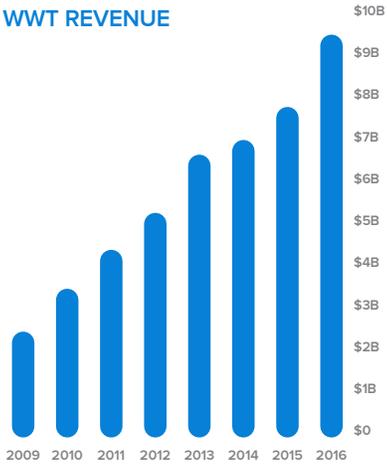




# Simplifying the Complexities of Global Supply Chain Management

## WWT REVENUE



## GLOBAL FAST FACTS

- 14% top-line revenue in 2016 international business
- Provide products and services in 60+ countries
- Serve 145 distinct global customers
- Support global projects for many U.S.-based FORTUNE 500s

## WHERE'S MY TECHNOLOGY?

Rapidly deploying new technology is a must if organizations are to keep up with changing customer demands. Consolidating and streamlining global supply chains can help, but that comes with complexities. These include:

- Continuous changes in implementation schedules
- Delays in getting quotes from suppliers
- Unpredictable product lead times
- Limited project reporting
- Resource-heavy configuration and staging tasks
- Inconsistent asset management and tracking
- Product delivered to site without proper documentation and labeling

When these challenges set back deployments on a global scale, organizations see major financial setbacks and their competitive advantage slips away.

Whether it's meeting a high-volume product order, kitting from suppliers on different continents or integrating multiple legacy supply chains, our team pulls it all together for some of the largest manufacturers and technology integrators.

## GLOBAL ROADMAP

WWT operates in the Americas, EMEA and Asia Pacific, and can fulfill product virtually anywhere in the world. To ensure product integrity for our customers, we coordinate with multi-vendor, global enterprises to manage complex international supply chains.



# Accelerating Technology Consumption and Time to Market

We work with customers at each step of the supply chain lifecycle to collapse product lead times, provide just-in-time availability, reduce onsite integration and allow for visibility throughout the project lifecycle.

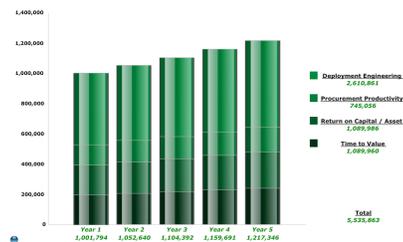
## CASE STUDY 1

WWT helped a large telecommunications provider recognize that traditional methods for building infrastructure were insufficient to meet customer demands.

Through collaboration with the customer and our technology partners, we developed an end-to-end, standardized supply chain and integration solution that accelerates deployments by 25%, delivering an estimated ROI of 334%.

### KEY BENEFITS

- Accelerated Time to Market
- Streamlined Procurement
- Standardized Engineering
- Standardized Deployment Processes
- Reduced Costs and Complexity
- “No Questions Asked” Overnight Replacement



## CONSISTENT AND SLA-DRIVEN PRODUCT QUOTING

We bring a centralized, global, consistent system to product quoting. To meet agreed upon service level agreements (SLAs), we dedicate inside sales representatives to customers. These employees are single points of contact that coordinate with our pre-sales engineers to ensure multi-OEM configurations are validated as well as rectify inconsistencies in global pricing.

## FAST ORDER FULFILLMENT

When you're ready to place your order, we're ready to start filling it. Because we've invested in B2B integration with our major OEM suppliers (i.e Cisco Systems) and distribution partners (i.e. Ingram Micro), we can quickly initiate the fulfillment of the material upon formal acknowledgement from the customer.

## PRODUCT LEAD TIME REDUCTION OR ELIMINATION

Our material planning process accounts for fluid bills of material (BOMs) and bridges gaps between procurement and engineering teams. By analyzing historical BOM data, we help you understand patterns in your supply chain to develop a plan for advanced stocking of product that will be consumed in the near future. This ensures you don't overstock common products or get caught off guard by project ordering. We work with OEMs to optimize our supply chain, which can significantly reduce or eliminate 15-45+ day lead times.

## JUST-IN-TIME DELIVERY

We have the flexibility to meet your consumption patterns and engineering activities. We can break out shipments incrementally, allowing you to cross-dock products to the field, or we can deliver products from multiple OEMs in one shipment with consistent labeling and packaging to prevent bottlenecks at your receiving dock.

## CASE STUDY 2

To address time to market challenges, a tier-1 cable operator overinvested in infrastructure resulting in unnecessary CAPEX and maintenance costs.

Using our ATC and Integration Centers, WWT developed an end-to-end technology evaluation and integration solution optimizing maintenance expenses, reducing idle inventory and delivering an estimated ROI of 163%.

### KEY BENEFITS

- Accelerated Time to Market
- Reduced excess and idle capacity
- Standardized Engineering
- Standardized Deployment Processes
- Optimized maintenance expenses
- Resource Optimization

Year	Initial Investment	Ongoing Expense	Net Cash Flow	Factor	Value
0	(537,000)				(537,000)
1		682,239	1,149,127	0.9090909	1,044,601
2		728,818	1,208,283	0.8264463	998,581
3		779,125	1,273,388	0.7513148	956,715
4		833,455	1,345,703	0.6830135	916,133
5		892,130	1,425,476	0.6209213	885,106
Totals	10,317,744	3,915,767	6,491,977	Value Created	4,267,199
				IRR	218.3964%
				Months to Payback	5.61



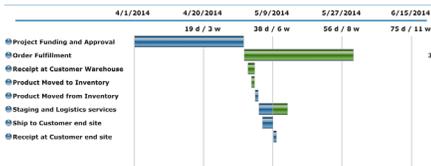
### CASE STUDY 3

Processing more than 700 call orders per month, WWT provides network and storage capacity on demand for one of the largest web services company's global data centers.

WWT and the company have integrated front and back office systems to provide a fully automated requisition through payment solution, enabling WWT to provide data center infrastructure within three days of an order request.

#### KEY BENEFITS

- Scalable data center growth on international level
- No interruption of service for business units
- Minimized cost and risk with data migrations
- Maximized data availability and reliability
- 4-hour quote requests, 3- to 5-day SLAs



### QUICK, COST-EFFECTIVE INSTALLATION

On-site installation of technology often requires various customer resources along with support from multiple suppliers or contractors to complete turning up equipment. This makes it difficult to set up and maintain an implementation schedule, and changes to this schedule often mean significant extensions or cost overruns. We help customers receive product at the final site in a manner that requires the final turn-up step to be only the connection of power and network.

Using highly skilled employees working in our integration labs to pre-build, kit and test equipment before delivery, we lower onsite labor costs associated with receiving, assembling and testing equipment by more than 40 percent. Shifting work to a central facility also ensures consistency and build quality as we follow ISO standards and manufacturing-type quality controls during the assembly process.

### ENHANCED ASSET TRACKING AND VISIBILITY

Asset tracking and management can be a frustration for finance, project management and operations teams, especially when products are being shipped to various locations around the globe. We asset tag each device before shipment, so we can transmit asset number, serial number and pertinent order details to our customers. With this detailed asset reporting, our customers can maximize the use of their capital investments within their organization or explore means for selling or trading-in product.

### STREAMLINED FINANCIAL SETTLEMENT

Customers are often challenged with assembling all of the information required to pay suppliers. We understand the challenges of the three-way match process and the fact that the customer and various suppliers often have different processes. We have proven our ability to accelerate the payables process by ensuring information required by the customer for payment is on product packaging, shipping documentation, invoices and other customer-required documentation.

### GETTING STARTED: WWT SUPPLY CHAIN WORKSHOP

The WWT Supply Chain Workshop is a two- to four-hour discovery whiteboard session, exploring your organization's current technology acquisition process. Our experts will provide real-world examples of how large public and private organizations have accelerated the implementation of technology. After the workshop, participants will receive a financial impact analysis that will identify potential areas where WWT can assist.