

# SUPPLY CHAIN MANAGEMENT



## Exponential Scaling Comes with Challenges

CEA offers a comprehensive solution for navigating the complexities of PV solar, battery energy storage systems (BESS), and hydrogen procurement, uniquely tailored to the dynamic landscape of renewable energy. We streamline the procurement process by creating a tailored list of suppliers, conducting detailed comparisons, and organizing global factory tours to ensure the best fit for our clients' specific needs. Our due diligence extends to in-depth supplier profiles, financial assessments, and technical product reviews, enabling informed decision-making. In contract negotiations, we offer expert advice on commercial terms, manage contracts effectively, and ensure key policies and quality terms are in place to minimize risk and secure optimal warranty conditions.

### Request For Proposal Handling

- Supplier list creation & review
- Relationship management
- Supplier/product analysis & comparison
- Global factory visits
- Supplier standard checks

### Supplier/Product Due Diligence

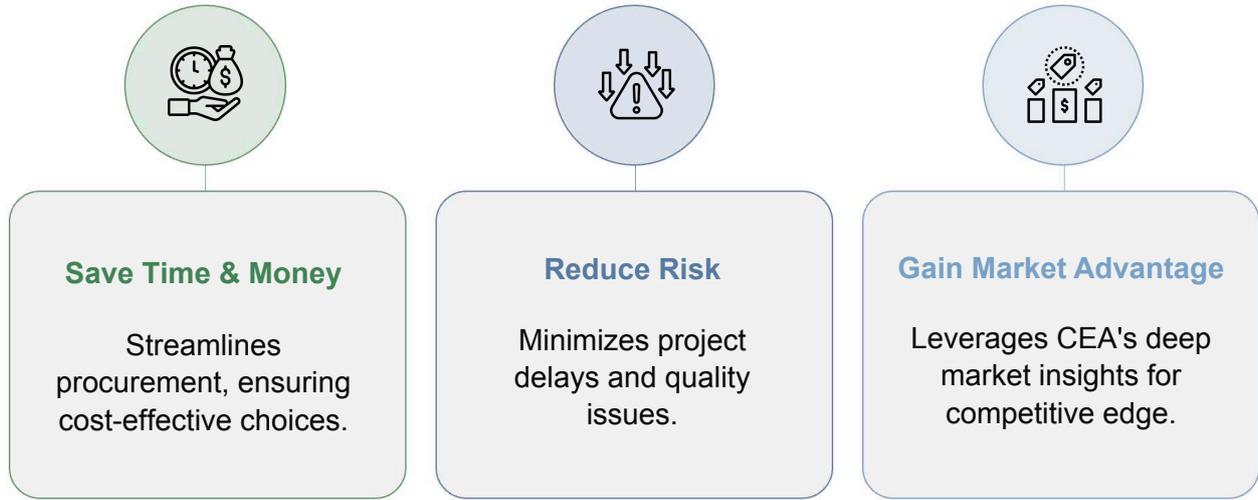
- Supplier reports (data & quality)
- Financial stability checks
- Product evaluation & ranking
- Risk analysis (project-specific)

### Contract Management

- Term negotiations & advice
- Contract oversight
- Risk & quality terms
- Warranty assurance



# Long Term Success and Real Cost Savings



## Problems We Help Our Clients Solve

 <p><b>Product Availability:</b> Buyers are facing challenges of suppliers being sold out for extended periods and their unwillingness to take on new risks.</p>	 <p><b>Product Quality:</b> Buyers are facing quality concerns due to the rapid pace of innovation outpacing reliability testing, the use of lower-cost materials by manufacturers, and the introduction of new factories.</p>
 <p><b>Term Negotiation:</b> The recent increase in prices and the indexing of supply agreement prices to certain commodities has transferred a significant amount of risk from the seller to the buyer.</p>	 <p><b>Stakeholder Satisfaction:</b> The challenge to satisfy various stakeholders—including employees, financiers, and board of directors—involves meeting corporate social responsibility requirements, ethics requirements, and any new reliability testing and transparency requirements imposed by financiers.</p>
 <p><b>Timely Delivery:</b> Slowdowns in manufacturing and logistics, as well as regulatory issues at borders, have led to delays in product delivery.</p>	

## Why CEA

 <p><b>Global Strategy &amp; Independence</b></p>	CEA crafts a global procurement strategy with a focus on cost reduction, leveraging relationships with top-tier suppliers while ensuring independence for objective, quality solutions across geographies.
 <p><b>Comprehensive Services</b></p>	Offering pre-purchase advisory, market and policy insights, full component traceability, and product due diligence, CEA empowers clients with effective sourcing and equipment price reduction strategies.
 <p><b>Tailored Support</b></p>	Through detailed supply contract review, support, and supplier product comparisons, CEA delivers customized, unbiased supply chain solutions that optimize outcomes for clients worldwide.

