

Supply Chain Enterprise Platform

Powered by Blockchain



REAL VARIABLE
Powered by Blockchain

**DISRUPTING BUSINESS PROCESSES,
ONE BLOCK AT A TIME...**

Delivering Digital Transformative Solutions

Real Variable – Real Collab Overview

- ✓ About Real Variable
- ✓ Overview of Blockchain Technology
- ✓ Real Variable – Blockchain Case Studies
- ✓ RealCollab – Supplier Chain Collaboration
- ✓ RealWare – Enterprise Supply Chain Platform



Real Variable – An Enterprise Blockchain Co.

ABOUT US

- Estd. in 2017 in India & USA.
- Focus on Supply Chain & Warranty Management products.

BLOCKCHAIN ACHIEVEMENTS

- 5 Private Chains
- 30+ Blockchain Engineers
- 60+ Nodes
- 200+ Party Ledgers
- 600,000+ Events
- 1 Million + Parts tracked / Qtr
- Hybrid networks

TECHNOLOGY USP

- Smart Contracts Algorithms
- Zero Code Platform
- Matching engine
- ~4500 concurrent transactions / second
- 1/3rd Time & Cost to Customize

CREDENTIALS



Global Europe Auto OEM



Global Logistics Service Provider

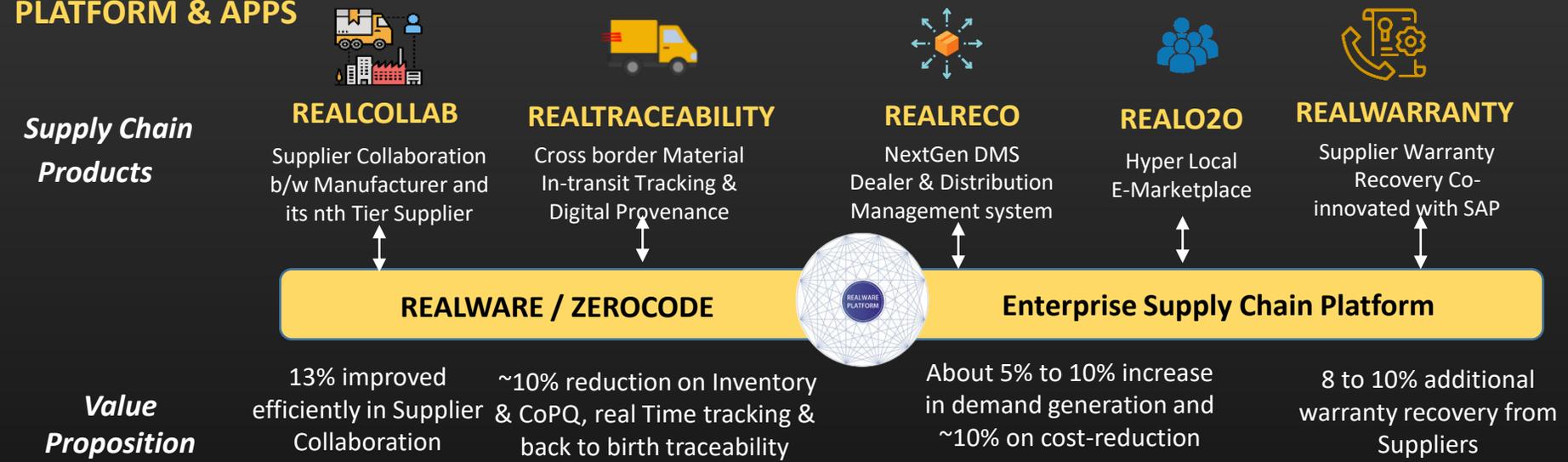


Global Asian Auto OEM

PROBLEM STATEMENT

- Multiparty Collaboration between Manufacturer & Tier 1,2...n Suppliers and Customers

PLATFORM & APPS



SECTORS



Automotive / EV **Logistics** **Aviation** **Consumer Electronics** **Industrial** **Healthcare / Pharma**

STRATEGIC PARTNERS & BLOCKCHAIN PLATFORM COMPATABILITY



And many more... RealWare can connect to all systems / platforms through API connectors for data exchange

What is Blockchain?

- “It is digital ledger of transactions that is duplicated and distributed across the entire network of computer systems. Each block in the chain contains a number of transactions, and every time a new transaction occurs on blockchain, a record of that transaction is added to every participant’s ledger.”

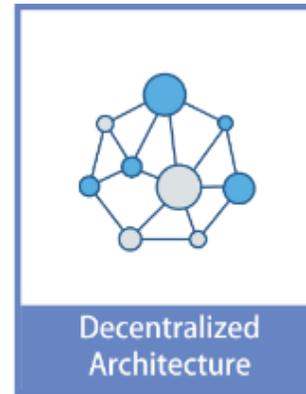
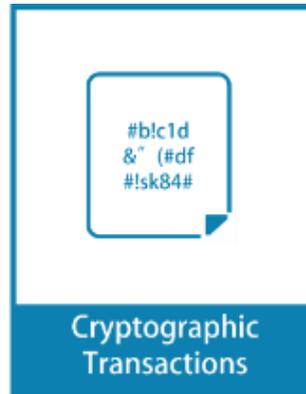
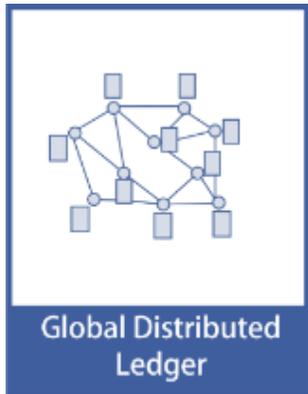
What is DLT?

- “A decentralized database managed by multiple participants is known as Distributed Ledger Technology (DLT). Blockchain is a type of DLT in which transactions are recorded”

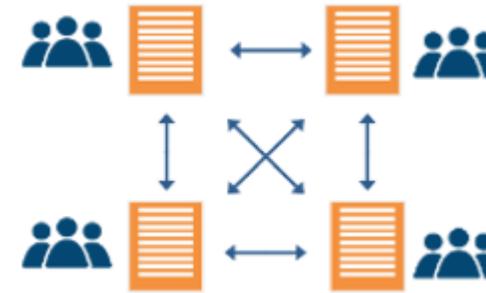
What is Smart Contract?

- “A smart contract is a self-executing contract with the terms of the agreement between buyer and seller being directly written into lines of code”

Features / Properties of Blockchain Technology



Types of Blockchain Network



4 types of Blockchain networks exists today:

- Public Blockchains
- Private Blockchains
- Consortium Blockchains
- Hybrid Blockchains

Smart Contracts Working

1



- A Contract is created between two anonymous parties and stored on public ledger

2



- The contract self-executes as per written codes based on some triggering events which are preset

3



- Stakeholders can analyze all the activities.



Global German Auto OEM



Global Logistics Service Provider (LSP)



Global Japanese Auto OEM

	Global German Auto OEM	Global Logistics Service Provider (LSP)	Global Japanese Auto OEM
Problem Statement	OEM's APAC Dealers / Customers do not have order ETA updates due to multi level aggregation of orders and bulk shipments.	LSP incurs working capital of several million dollars towards OEM / Dealers advance customs and duties payments for cargo clearance.	The average TAT For 1500+ dealers of OEM for stock replenishment is about 2-3 weeks.
Solution Provided	Order / Shipments / Part Track & Trace with Real time ETA update to Dealers / Customers	Global Shipments Tracking / Surface, Ocean, Air Cargo/Customs Payments	Dealer Stock Visibility & Dealer to Dealer Stock Replenishment
Solution Description	This solution is primarily for traceability of the spare part shipment from the OEM's regional distribution center to dealer network spread across 21 countries and used by over 200+ Dealers in APAC region. Solution is live since 12 months.	This solution includes Ordering, Invoicing, Reconciliation, Payment settlements and Reversals especially for transactions involving cross border shipments between Dealer, OEM, LSP & Bank. Some of the functionality is also made available on the mobile application.	This solution provide transparency to Dealer Network on Stock availability, Stock allocation, estimated time of departure, arrival notification including track and trace. This is solution is going to be used by 1250+ Dealers across USA, 250+ Dealers in Canada.
Value Proposition	Dealer / Customer satisfaction with real time tracking of order placed and cuts down manual coronation process between multiple organizations.	LSP's supply chain movements tracked on real time giving customer goods ETA. For LSP it cuts down working capital paid and payment process time from T+7 to T+2 days for custom duties paid in advance for clearance of goods	Just in time inventory levels at dealer & warehouses across US, Canada and Japan. Dealer stock replenishment time is cut down from T+3 week to T+1 week. Better visibility of dealers & warehouse stocks, aggregates shipment orders.

Supply Chain Collaboration – Industry Pain Points

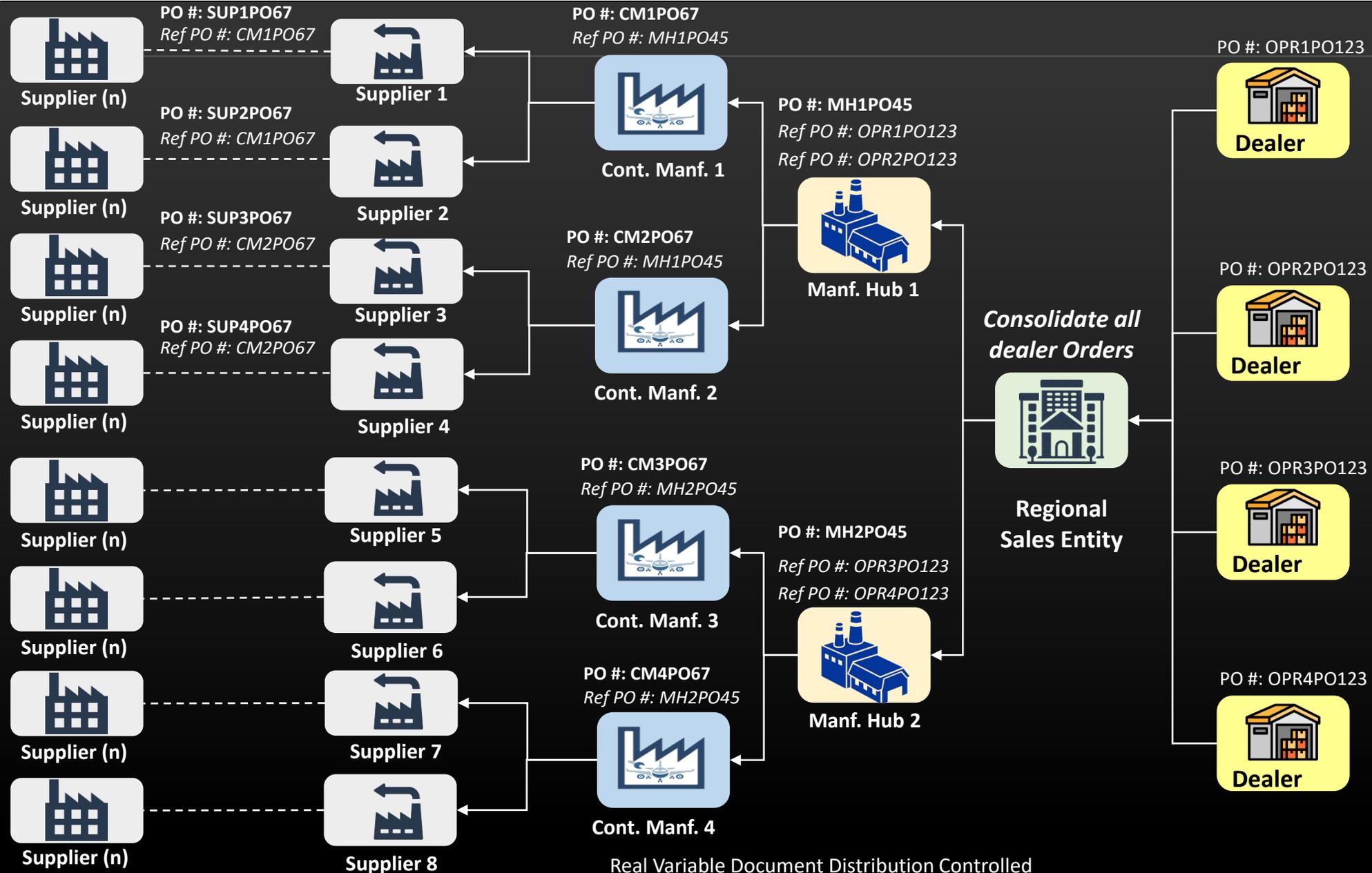
Manufacturer Pain points in Supply Chain Collaboration

- 1) Order, Shipment information in Disparate Systems: Real Time Information of Orders, shipments, splitting of orders, shipments into several different orders, consolidation of shipments between Contract Manufactures, nth level supplier is challenge due to lack of information exchange between OEM & Suppliers.
2. Excess Time Taken to establish the linkage between a PO received by the OEM from its Dealers to the PO placed to Contract Manufacturers, Tier 1, 2.. nth level Supplier.



- 3) Lack of Data consolidation and visibility: Manual, paper-based record-keeping and reporting systems often lead to scattered, incomplete, and inaccurate manifests etc
- 4) Lack of Traceability, transparency: Ability to trace a part and the identification of a supplier is a Complex process.

RealCollab (Supply Chain Collaboration) – High level Process / Solution



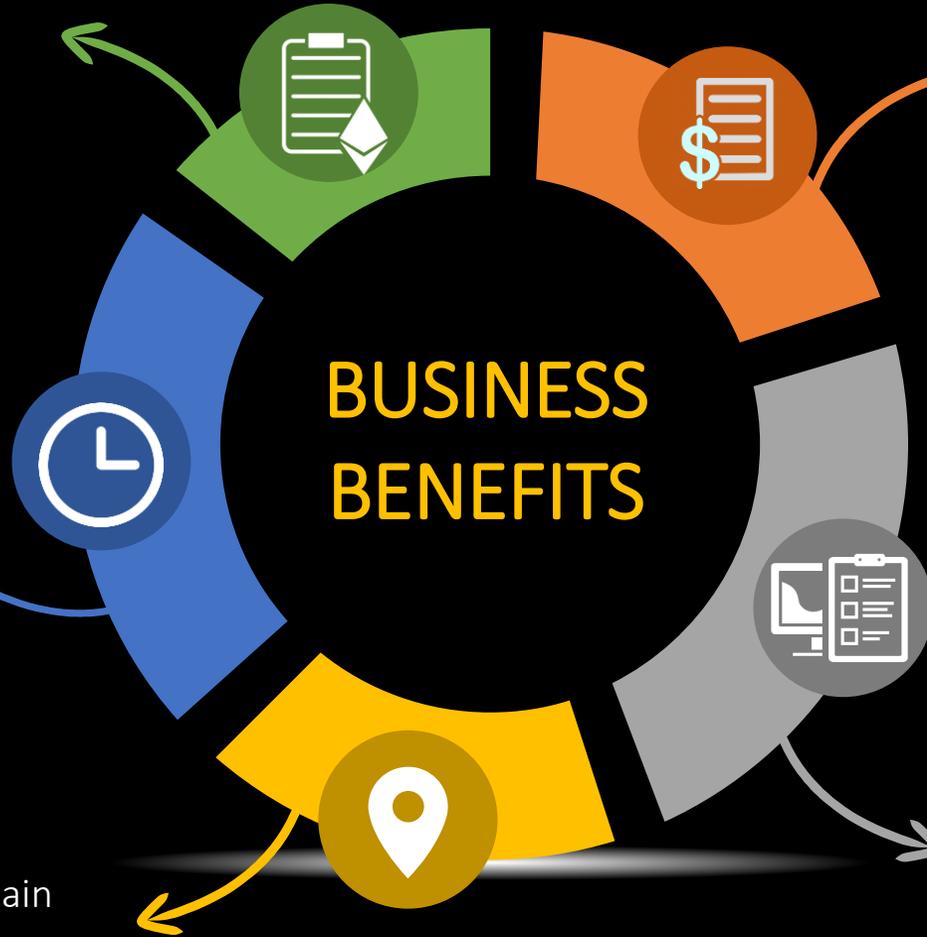
Blockchain Powered RealCollab Solution

- 1) RealCollab is a Supply Chain Collaboration product which provides PO traceability to the nth level supplier right from Dealers to OEM, Contract Manufacturers, Tier 1, 2...nth level Suppliers based on Proof of Delivery, Order Tracking.
- 2) Solution seamlessly complements the existing ERP / SAP systems w.r.t Purchase, Sales, Receiving, Shipping transactions.
- 3) All supply chain stakeholders will be connected to a single blockchain platform where each party can store and share the information (Orders, Shipments, Trade Documents) securely and in immutable way.

Business Benefits / Value Proposition

As per SCM Review, the total net benefit increases by 13% with the use of smart contract technology through the blockchain platform.

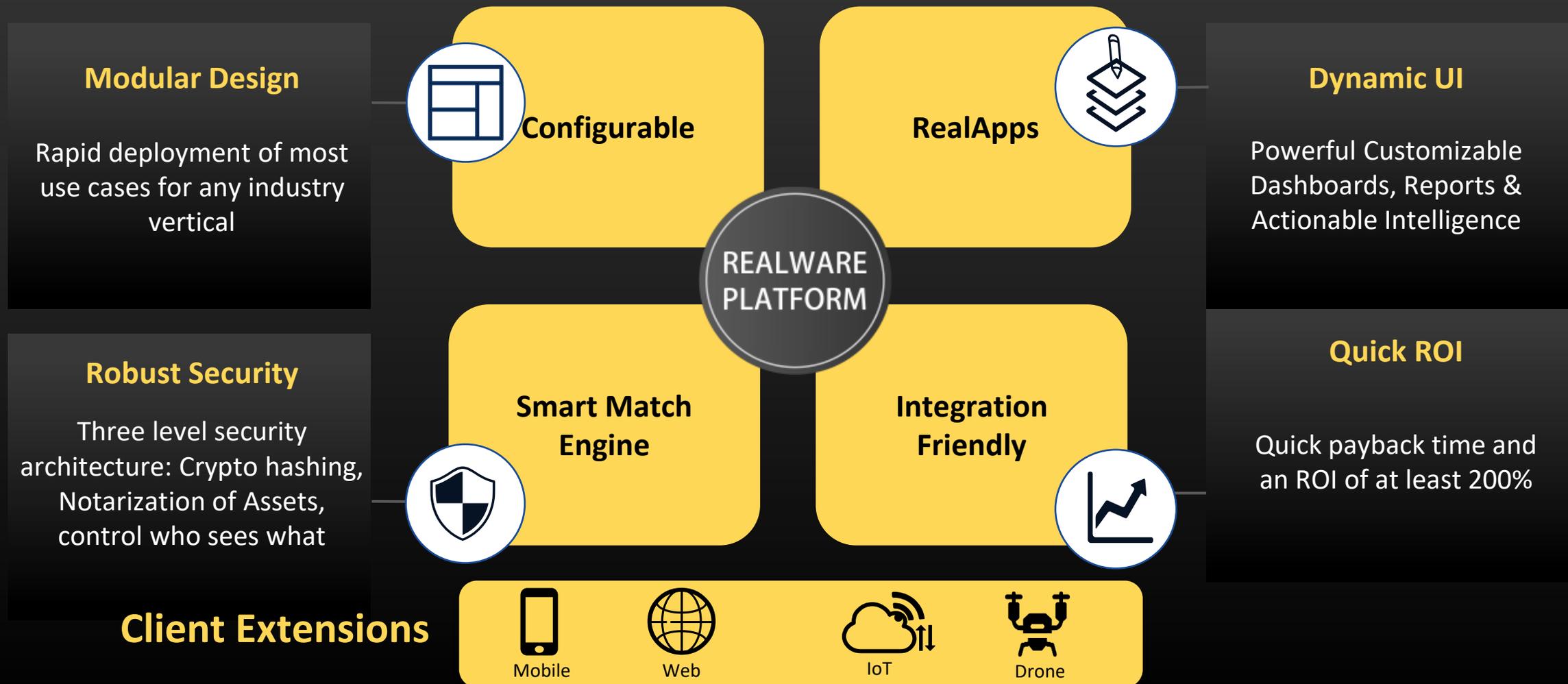
1. 13% increase with the use of smart contract technology through the Blockchain platform (Source: scmr.com).
2. Drastic Reduction in time taken to establish PO traceability between the Dealer PO and the PO placed against the nth level supplier for product schedule and delivery. .
3. Tracking change orders, buy orders, shipment notifications, trade documents and receipts via Blockchain ledger increases trust and transparency.



4. A reduction of errors on Purchase orders tracking, goods receipts, and other trade related documents due to less need for manual reconciliation.
5. A permanent audit trail of every purchase order movement from its source to ultimate destination, reducing opportunities for fraud.

SCM Review Ref : https://www.scmr.com/article/evaluating_the_benefits_of_blockchain_technology_in_supply_chain_finance

RealWare accelerates business transformation of an organization by simplifying deployment of enterprise applications; enables a seamless collaboration between suppliers, customers, partners, employees & existing processes delivering qualitative outcomes.



Value Proposition: Quick ROI, ~4500 concurrent transactions / second and 1/3rd Time & Cost to Customize



Thank you



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