER

ABOUT OUR WEBINAR SERIES

From Risk Awareness to Supply Chain Advantage

A four-part series focused on how organizations move from fragmented risk management to resilient, technology-enabled supply chain decision-making.

1. **Understanding Your Risk Posture**
   How organizations assess supplier and supply chain risk, align ownership, and establish a defensible baseline
2. **Extending Visibility Beyond Tier One**
   Why Tier-1 visibility isn't enough and how leaders uncover hidden dependencies across the extended supply chain
3. **Preparing for & Responding to Disruption**
   How teams plan for, detect, and respond to disruption using shared metrics and coordinated action
4. **Optimizing Through Technology-Driven Transformation** — YOU ARE HERE
   Demystifying AI and showing how technology enables a common operating picture and measurable improvement

Recap of First 3 Sessions

Recap themes

SESSION 1:

Establishing governance & defining criticality

SESSION 2:

Extending visibility beyond tier 1

SESSION 3:

Preparing for and responding to disruptions by understanding business impact and prioritizing action

Series progression: Risk Awareness → Visibility → Response → Optimization

Organizations that have invested in risk identification, supplier visibility, and disruption response are now asking a new question: How do we turn those insights into measurable business outcomes?

From Session 1 to Session 4: From Risk to Action

In Session 1, we asked attendees to share their biggest supply chain challenges. Common themes included:

- Limited parts-level & multitier visibility
- Incomplete or untrusted supplier data
- Unclear ownership for supply chain risk response
- AI false positives & confidence gaps
- Difficulty translating supply chain insights into business action
- Limited influence beyond Tier 1

These challenges point to the need for trusted, multi-tier intelligence that helps teams prioritize real risks and translate findings into coordinated action—the foundation for optimizing supply chain risk management with 1Exiger^{AI}

MARKET OUTLOOK

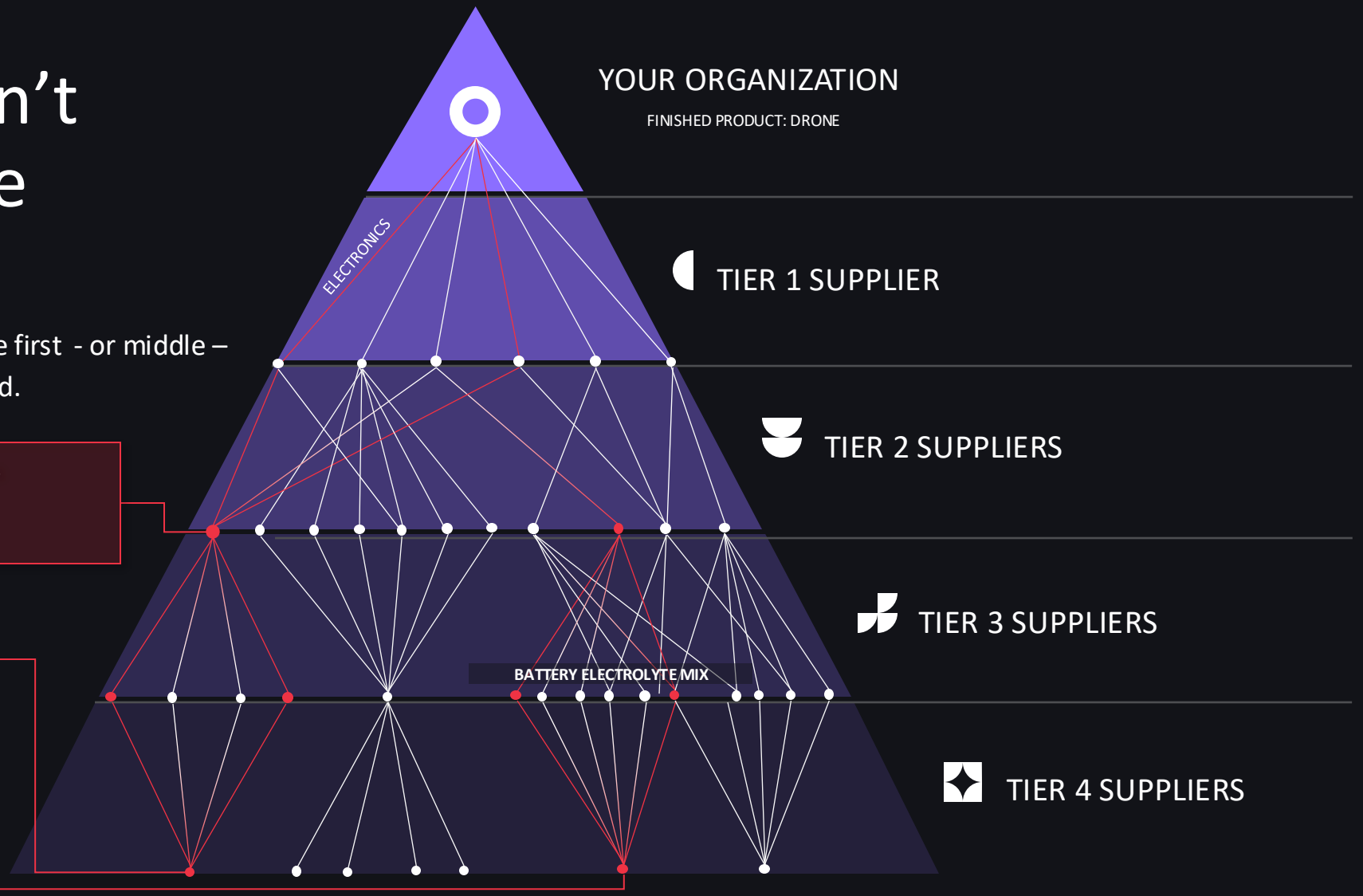
Supply Chains Aren’t Pyramids – They’re Diamonds

Your most critical suppliers are often not at the first - or middle – tiers. They’re hidden at the end of the diamond.

Copper and Cobalt-Compatible CMP Slurries & Pads
COMPANY: DuPont Electronics & Industrial
LOCATION: Billerica, MA; Wilmington, DE

High-Purity Quartz (HPQ)
COMPANY: Sibelco
LOCATION: Spruce Pine, NC

Lithium Hexafluorophosphate Salt
COMPANY: Foosung
LOCATION: China



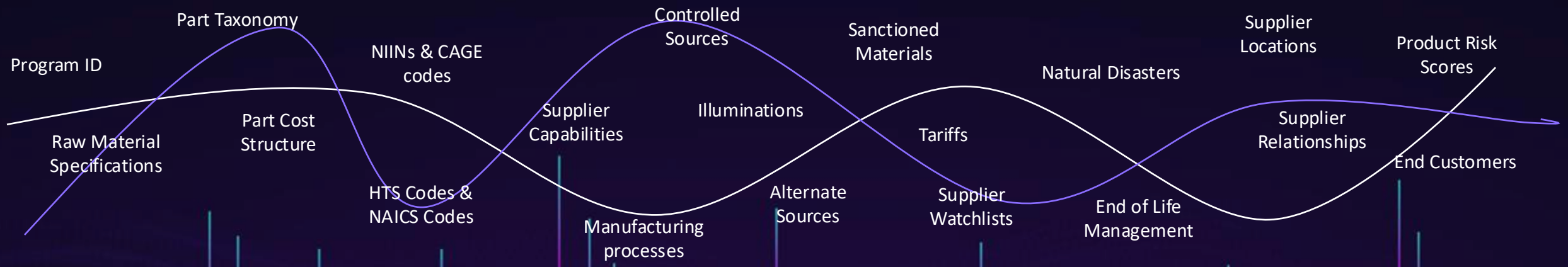
One Unified Digital Thread

Common Data Schema

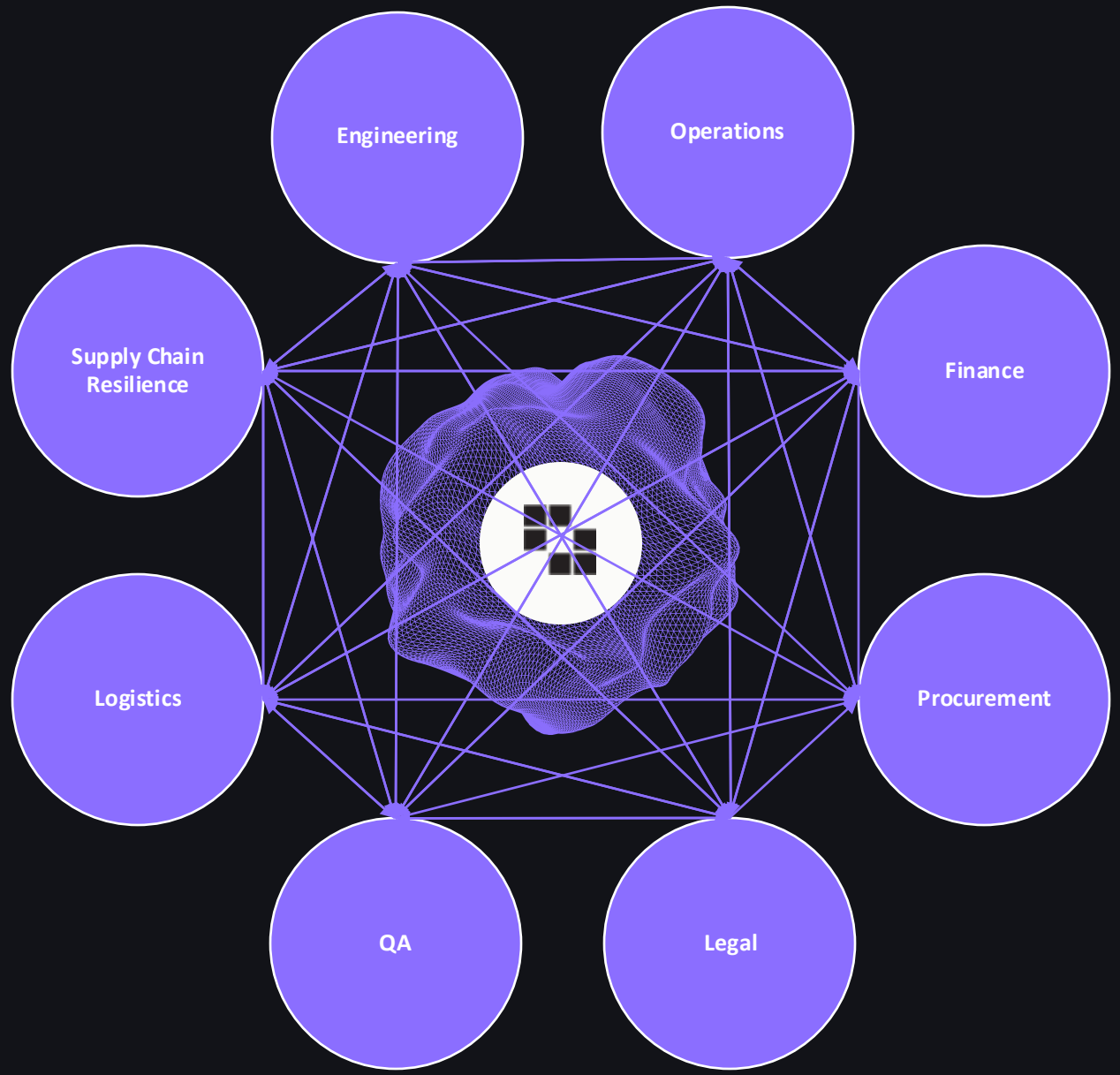
Deep Supply Chain Knowledge Creation

Product Risk – Definition and Calculation

Supply Chain Mapping & Supplier Collaboration



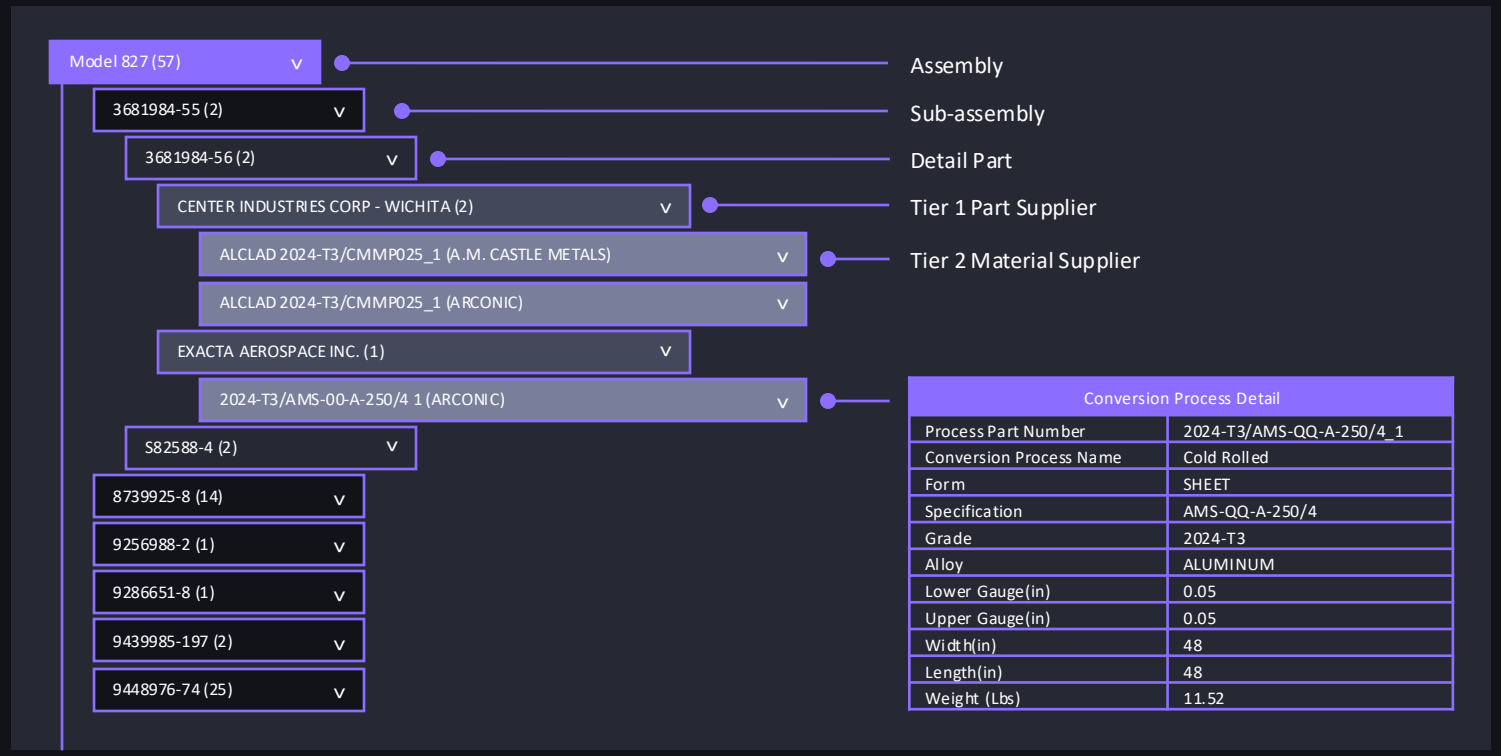
Connecting silos, turning shared risks into shared rewards.



EXIGER SOLUTION

Full Spectrum Illumination:
Nth-tier Suppliers, Parts and Materials



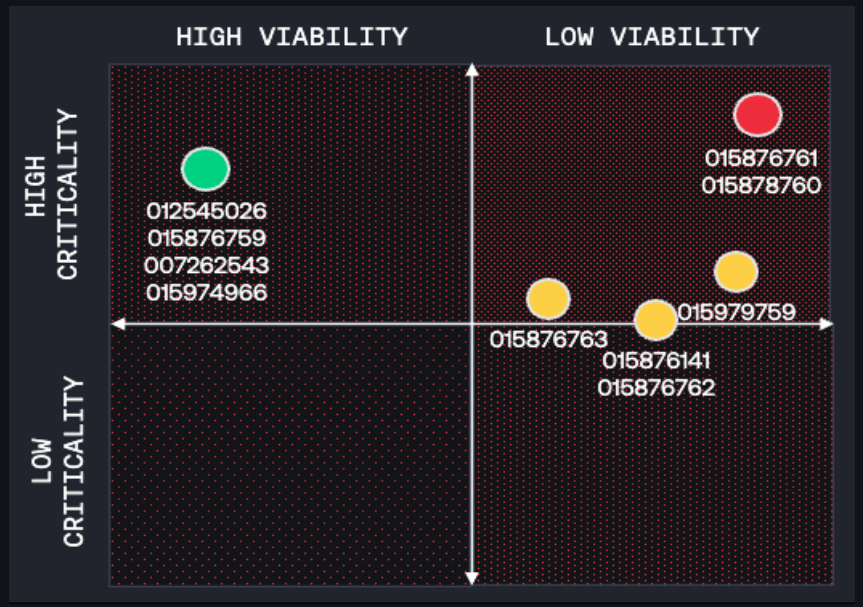


Track Shoe, Vehicular:

PN: 12496800

Vehicular track shoes' price and availability may be affected by steel sectoral tariffs that have ripple effects across defense supply chains.





Reason for Delay: CONTRACT MODIFICATIONS + PRODUCTION ISSUES + LONG LEAD TIME COMPONENTS

PN: 12496800

- Mfg: Loc Performance Products, LLC

Stock	Track Shoes	Vehicle Sets	Deficit
June 2023	105,238	634	74,042
Sept. 2023	78,000	470	101,280
Sept. 2024	21,080	127	158,200

- Supplier contract ended in July 2022 with no bridge or continuation to support MRO.
- Current long lead times for sub-contract components (Track Guide and Track Guide Cap) that comprise the track shoes including the track guide and the track guide cap likely are a result of supplier manufacturing line drawdowns in the absence of a long-term contract.

Track Shoe, Vehicular: Mapping

Bradley T-161

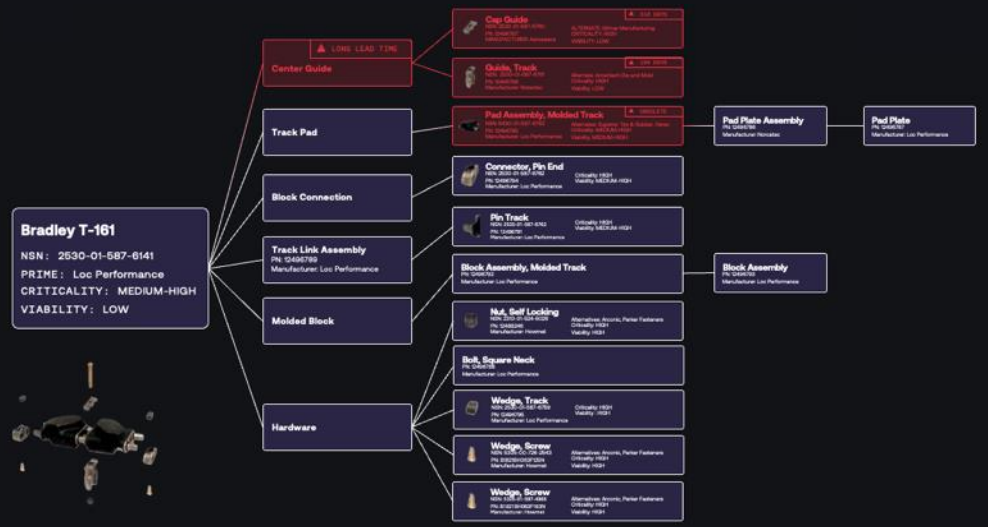
PN: 12496800
OEM: Loc Performance
CRITICALITY: MEDIUM-HIGH
VIABILITY: LOW

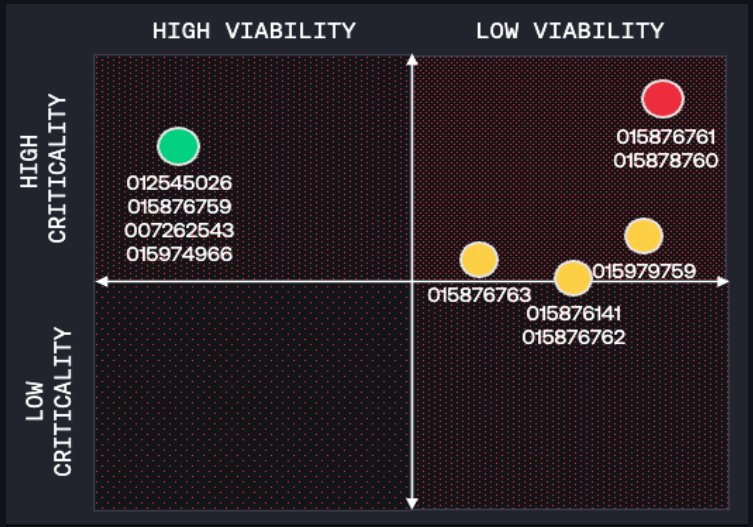


- **Center Guide** — LONG LEAD TIME
  - **Cap Guide** — 310 DAYS
    NSN: 2530-01-587-6760
    PN: 12496797
    MANUFACTURER: Aerospace
    ALTERNATE: Gilmar Manufacturing
    CRITICALITY: HIGH
    VIABILITY: LOW
  - **Guide, Track** — 194 DAYS
    NSN: 2530-01-587-6761
    PN: 12496796
    Manufacturer: Noractec
    Alternate: Ameritech Die and Mold
    Criticality: HIGH
    Viability: LOW
- **Track Pad**
  - **Pad Assembly, Molded Track** — OBSOLETE
    NSN: 5430-01-587-6763
    PN: 12496785
    Manufacturer: Loc Performance
    Alternates: Superior Tire & Rubber, Varec
    Criticality: MEDIUM-HIGH
    Viability: MEDIUM-HIGH
    - **Pad Plate Assembly**
      PN: 12496786
      Manufacturer: Norcatec
      - **Pad Plate**
        PN: 12496787
        Manufacturer: Loc Performance
- **Block Connection**
  - **Connector, Pin End**
    NSN: 2530-01-587-6762
    PN: 12496794
    Manufacturer: Loc Performance
    Criticality: HIGH
    Viability: MEDIUM-HIGH
- **Track Link Assembly**
  PN: 12496789
  Manufacturer: Loc Performance
  - **Pin Track**
    NSN: 2530-01-587-6762
    PN: 12496791
    Manufacturer: Loc Performance
    Criticality: HIGH
    Viability: MEDIUM-HIGH
- **Molded Block**
  - **Block Assembly, Molded Track**
    PN: 12496792
    Manufacturer: Loc Performance
    - **Block Assembly**
      PN: 12496793
      Manufacturer: Loc Performance
- **Hardware**
  - **Nut, Self Locking**
    NSN: 2310-01-524-5026
    PN: 12488246
    Manufacturer: Howmet
    Alternatives: Arconic, Parker Fasteners
    Criticality: HIGH
    Viability: HIGH
  - **Bolt, Square Neck**
    PN: 12496788
    Manufacturer: Loc Performance
  - **Wedge, Track**
    NSN: 2530-01-587-6759
    PN: 12496795
    Manufacturer: Loc Performance
    Criticality: HIGH
    Viability: HIGH
  - **Wedge, Screw**
    NSN: 5305-00-726-2543
    PN: B1821BH063F125N
    Manufacturer: Howmet
    Alternatives: Arconic, Parker Fasteners
    Criticality: HIGH
    Viability: HIGH
  - **Wedge, Screw**
    NSN: 5305-01-597-4966
    PN: B1821BH063F163N
    Manufacturer: Howmet
    Alternatives: Arconic, Parker Fasteners
    Criticality: HIGH
    Viability: HIGH

Track Shoe, Vehicular: PN 12496800







Courses of Action

01 **Ramp Production By Streamlining Part Qualification Pathways**
Accelerate part revision/ part redesign and accelerate first article testing waivers of alternatives

02 **Qualification of Alternative Suppliers**
Expand forge capacity through alternative suppliers, spec matching to ID those that meet certification requirements and manufacture X parts to same / similar spec.

03 **Add Production Capacity Through Forging Expansion**
Achieve additional forging capacity through contracting actions with **Gilmar Manufacturing** and **Varec BV** to cut lead times by 30–60% medium-term (1–3 years), reducing 194-day guides to 80–130 days and 310-day caps to 120–200 days, depending on investment and demand stability.

Track Shoe, Vehicular:
Immediate Mitigations
PN: 12496800

Relevant SCRM Taxonomy Flags:

(1.2) Market Monopoly or Oligopoly

(2.3) Industrial Capacity Limitations

(2.4) Sole Source Dependency

(2.5) Single Source Reliance

(2.10) Throughput, Production Delay

(2.12) Inventory Mismanagement

(2.14) Extended Lead Times

Risk Watch:

- Loc delivery slips: If schedules show lots >60 days late or CWT >75 days, escalate and shift capacity from commercial/ag lines to support this work.
- If caps (PLT 216d) or guides (PLT 179d) drop below one PLT of demand, or shoe WIP waits on any subcomponent >30 days, auto-trigger replenishment and emergency reallocations.
- If any SCRM event at Loc is rated High (financial, cyber, outage), trigger the alternate-source path (MRL + rubber partner, Gil-Mar/Norcatec kits) and fast-track MIL-DTL-11891/QPL actions.

BACKORDERS | CONOPS – 5Ws/H | ZPARK – ADV MFG

Category	Immediate (0–6 mo)
Supply Planning	Update realistic product lead times in ERP using current Loc Performance contract dates and subcomponent lead times (e.g., 194 days for guides, 310 days for caps), while raising safety stock levels to cover at least one full 310-day cycle shoes and key subcomponents.
Demand Planning	Update demand models in ERP in corresponding vehicular track shoes, incorporating consumption rates, elevated ABCT tempo, and ExigerAI high-risk forecasts for delinquent subcomponents (guides, caps, wedges, pads) to ensure accurate requirements and avoid over/under stocking during disruptions.
Engineering*	Assess the additively manufactured part produced by NIAR and work to expedite qualification. Identify additional AM candidates across 12496800 and ship full package for qualification.
Inventory*	Immediately redistribute existing track shoes and critical subcomponents (guides, caps, wedges, pads) from low-priority units, training sets, and depot stocks to support MROrequirements.
SCRM	Perform a targeted SCRM review on Loc Performance and key sub-tiers (Gil-Mar for forgings, Norcatec/Americtech for machined parts, and pad suppliers) focusing on financial health, cyber posture, foreign dependence, and other risks that could exacerbate delinquencies in guides, caps, wedges, and pads.
Requisitions	Modify the existing contract with OEM to add deliverables for forged steel track guides (194-day PLT) and guide caps (310-day PLT), leveraging alternative forge capability for high-strength track components.

* *Functional areas where changes may have the quickest mitigation effect.*

AI-PDLC: we build and adapt faster than competitors

Exiger's AI-accelerated product development lifecycle (AI-PDLC) compresses how quickly the platform evolves. It lets our engineers respond to engineers respond to emerging technology and shifting regulation ahead of the market — and embed each customer's context directly into their directly into their experience.

01 · VELOCITY

Ship faster than the market

AI drives our own development lifecycle, so new new capabilities reach production in a fraction of the of the time a traditional roadmap takes.

02 · RESPONSIVENESS

Keep pace with emerging tech & & regulation

When new technology, policy, or regulations require a require a shift in corporate behavior — critical mineral mineral trade restrictions, SBOM mandates, new EOs new EOs — Exiger adapts the platform quickly, rather rather than waiting on a multi-quarter release.

03 · CUSTOMER CONTEXT

Your policy, embedded in the platform

The same velocity lets Exiger embed customer specific specific context into the experience — e.g. encoding encoding corporate policy directly into the risk framework, not bolted on around a generic tool. tool.

The result: a platform that moves at the speed of relevance

Demo: From Insight to Action

Key Takeaways:

- Turn risk insights into business action
- Use product-level intelligence to drive smarter decisions
- AI accelerates response and improves resilience
- Measure outcomes to maximize business value

How to Optimize:

- Connect intelligence to everyday decisions
- Leverage AI to recommend next best actions
- Enable smarter sourcing with product-level data
- Continuously measure and improve performance

Thank You!

Missed a session? Watch the complete *From Risk Awareness to Supply Chain Advantage* series on demand to see how leading organizations are building more resilient, intelligent supply chains.

