# Andromeda Cloud Platform: Execute Faster with a Connected Digital Supply Chain

#### **Mark Burstein**

President, Chief Strategy Officer



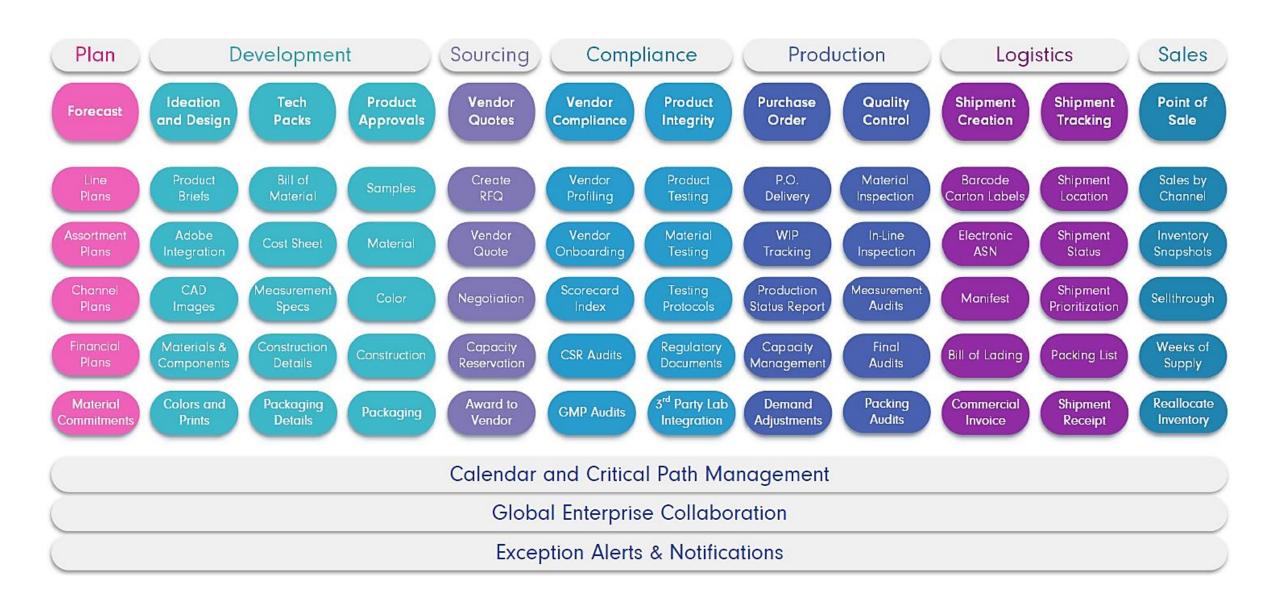




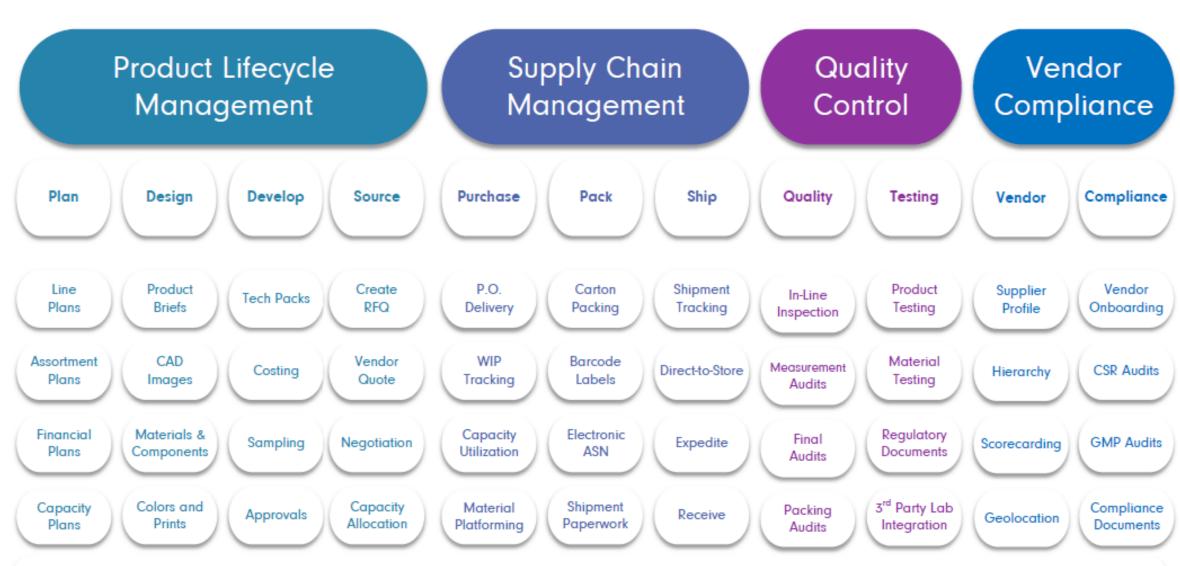




#### Andromeda Cloud Platform

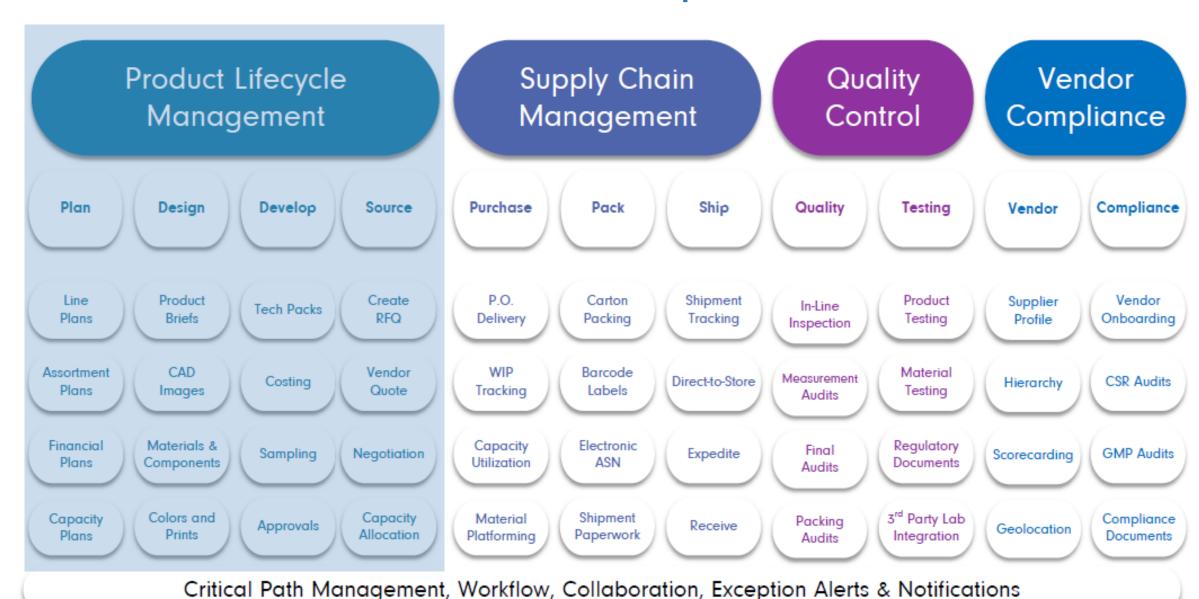


#### Andromeda Cloud Platform Components



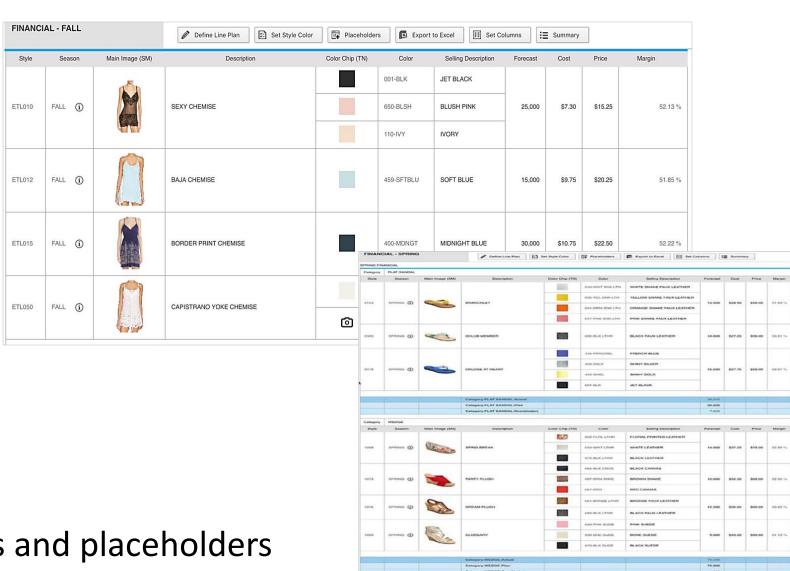
Critical Path Management, Workflow, Collaboration, Exception Alerts & Notifications

#### Andromeda Cloud Platform Components



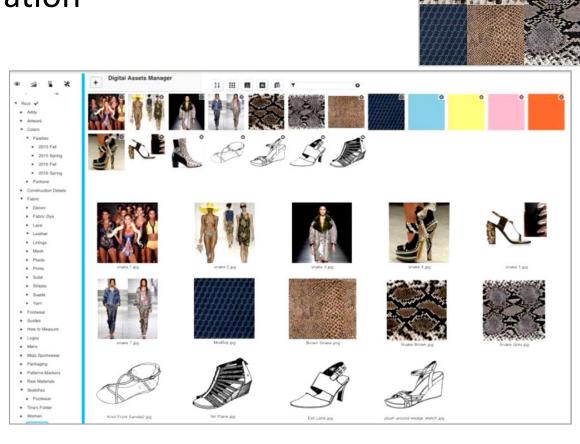
#### VELOCITY Line Planning

- Financial planning
- Merchandise planning
- Assortment planning
- Channel planning
- Material planning
- Capacity planning
- ► SKU counts, slots, carryovers and placeholders



#### Velocity Ideation

- Theme and trend creation
- Digital assets, Adobe integration
- Concept boards
  - Pictures and art
  - Styles and bodies
  - Materials and trims
  - Colors and prints





#### Material Development

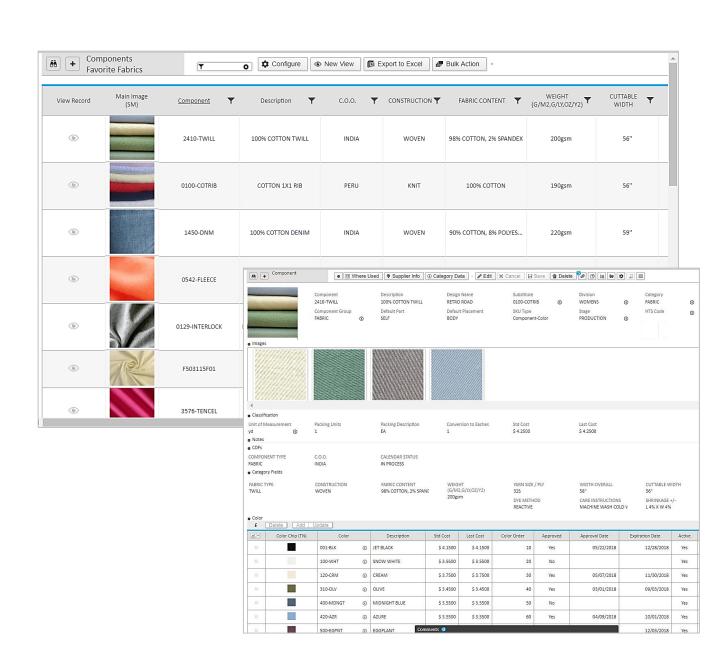
Material Dashboards

Category-specific fields

Costing by color and size

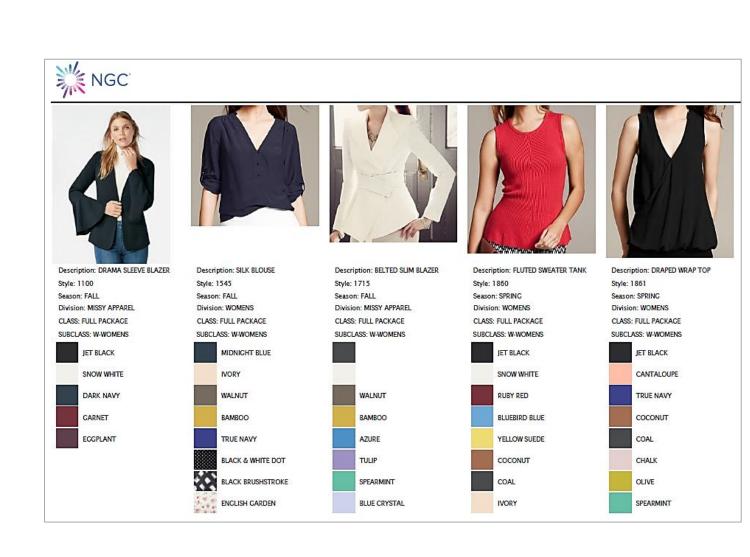
Approvals by season, effectivity

Primary and alternate suppliers



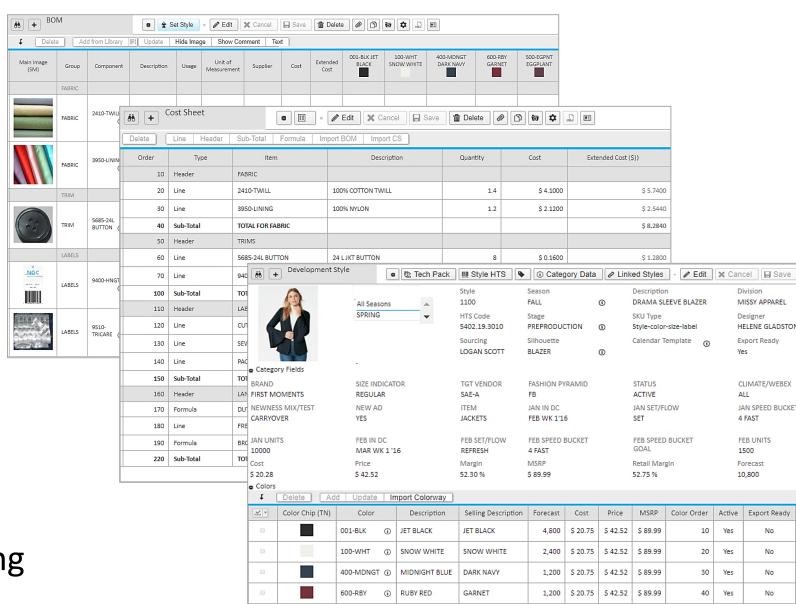
#### Creative Design

- Silhouette/model design
- Material development
- Trim development
- Color development
- Print development
- Storyboards, line reviews



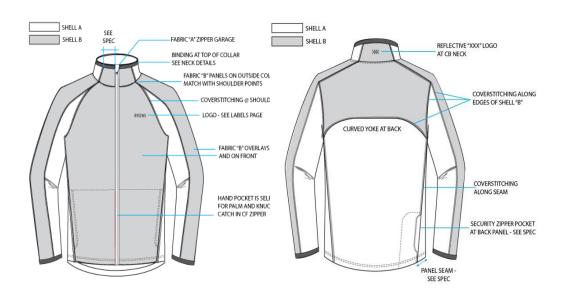
#### Tech Design

- Product information
- Bills-of-Material
- Cost sheets
- Graded measurements
- Construction detail
- Labeling and packaging
- Revision and version tracking



#### Sourcing and RFQs

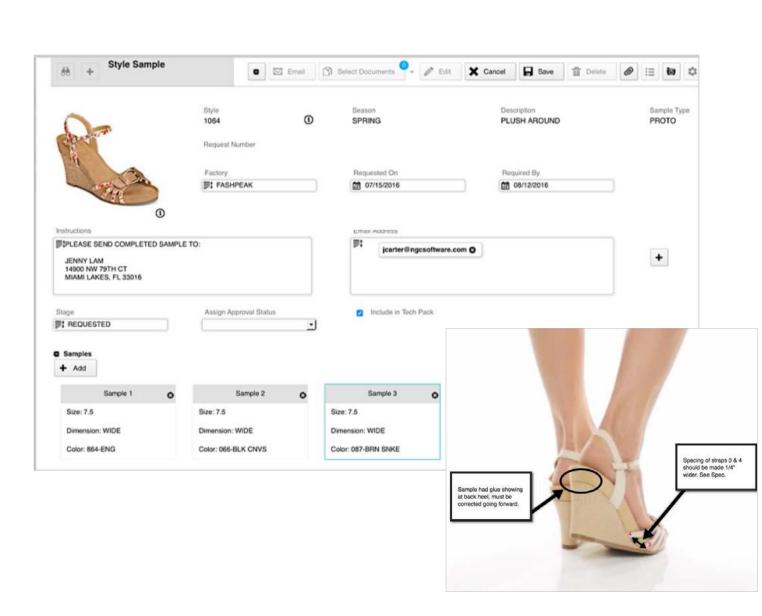
- Request for quote(s)
- Design BOM, initial construction
- First proto sample request
- Multiple quoting options
- Line item costing
- Landing costs



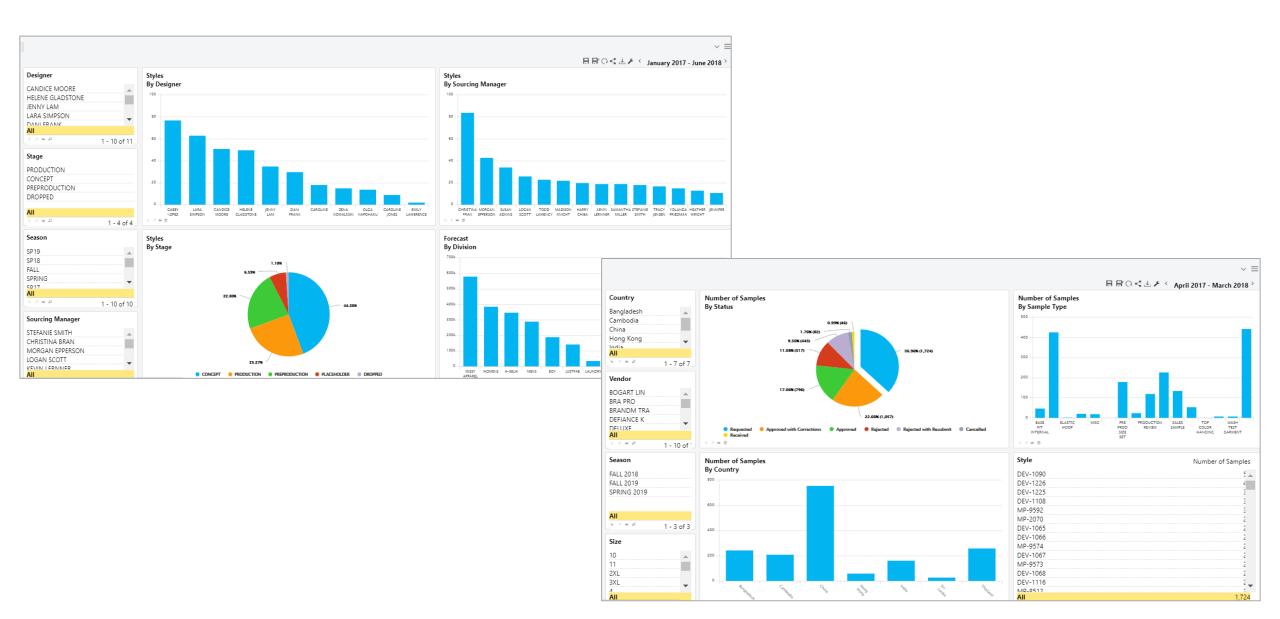
RFQ No.	1901	Sty	le 1901	l.
Quantity	20000			
Category	FULLCHARM FOB Per Spec	CLOVER FOB Per Spec	ALAEXP FOB Per Spec	FULLCHARM FOB Macy RFIG
FABRIC	16.7500	16.7500	17.0000	16.7500
TRIM	3.5100	3.5000	3.7500	4.0500
LABOR	6.7500	7.5000	7.5000	6.7500
OVERHEAD	2.0500	3.0000	1.2500	2.0000
MARGIN	6.9500	6.9000	9.6000	7.0500
Quote Price	36.0100	37.6500	39.1000	36.6000
FREIGHT	0.1003	0.1002	0.1061	0.1003
INSURANCE	1.0000	0.5648	0.9775	1.0000
DUTY	5.0414	14.0000	18.0000	5.1240
AGENT	3.0000	1.8825	1.5640	3.0000
BROKER	0.7500	0.5000	0.7500	0.7500
Ancillary Cost	9.8917	17.0475	21.3976	9.9743
Total Cost	45.9017	54.6975	60.4976	46,5743

#### Pre-Production Samples and Approvals

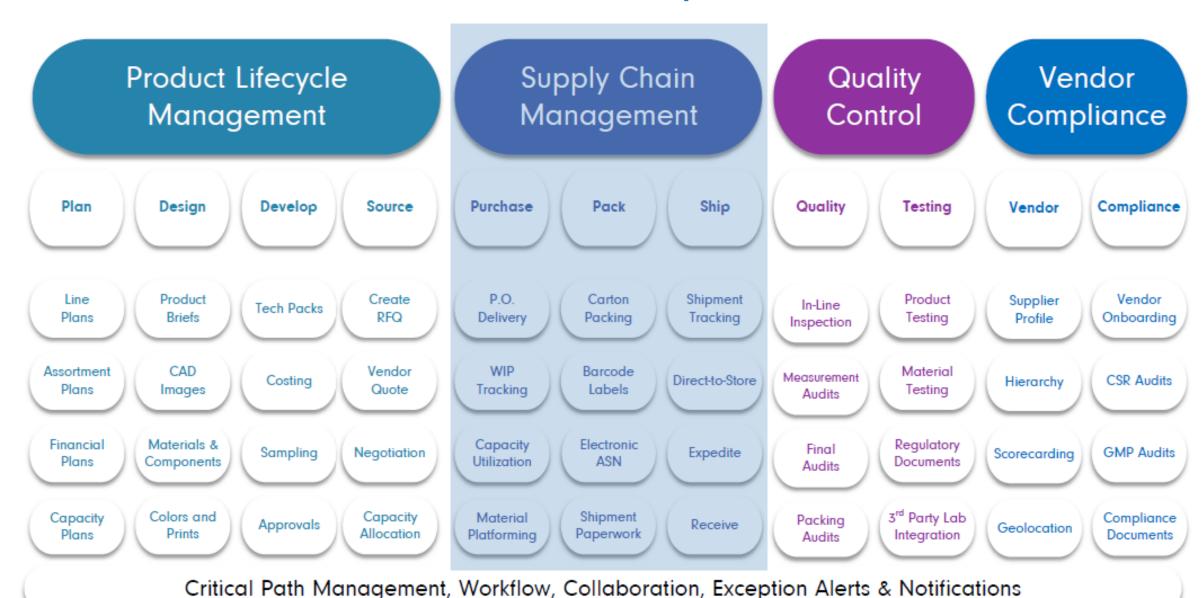
- Sample Request
- Distribute to Vendors
- Sample Delivery Tracking
- Sample Evaluation
  - Annotation/Image Markup
  - Approve/Reject/Corrections
  - 3D Virtual Approvals



#### Style Status, Sample Status KPI Dashboards

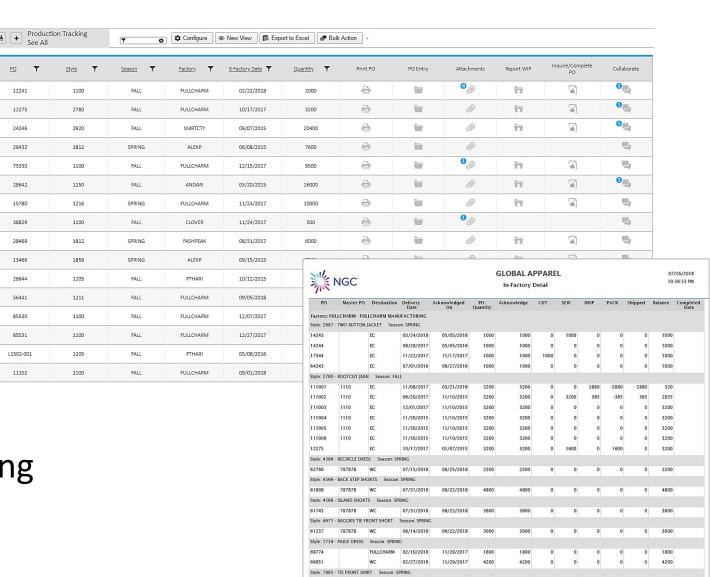


#### Andromeda Cloud Platform Components



#### Purchasing and Production Tracking

- Deliver purchase orders
  - Vendor acknowledgement
  - Revision audit trail
- WIP Tracking
  - Production milestone dates
  - WIP units by stage
- Offline Production Status Reporting
- Schedule QC audits & bookings



#### Shipment Creation

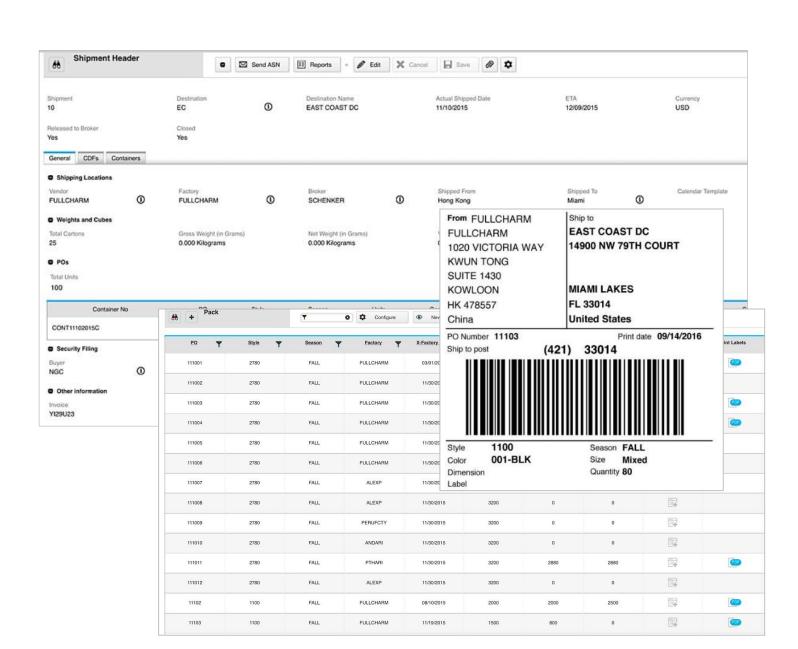
Carton Packing

Barcode Carton Label

Shipment Creation

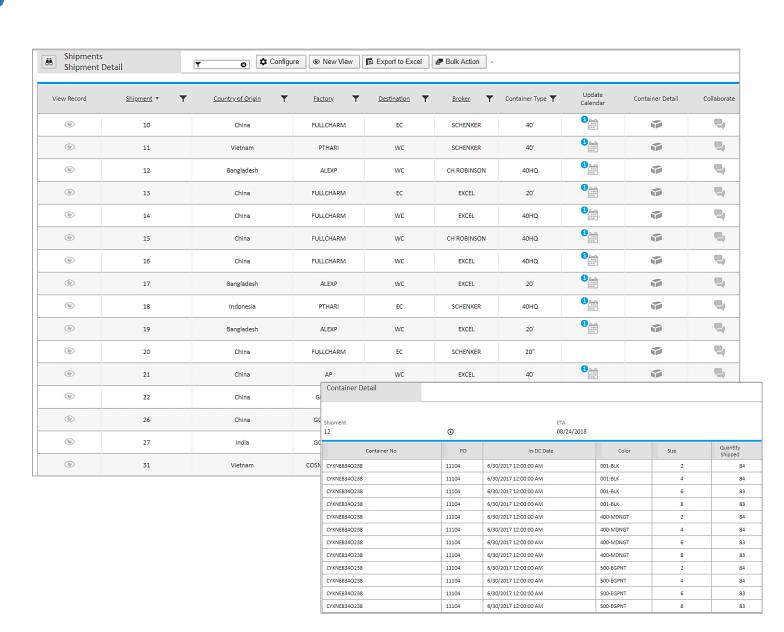
Shipment Paperwork

Electronic ASN

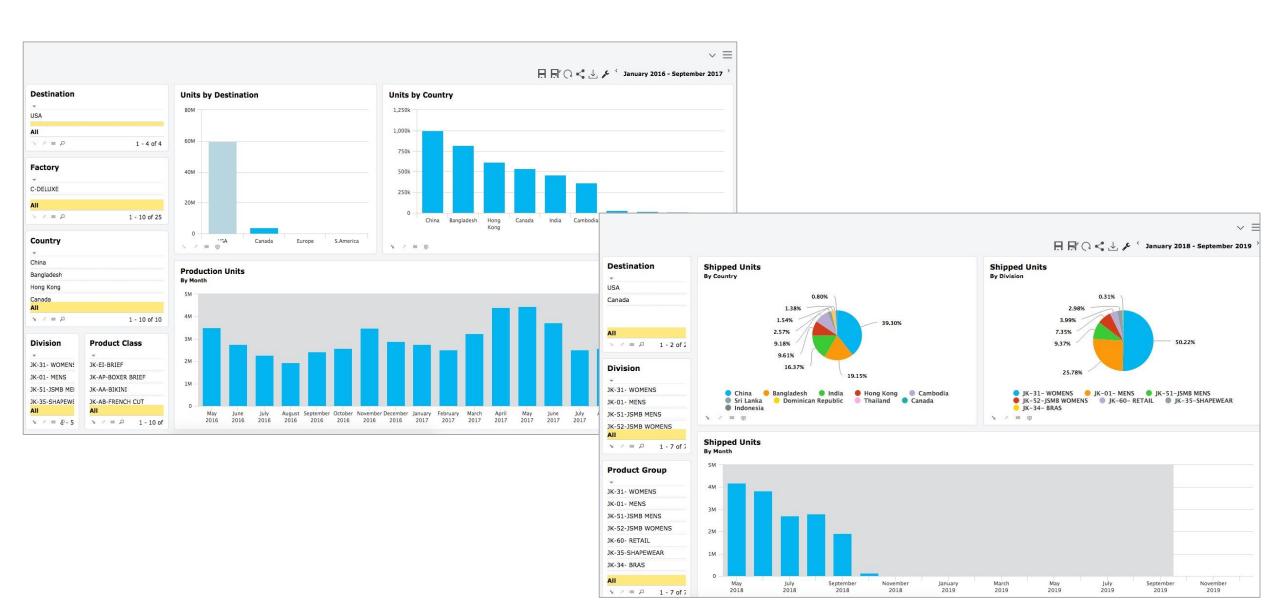


#### Logistics and Receiving

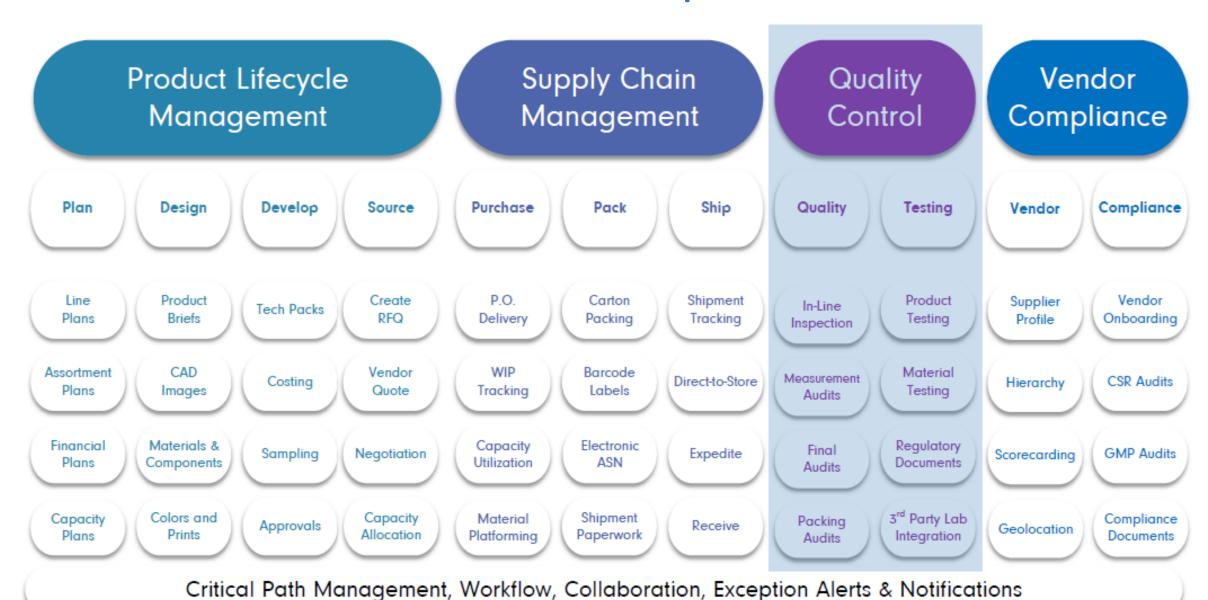
- Shipment Tracking
- Alerts for Delays
- In-transit Search
- Online Shipping Documents
- Discrepancy Identification
- Vendor Invoice Management



#### Production and Shipment KPI Dashboards

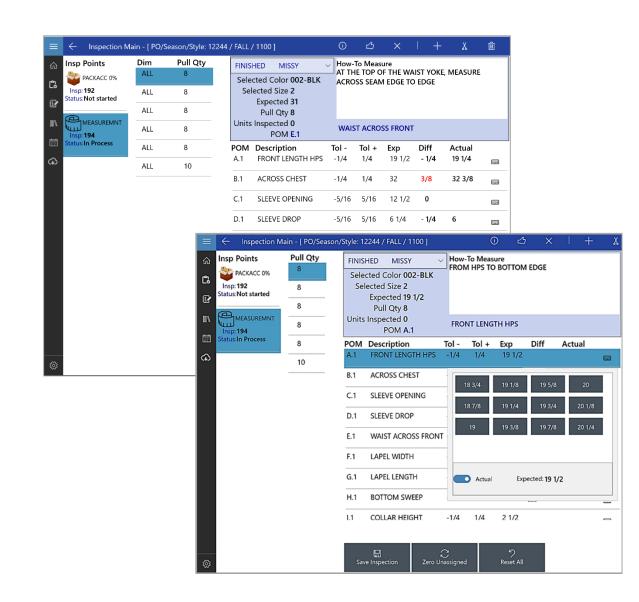


#### Andromeda Cloud Platform Components



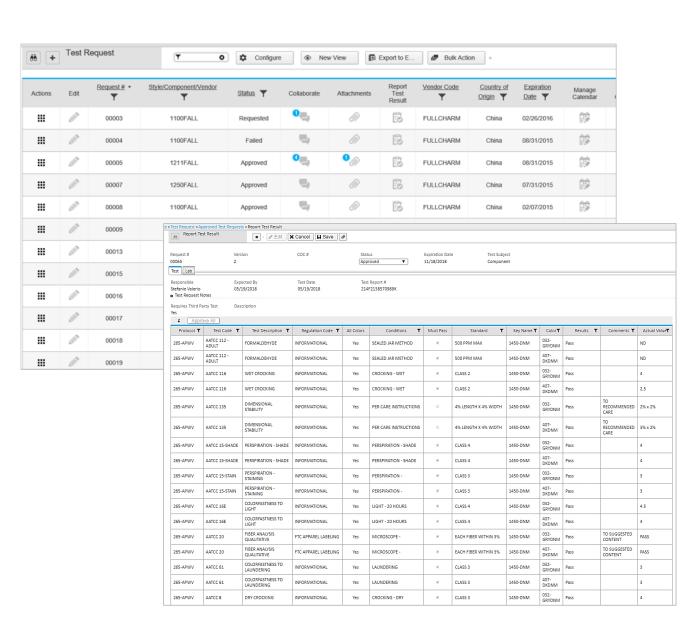
#### Quality Control Management

- Material, measurement, final, packing
- Defect codes by product/category
- Multiple sampling plans
- Split or combine inspections
- Onsite audits performed offline
- Audit reports and historical trends

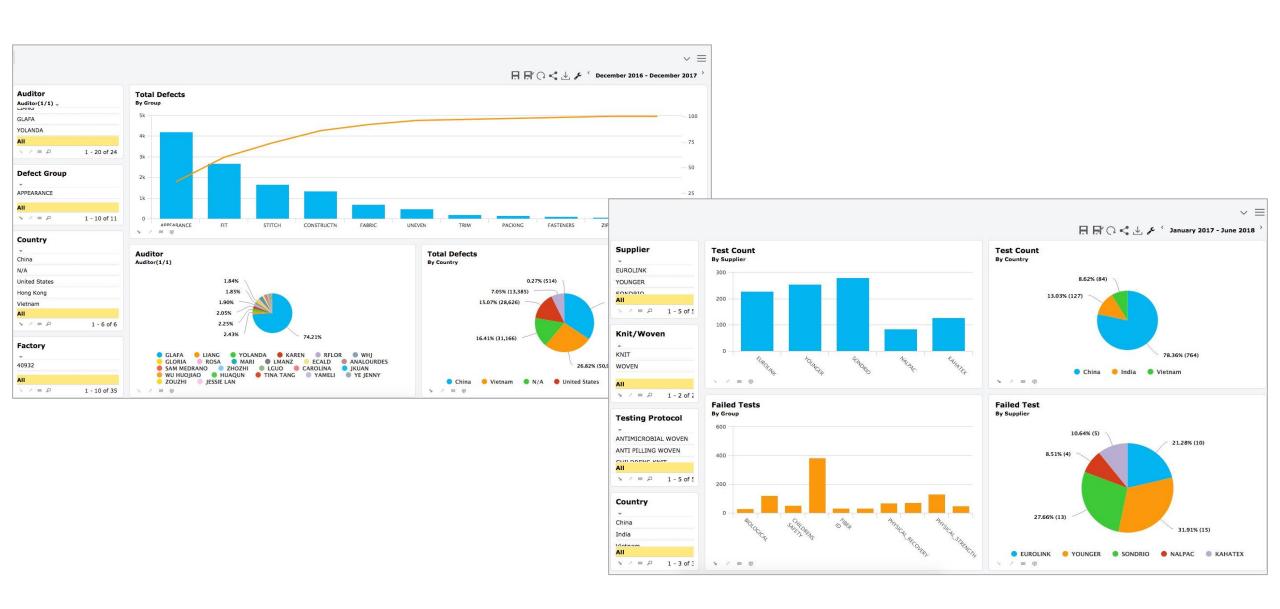


#### Product and Material Testing

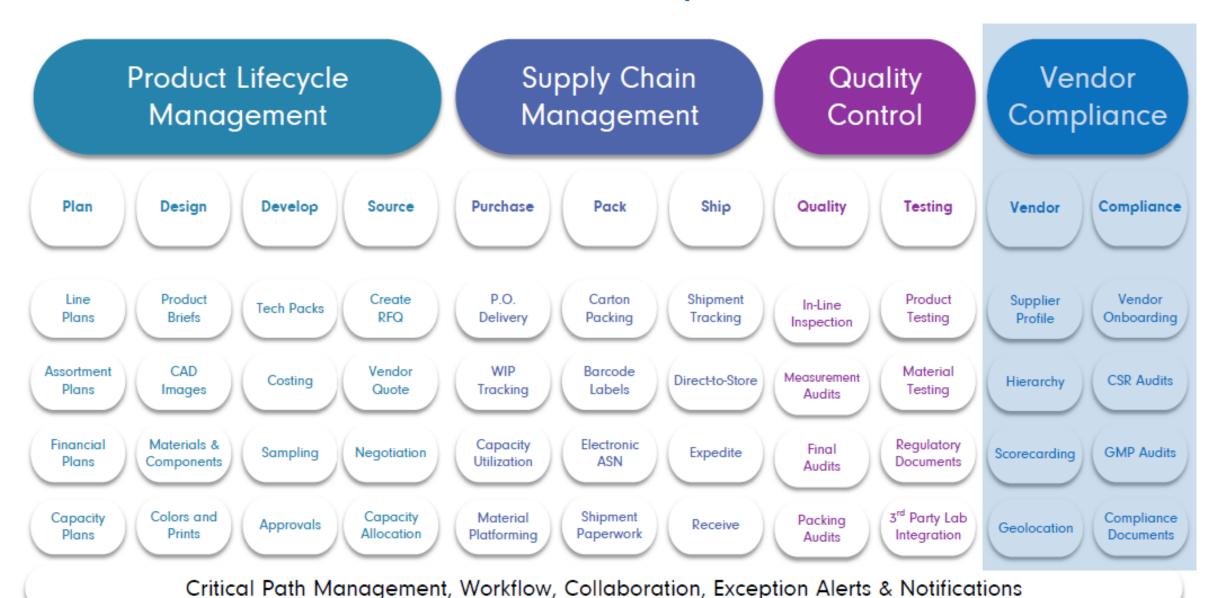
- Regulatory and Quality testing
- Product and/or material testing
- Material tests linked to products
- Compliance document creation
- Integration with 3rd party labs
- Testing performance analytics
- Alerts for non-compliant shipments



### Quality Control, Product Testing KPI Dashboards



#### Andromeda Cloud Platform Components



#### Velocity Vendor Management System

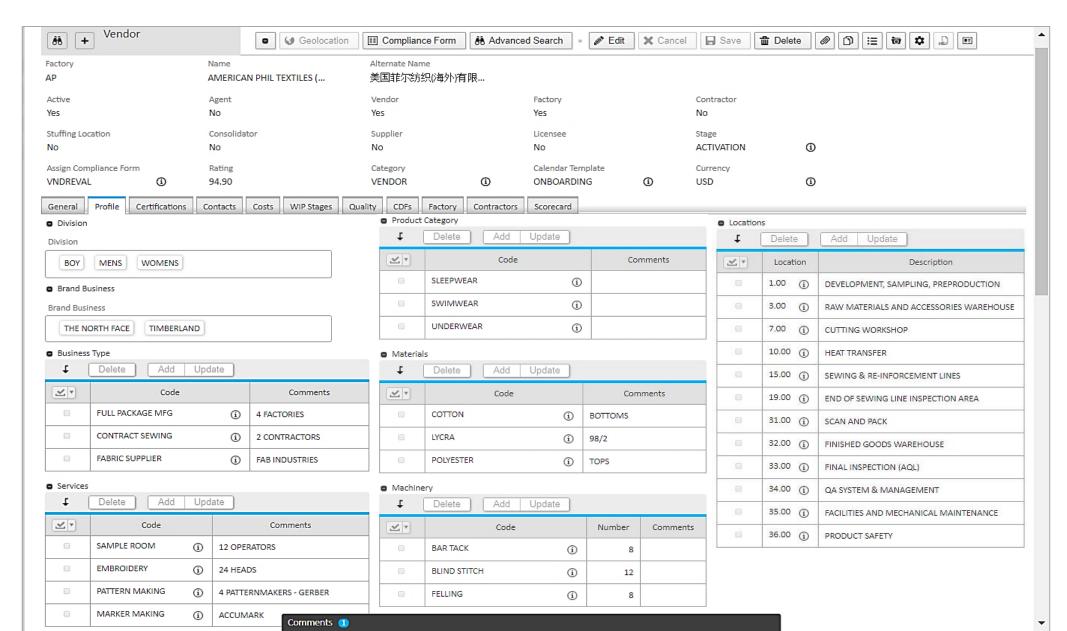
- Vendor Master
- Hierarchy
- Supply Chain Mapping
- Scorecarding & Tiering
- Geolocation
- Broadcasting

- Vendor Onboarding
- Document Management
- Corporate Social Responsibility
- Good Manufacturing Practices
- Workflow/Collaboration/Alerts
- Reporting/KPIs

#### Velocity Vendor Master

- Vendor contact information, location, type and attributes
- Profile: certifications, products, machinery, services, etc.
- Related factories and contractors, supply chain map
- Scorecard and Quality Index
- CSR and GMP status
- Geolocation of each factory and cluster
- Certification expiration and renewal dates

#### Velocity Vendor Profile



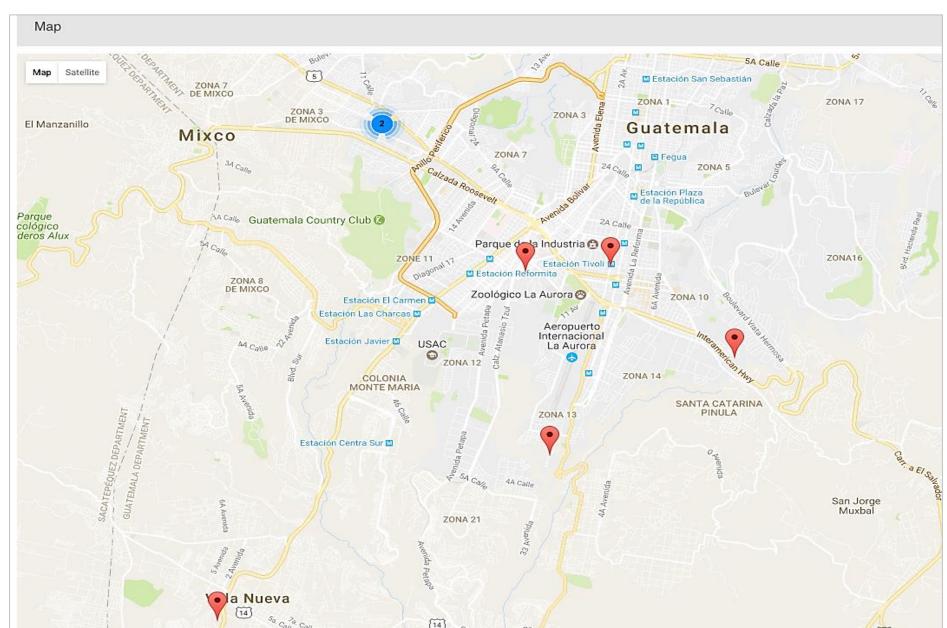
### Supply Chain Hierarchy

Agent:LF-HK - LI & FUNG - HK

Details

Agent Name	Vendor Name	Factory Name	Contractor T
LI & FUNG - HK	CLOVER	ALANA FACTORY CO	
LI & FUNG - HK	CLOVER	CLOVER	
LI & FUNG - HK	CLOVER	PERU FACTORY	CACKINC
LI & FUNG - HK	CLOVER	PERU FACTORY	OEM CLOTHING FACTORY
LI & FUNG - HK	DOOLIM CO., LTD		
LI & FUNG - HK	FULLCHARM MANUFACTURING	ALANA FACTORY CO	
LI & FUNG - HK	FULLCHARM MANUFACTURING	FULLCHARM MANUFACTURING	DOOLIM CO., LTD
LI & FUNG - HK	FULLCHARM MANUFACTURING	FULLCHARM MANUFACTURING	KOOS MANUFACTURING
LI & FUNG - HK	FULLCHARM MANUFACTURING	SMART CITY FACTORY	DIQI CLOTHES CO., LTD
LI & FUNG - HK	FULLCHARM MANUFACTURING	SMART CITY FACTORY	JMZ GARMENT MANUFACTURE
LI & FUNG - HK	FULLCHARM MANUFACTURING	SMART CITY FACTORY	OEM CLOTHING FACTORY

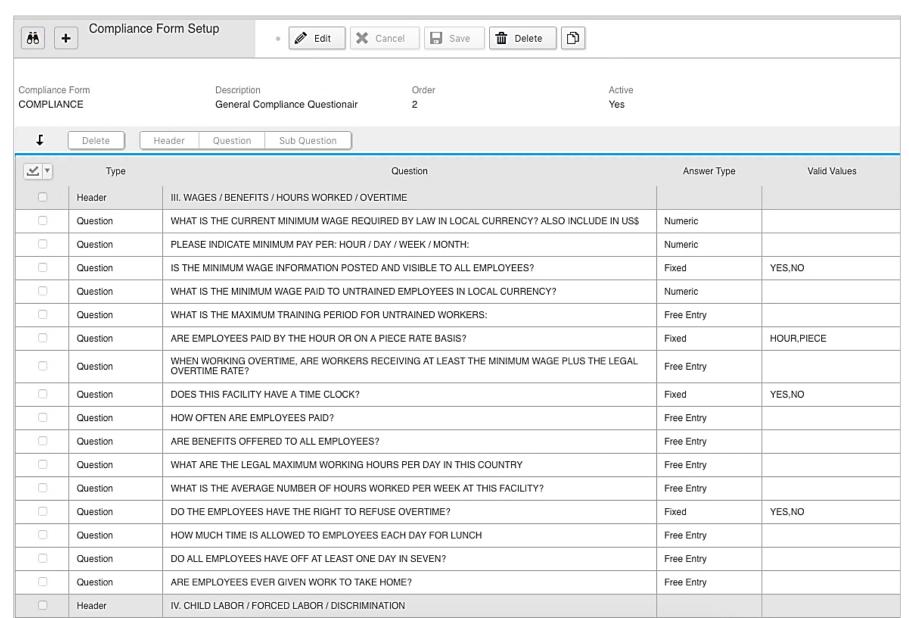
#### Velocity Vendor Geolocation



## Velocity Vendor Dashboard with Tiering

+ Vend	ors or Rating	T &	▼ Configure											
Edit	Factory <b>T</b>	<u>Name</u> $lacksquare$	Attachments	Collaborate	Country <b>T</b>	Download PDF	Update Calendar	Manage Calendar						
• Ø	FULLCHARM	FULLCHARM MANUFACT	4	•	Hong Kong	益	3	3						
• 🖉	SONDRIO	SONDRIO FABRIC	0	2	China	益	1	1						
• 🖉	INEXPORT	INEXPORT	0	2	Guatemala	습	1	1						
• 🖉	KORAMSA	KORAMSA MANUFACTURI	6	2	Guatemala	益	1	1						
• 🖉	COUNSA	COFECCIONES UNIDAS	0	2	Guatemala	益	1	1						
• 🖉	COEXSA	COEXSA	0	2	Guatemala	益	1	1						
• Ø	RVL	RVL CENTRAL AMERICA	0	2	Guatemala	습	1	1						
• 🖉	HAN-SOLL	HAN-SOLL GUATEMALA, S.A	0	2	Guatemala	쇼	1	1						
• 🖉	TEXTO	TEXTO, S.A	0	2	Guatemala	쇼	1	1						
• 🖉	АР	AMERICAN PHIL TEXTILES	0	•	Thailand	益	2	2						

## Onboarding Form Setup

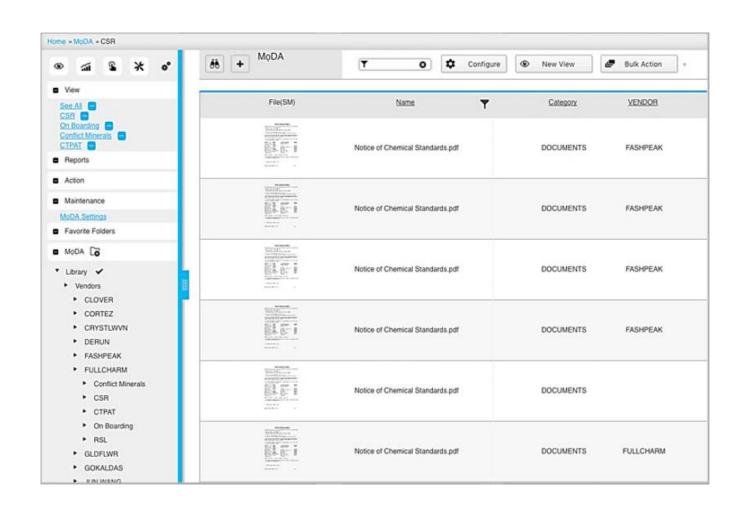


## Onboarding Form Entry Screen

Compliance Form □ MọDA -	Ø Edit	ल .								
Vendor Name FULLCHARM ① FULLCHARM MANUFA	Compliance Form Description QUALIFICATION QUALIFICATION									
QUALIFICATION     Question	Answer	Notes								
III. WAGES / BENEFITS / HOURS WORKED / OVERTIME										
WHAT IS THE CURRENT MINIMUM WAGE REQUIRED BY LAW IN LOCAL CURRENCY? ALSO INCLUDE IN US\$	1200 RMB/\$181.54 PER MONTH	LOCAL MINIMUM WAGE IS INCREASING BY 15% NEXT YEAR								
PLEASE INDICATE MINIMUM PAY PER: HOUR / DAY / WEEK / MONTH:	2000 RMB/\$302.57 PER MONTH	MINIMUM WAGE IS BASED UPON HOURLY RATE, BUT MOST WORKERS ARE PAID IN PIECE RATE								
IS THE MINIMUM WAGE INFORMATION POSTED AND VISIBLE TO ALL EMPLOYEES?	YES	FIVE POSTERS PLACED THROUGHOUT THE COMMON AREAS								
WHAT IS THE MINIMUM WAGE PAID TO UNTRAINED EMPLOYEES IN LOCAL CURRENCY?	1200 RMB	MINIMUM WAGE IS PAID UNTIL THE EMPLOYEE EXCEEDS IT THROUGH INCENTIVES								
WHAT IS THE MAXIMUM TRAINING PERIOD FOR UNTRAINED WORKERS:	18 WEEKS	SIX MONTHS OR LESS								
ARE EMPLOYEES PAID BY THE HOUR OR ON A PIECE RATE BASIS?	NO	HOURLY UNTIL THEY EXCEED MINIMUM WAGE								
WHEN WORKING OVERTIME, ARE WORKERS RECEIVING AT LEAST THE MINIMUM WAGE PLUS THE LEGAL OVERTIME RATE?	YES									
DOES THIS FACILITY HAVE A TIME CLOCK?	YES									
HOW OFTEN ARE EMPLOYEES PAID?	MONTHLY									
ARE BENEFITS OFFERED TO ALL EMPLOYEES?	YES	ALL EMPLOYEES RECEIVE THE SAME OPPORTUNITIES TO PARTICIPATE								
WHAT ARE THE LEGAL MAXIMUM WORKING HOURS PER DAY IN THIS COUNTRY	10									
WHAT IS THE AVERAGE NUMBER OF HOURS WORKED PER WEEK AT THIS FACILITY?	45									
DO THE EMPLOYEES HAVE THE RIGHT TO REFUSE OVERTIME?	NO									

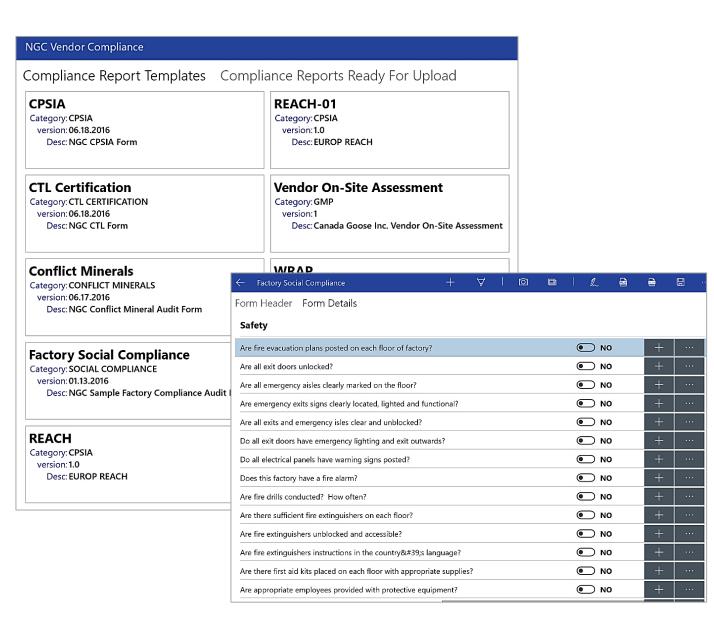
#### Document Management

- Online document library
  - Corporate master documents
  - Vendor signed documents
- Tagged documents
- Easy searches and dashboards
- Collaborate about a document
- Maintain version history
- Lock documents from editing



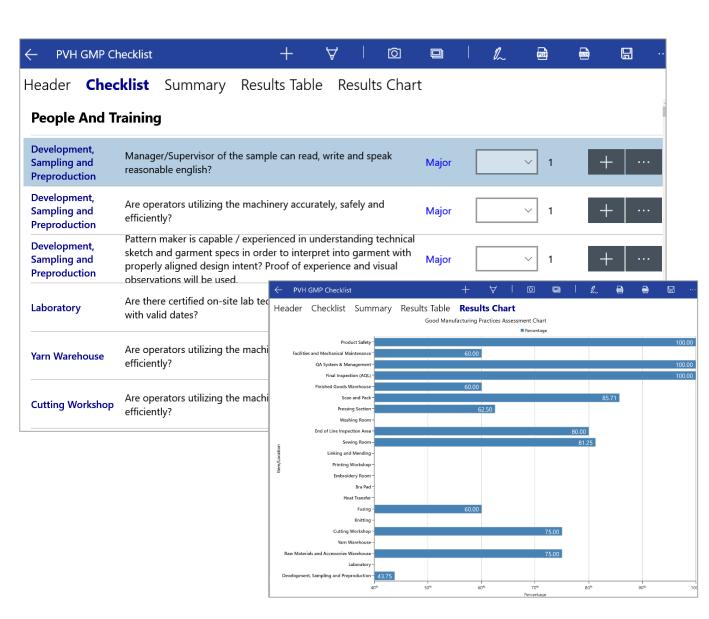
### Corporate Social Responsibility App

- Multiple evaluation forms
- Multilingual capabilities
- Pictures with markup tools
- Signatures from management
- Compliance reporting
- Corrective Action Plans (CAP)

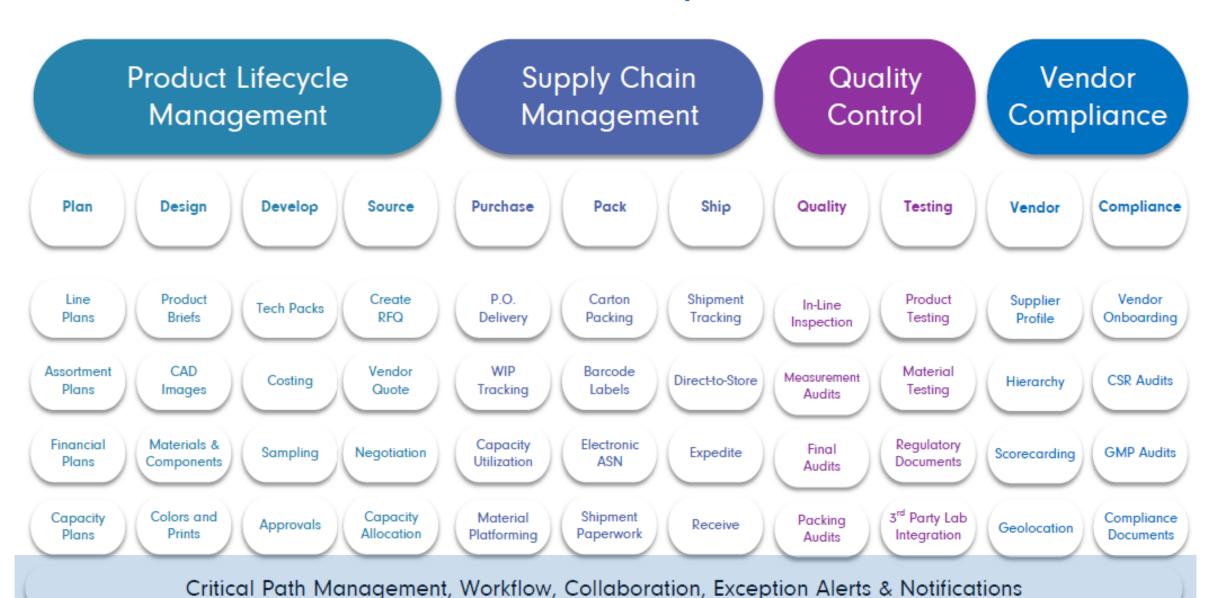


#### Good Manufacturing Practices App

- Multiple survey forms
- Categorize checklist items
- Score each category
- Assign Corrective Action Dates
- View GMP charts and analytics
- Create C-TPAT result table



#### Andromeda Cloud Platform Components



## Foundational Capabilities

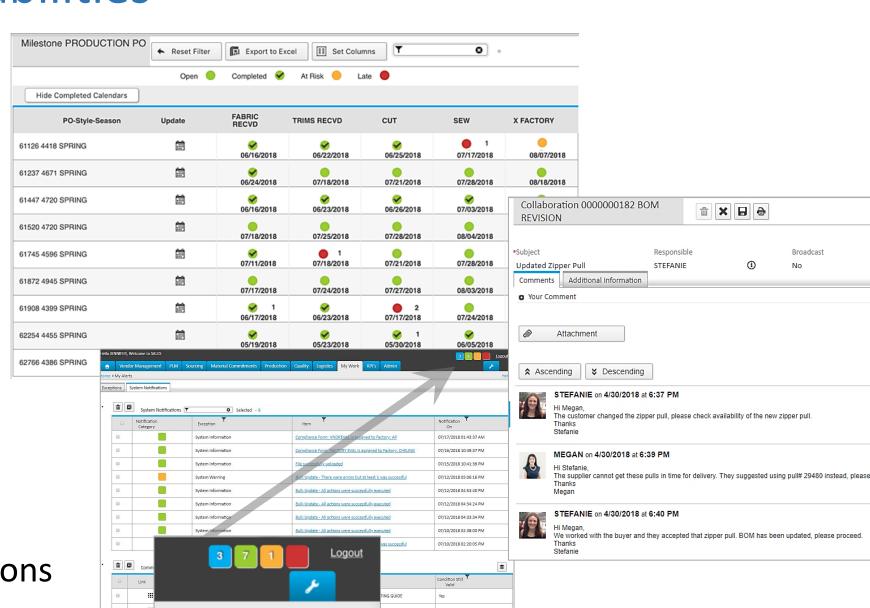
Workflow calendars

Collaboration

Exception alerts

► BI/KPI Dashboards

Multiple reporting options



# CONCEPT TO CUSTOMER Execute Faster with a Connected Digital Supply Chain

### Connected Digital Supply Chain

Broadcasting Information throughout the Ecosystem			Plan			•	Dev	Develop			Source		$\rangle$		Produce			,	Ship	$\rangle$	Sell	
		Merchandise Planning	Assortment Planning	Financial Planning	Concept Management	Digital Assets	Product Information	Technical Specifications	Material Information	Sample Management	Costing	Vendor Profiling	Product Testing	Customer Orders	Inventory Levels	Purchase Orders	Production Tracking	Quality Audits	Shipment Packing	Shipment Tracking	Vendor Payments	Sales
	Planning																					
	Merchandising																					
	Creative Design																					
	Technical Design																					
	Materials Development																					
	Raw Material Suppliers																					
	Sourcing																					
£ .	Vendor Compliance																					
dof	Product Safety																					
Handoffs	Testing Laboratories																					
Ī	Purchasing																					
	Production/Mfg																					
	Vendors, Factories, Suppliers																					
	Quality Control																					
	Logistics																					
	Sales and Marketing																					
	Accounting																					
	Executive Management																					

#### Manage

KPIs & Metrics

#### Connected Digital Supply Chain

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			Pla	ın		•	Dev	velop		>	Sou	ırce	$\rangle$		Produ	ce		•	Ship	$\rightarrow$	Sell		١	Man	age
Broadcasting Information throughout the Ecosystem  Owner (Creates Information)		Merchandise Planning	Assortment Planning	Financial Planning	Concept Management	Digital Assets	Product Information	Technical Specifications	Material Information	Sample Management	Costing	Vendor Profiling	Product Testing	Customer Orders	Inventory Levels	Purchase Orders	Production Tracking	Quality Audits	Shipment Packing	Shipment Tracking	Vendor Payments	Sales		Exception Alerts	Communication
	Planning																								
	Merchandising																								
	Creative Design																								
	Technical Design																								
	Materials Development																								
	Raw Material Suppliers																								
	Sourcing																								
fs	Vendor Compliance																								
Handoffs	Product Safety																								
an(	Testing Laboratories																								
Ŧ	Purchasing																								
	Production/Mfg																								
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KPIs & Metrics

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#### Connected Digital Supply Chain

