



## Exostar: The Supply Chain Partner for Aerospace & Defense

### Exostar Connects the Global A&D Community

- 500,000+  
Users
- 135,000+  
Organizations
- 150+  
Countries
- \$100 Billion  
in transaction volume handled

You've got complex projects, a tight budget, looming deadlines, and mission-critical security requirements. Now imagine these operating challenges:

- Integrating information from thousands of suppliers' networks
- Reducing per-transaction costs by 75%
- Consolidating 97% of all electronic supplier transactions
- Complying with stringent Defense Federal Acquisition Regulations (DFAR) for information protection throughout your supply chain

Some of the world's Aerospace and Defense (A&D) giants have successfully overcome these hurdles by partnering with Exostar. With our help, what can *you* do?

### Rely on Our Experience

Exostar was founded in 2000 specifically to streamline A&D procurement and collaboration in a safeguarded online environment. Exostar started out as a cooperative effort by BAE Systems, The Boeing Company, Lockheed Martin, Raytheon, and Rolls Royce. It's a solid pedigree that ensures that security is in our DNA – regardless of the size of the supplier network or the volume of information to be exchanged.

Today, 98 of the world's top 100 A&D companies rely on Exostar. Over half of the world's A&D suppliers are securely connected into our network. In addition, our systems support 65% of all defense spending.

Exostar was built from the ground up to understand industry requirements and deliver the solutions that A&D companies need. We have experience and a reputation for innovation and performance that you can trust. And now we've created a supply chain solution just for you.

### Achieve Efficiency and Security Compliance

Technology has increased supply chain efficiency in many industries. A&D manufacturers must consider how to best leverage technology while also accounting for specialized security and compliance standards.

## Exostar Supply Chain Solution at a Glance

### With Exostar's secure SaaS-based supply chain solution, A&D manufacturers can:

- Improve cash flow and day sales outstanding
- Gain process efficiencies that move your focus from administrative oversight to business execution
- Meet critical A&D compliance standards
- Manage direct and indirect spend in one system
- Streamline document management and ensure document availability for audit control
- Enable secure storage, organization, and retrieval of documents within the enterprise
- Standardize business processes and electronic invoicing across document types
- Guide buyers to approved, contracted suppliers
- Establish efficient machine-to-machine transactions with high-volume purchasing partners
- Reduce purchase order cycle times and manage the purchase order lifecycle from end to end
- Enable centralized supplier management, a streamlined engagement process, and data sharing with partners to drive visibility

For many organizations, this balancing act has meant:

- Leaving old, inefficient systems in place
- Manually generating, transmitting, and approving procurement spend
- Avoiding cloud-based solutions
- Missing out on cost and schedule savings

Exostar gives you the best of both worlds. We deliver cloud convenience with DoD-certified security and rigorous regulatory compliance.

Our Identity and Access Management (IAM) platform is the key ingredient that brings technology, security, and compliance together. Robust multi-factor authentication with single sign-on protects valuable supply chain data and intellectual property while providing a compelling user experience. We also ensure all suppliers and communications comply with relevant International Traffic in Arms Regulations, DFAR, and cybersecurity requirements, including NIST 800-171.

And once you are in the cloud, you have access to our fully-integrated supply chain solution. Our technology is grounded in leading commercial off-the-shelf applications, but has been tailored for the unique needs of A&D. We allow you to automate processes and workflows for procurement (direct & indirect), order management, demand planning, and supplier management.

## See Everything, All in One Place

It's faster and more cost-effective to manage the full range of procurement items, direct and indirect, through a single solution. With Exostar, you don't need to maintain multiple information systems, or build an internal team to manually enter procurement data into systems for processing.

To boost efficiency and reliability even more, Exostar's machine-to-machine connections enable "connect once, collect once, certify once" transactions to support high volume transaction partners. Once a connection is established, it adheres to a manufacturer's desired format and procedures. This creates an ecosystem of trusted, reusable connections that scale.

Having everything in one place also gives you a clearer view of savings opportunities.

Say you need real-time data for network planning or evaluation of a supplier's performance. Exostar provides a multi-tier view of supply chain information, including network master data. We then do descriptive, predictive, and prescriptive analysis.

With Exostar, you have visibility to make decisions that maintain margins and optimize your operations as they progress.



*“We see ... lack of visibility as one of the greatest risks facing A&D organizations today from a delivery standpoint and a clear limitation on their ability to drive true and sustainable cost savings from the supply chain.”*

Doug Gates, Global  
Head of Aerospace and  
Defense, KPMG

## Transform Your Business with Confidence

Today, the Exostar Supply Chain solution connects Boeing, Lockheed Martin, BAE Systems, Raytheon, and other leaders to a community of over 135,000 organizations. This reduces industry cost and improves security and consistency. It also helps both buyers and suppliers meet evolving compliance standards.

The Exostar Supply Chain solution empowers you to transform your processes. Our technology helps you to safeguard communications and prevent data leakage. We streamline supplier onboarding and management. And, we assist with compliance tracking. You can move from being reactive to being proactive, with a predictive model of risk management.

All Exostar offerings are shaped and supported by a team of industry subject matter experts. We are committed to keeping up with the latest regulations, technologies, and industry developments—so you don't have to.

## Stay Connected

As an Exostar client, you'll have free access to customer forums where you:

- Hear supply chain best practices from the leaders in A&D
- Learn about new product features and enhancements
- See research on upcoming regulations
- Discuss timely topics like cost control and risk mitigation with your peers

These resources will allow you to sharpen compliance tracking and strengthen supplier engagement and evaluation. You'll also get an edge on the industry's future. Exostar is committed to keeping you informed, innovative, and ahead of the game.

## Start Today

Use Exostar's scalable, modular solution to get quick wins and incremental improvements today. And, lay the groundwork for greater supply chain visibility and sharper decisions tomorrow. Contact us at **703-793-7733** or email us at [sales@exostar.com](mailto:sales@exostar.com) today to get the process started.



Connect once. Collect once. Certify once. Share many.

### About Exostar

Exostar's cloud-based solutions help companies in highly-regulated industries mitigate risk and solve identity and access challenges. Nearly 125,000 organizations leverage Exostar to help them collaborate securely, efficiently, and compliantly with their partners and suppliers. By offering connect-once, single sign-on access, Exostar strengthens security, reduces expenditures, and raises productivity so customers can better meet contractual, regulatory, and time-to-market objectives.