



ReGlobalization

Xshoring

METHODOLOGY

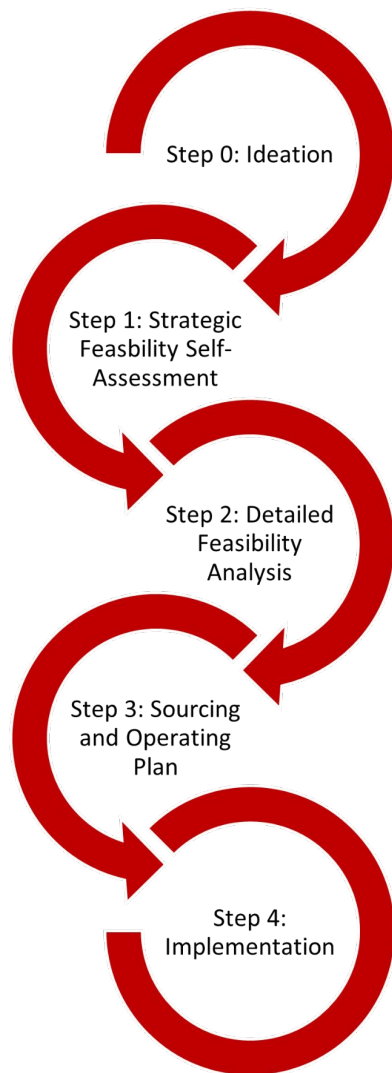
FROM IDEATION TO IMPLEMENTATION



Our Xshoring Methodology

From Ideation to Implementation

At **Tompkins Ventures**, we guide your organization through your ReGlobalization journey with our proven Xshoring methodology. This end-to-end approach integrates nearshoring, reshoring and friendshoring to build agile, reliable supply chains, providing you with several sourcing options to meet your customers' needs. Optionality is the only way global supply chains can successfully surf the tsunami of tariffs and other related global supply chain risks.



Step 0: Ideation

- We collaborate with your executive team to identify key supply chain products and targets.
- Align priorities to unlock ReGlobalization opportunities.

Step 1: Strategic Feasibility Self-Assessment

- Provides “what if “ scenario modeling with our ShoreFinder Toolkit.
- Analyzes geopolitical conditions, economic stability and the costs of logistics and tariffs.
- Confirms that actionable strategy exists to justify further investment.
- Ensures data-driven decisions that balance risk/reward for your ReGlobalization strategy.

Step 2: Detailed Feasibility Analysis

- Examines potential raw material, sourcing and manufacturing options with our Shorefinder Toolbox (country assessment, on/off/nearshoring, tariff rater).
- Delivers report with cost analysis, ideal partner specifications, SWOT and risk analysis.
- Suggests multiple scenarios, clear roadmap, actionable insights.
- Confirms the pathway from exiting existing supplier to starting up at new geographical location(s).
- Cements all economic rationale for the moves.

Step 3: Sourcing and Operating Plan

We provide:

- Data driven plans for sourcing strategies, operational changes and inventory optimization
- Named partner recommendations for sourcing strategies, supply chain performance evaluations and network configurations
- Final results from a budgeted sourcing exercise
- SKU level TCO and NPV recommendations
- Establishment of regional hubs and logistics networks for streamlined operations
- Collaborations with vetted local partners and suppliers
- Collaboratively established KPIs to measure performance

Step 4: Implementation

- Provides step-by-step implementation plan with detailed actions for relocation, procurement and logistics (supported by real-time monitoring tools and dashboards).
- Executes supply chain redesign to ensure seamless transitions.
- Coordinates sourcing, manufacturing, transportation and distribution.
- Dynamic Supply Chain Optionality (DSCO) tool for ongoing optimization and adjustment.
- Supports with implementation of technology, dashboards and systems with full oversight.

Once up and running, continuously leverage our Dynamic Supply Chain Optionality (DSCO) Tool to adapt to disruptions. Adjust sourcing and distribution strategies in real-time to maintain resilience, agility and competitive advantage. The Tompkins Ventures approach ensures continuous optionality and long-term success.

Dynamic Supply Chain Optionality (DSCO) for Profitable Growth

Ever-evolving tariffs require a dynamic response. Today's supply chains must continuously adapt to thrive. Our **DSCO Tool** gives your organization the ability to:

Evaluate real-time scenarios: Analyze disruptions and explore alternative supply chain configurations instantly.

Make data-driven decisions: Compare costs, risks and benefits of sourcing and distribution changes.

Adapt to change: Stay agile in response to tariffs, geopolitical shifts, natural disasters and market demand fluctuations.

Creating Real Supply Chain Resilience

Resilience goes beyond reacting to disruption – it's about proactively building a system that thrives in uncertainty. Here's how Tompkins Ventures helps you achieve it:

- **End-to-end visibility:** Monitor every stage of your supply chain, from raw materials to final delivery.
- **Regional diversification:** Reduce dependency on single-source suppliers by leveraging multiple regions.
- **Agility and flexibility:** Implement systems that pivot swiftly in response to unforeseen events.
- **Digital transformation:** Harness AI and machine learning for predictive analytics and autonomous operations.

Why Agility, Optionality, and Reliability Mean Profitable Growth

Agility, optionality, and reliability aren't just operational safeguards. They combine to create competitive advantage. By investing in Xshoring and DSCO, you:

- Capitalize on the tsunami of tariffs while your competition flounders.
- Minimize downtime and disruptions.
- Reduce total landed costs while enhancing service levels.
- Capture new market opportunities with faster, more reliable supply chains.

Customer Success #1

A sprinkler company strategically relocated manufacturing to Mexico, capitalizing on significant commodity price differences and lower labor costs between there and the U.S. The company's success triggered investor interest. Subsequently, a venture capital firm paid a premium to secure an established manufacturing presence in Mexico.

Customer Success #2

An industrial fan company reshored most of its production lines to the U.S. Production and R&D are across the street from each other, and most production materials are less than half a day away. This streamlining and strong relationships with suppliers, combined with technology and automation, have kept costs competitive and quality high. The results? The company is growing annually by 30% or more.

Customer Success #3

A European retail company significantly lowered landed costs by ReGlobalizing production from China to Spain. The company bought local polypropylene in bulk, reduced cycle times and automated packing lines resulting in a 15% lower TLC. Shorter transport routes also helped reduce lead times by more than 50% to the main markets.

Contact us today to start your journey!

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