

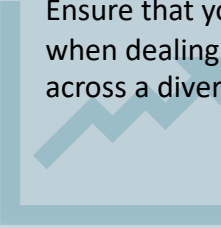


Ok. So you are not in the 75% that haven't spent in excess of £100k or you're in the 25% that have but haven't focused on your Supply Chain. You do need to do something about it but what? In our opinion, your supply chain is the best place for you to start and where the most immediate impact to business may be felt. But this is what you need to think about when prioritising the act of preparing your supply chain for Brexit:

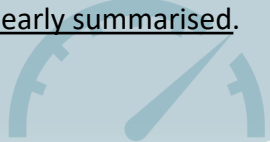
Supplier / Vendor Priority	Either by using existing supplier segmentation documents or by prioritising your most important suppliers in a list starting with the most important in which to assess first.
Suppliers vs Customer Location	If your company is based in the UK, what suppliers of yours are based in the EU and vice versa needs to be recorded. However unless you understand your suppliers' supply chain intimately, you may want to keep all vendors in at this stage.
Question Your Supplier	Based on priority and those that operate outside of your home region be it the U.K or the E.U. Issue them with a set of questions that cover the following at a minimum.
Workforce	Right to work / stay of employee based and their subcontractors, remember this is about the whole supply chain not just them.
Cross border Trade	How are they prepared for delays, admin, bottleneck, skills shortage in staff with customs experience to get them moving?
Taxation	VAT fees could become applicable at border.
Currency	What are you or your supplier paying in and how will any fluctuations impact this.
Intellectual Property	(EU trademarks applicable in U.K. may become null and void).
Contract Review	Some terms rendered obsolete and are there Incoterms in contracts that over night might be considered as international trading.
Alternative Supplier/Competitor Analysis	What are the alternatives for your current supplier and the market place you are in? Is there a fully U.K. sourced alternative?



What is left to focus on to ensure you complete the initiative of securing your supply chain by the time Brexit comes around? What is the best steps for a solid solution?



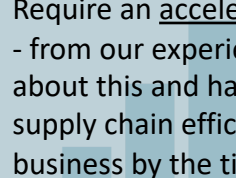
Ensure that your solution is effective and consistent when dealing with dozens (if not hundreds) of vendors across a diverse set of services and use cases



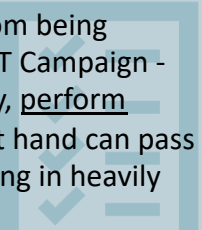
Have the ability to track responses and capture any feedback in an auditable manner, easily recalled for referral and allow for each vendor to be scored in a way that reflects the risk BREXIT represents, clearly summarised.



Focus
Points



Require an accelerated way of performing this process - from our experience, not many people have thought about this and have yet to complete and prepare a supply chain efficient enough for the purposes of their business by the time BREXIT takes place.



Using a combination of emails, slide presentations and spreadsheets to perform this task is far from being efficient enough to be ready for the BREXIT Campaign - to ensure better scalability and traceability, perform regulated reporting and ensure the data at hand can pass in a lightweight workflow, for future auditing in heavily regulated industries.