

# Supply Chain & COVID-19: Analyzing Integrators' Options

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# Today's Guest



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# Agenda

1. Concerns – Current/Future
2. Supply Chain Questions – Integrators
3. Metrics for Projects
4. Factors for Manufacturers
5. Takeaways



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# Overview

- Concerns at BLC with product availability
- New concerns with lack of orders
- Current supply chain concerns
- Future supply chain concerns



At NSCA's Business & Leadership Conference, Feb. 26-28, 2020, the economic outlook was positive, despite concerns about product availability.

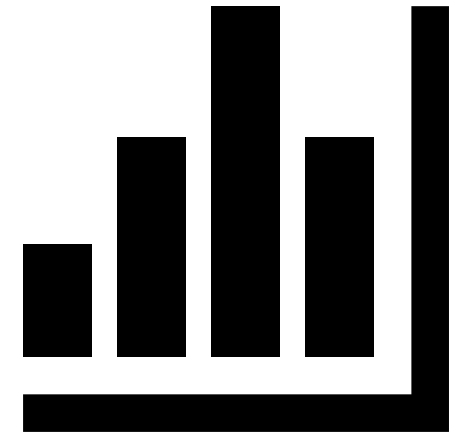
# Questions to Suppliers

- ☐ What is product availability?
- ☐ What are options for extended terms?
- ☐ Are you anticipating price changes?
- ☐ Do you have storage (warehouse options) for project?
- ☐ What are current freight programs or disrupters?
- ☐ Is there a plan when there is a surge in orders?



# Analyzing Project Metrics

- ☐ Timelines – laser focus
- ☐ Delays (furniture, products, site)
- ☐ Preparation when the “levy breaks”
- ☐ Utilizing outsourced partners – Distribution, Labor
- ☐ Financing options – managed services, trade finance
- ☐ Just in time





# Factors for Suppliers

- ☐ What are vendors asking from their suppliers?
- ☐ What is status for warehouse staffing?
- ☐ Analyzing sales trends
- ☐ Many suppliers beefed up inventory in January
- ☐ Preparing for when the “levy breaks”
- ☐ Looking at current shortages



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# Takeaways

1. Be prepare when “levy breaks”
2. Laser focus timeframes
3. Ensuring financing for projects are in place
4. See NSCA supply chain updates





# Connect

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# THANK YOU!

