



THE AEROSPACE AND DEFENSE INDUSTRY IS EXPECTING STRONG, GLOBAL GROWTH.

Is Your Supply Chain Designed to Enable You to Capitalize?



In an industry led by growing commercial aircraft production and strong defense spending can you maximize growth

The aerospace and defense industry is affected by a changing business environment, changing acquisition models, globalization and increasing customer demand. Will your supply chain enable you to continuously adapt to the key trends that are shaping the industry:



Geopolitical tensions are continuing to intensify

Driving demand for military equipment to rise and driving up defense spending across the globe.¹



M&A activity increases

2018 deal value was 83% higher than the 10-year average and the third largest in history - fueled by digital transformation efforts and pressure to reduce costs and increase production.²



Rapid technology disruptions create industry disruptions

Multiple new aircraft segments are poised to disrupt the industry including small, electric vertical take-off and landing vehicles projected alone to grow to \$500B globally.³

When the importance of the decision requires the smartest analysis, innovative aerospace and defense leaders rely on LLamasoft to show them trade-offs and options for how their supply chain should be designed to create desired business outcomes. The LLamasoft Digital Design and Decision Center puts powerful answers in the hands of supply chain decision makers - across strategic, mid-range and operational time horizons – making data-driven decisions a reality within and across

supply chain functions. With the ability to visualize, simulate and optimize your end-to-end supply chain processes, you'll be able to answer the most complex supply chain transformation questions.

Supply Chain Design Makes a Difference

Aerospace and defense companies that proactively redesign their supply chains with LLamasoft can respond rapidly to changing market conditions and design their supply chains to balance the tradeoffs of profitability and service goals. Our customers identify an average of 10.6% total variable cost savings while driving operational transformations – requiring new interconnected decisions across supply chain functions including:

- Network Design
- Inventory Optimization
- Transportation Optimization
- Capacity Planning & Risk Analysis

How are Global Aerospace and Defense Companies Leveraging Smarter Supply Chain Decisions?

LLamasoft aerospace and defense customers include some of the largest and most innovative companies in the world. Here are the stories of aerospace and defense customers' achievements with LLamasoft solutions:

- A \$3.5B aerospace and defense contractor with four separate business units competes for production capacity across the organization's 14 global factories. To further compound complexity, production processes can include as many as 287 steps and involve up to 178 tools, each of which can become a constraint. Stringent customer design specifications and quality requirements, forced the business development team to be able to provide solid commitments, sometimes up to two or more years in advance, in order to win the business. To improve efficiency and increase sales, they needed a decision support layer that could enable them to make optimal decisions when current capacity was not available. With LLamasoft, production decisions that once took 2-3 weeks, could be made in 1-3 days enabling the company to make more informed decisions about which orders to accept, decline, or subcontract as well as when to invest in additional capacity.
- Global MRO provider with over 2,500 employees across 15 sites and over 200,000 low-turnover parts needed a way to reduce stock holdings while still maintaining high levels of service. With three materials requirement planning (MRP) processes (SAP & MOVEX & AMAIS) with very few updates regarding rules and alerts due to consumption diversities, they were looking for one central system for stock management and decision making. With LLamasoft, they were able to implement a single demand planning and supply process that took all MRP decisions and reduced overstock by €2M and total depreciation expense by €1M while company activity increased by 15% globally.

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Gartner

Supply Chain Top 25

24 of the Gartner's Supply Chain Top 25 companies leverage LLamasoft technology for the supply chain decisions.



3,000+

LLamasoft has supported over 3,000 supply chain analysis and design solutions.

1. Deloitte
2. PWC
3. McKinsey

LLamasoft