

# TRADE WAR TARIFFS AND FACTORY RELOCATION

# SUPPLY CHAIN DISRUPTION FORCES CHANGE

96% of  
US brands import  
from China



2010

Political tensions  
and trade  
imbalances rise



2015

COVID exposes  
supply chain  
vulnerabilities

2020



Today

Trade war tariffs  
force factory  
relocation

# DIGITAL ADAPTATION WILL PRODUCE WINNERS

“In 2021 only 1% of organizations had the necessary competence and knowledge to transform to a digital supply chain.”

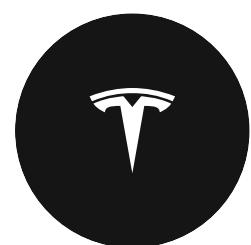
Source: McKinsey & Company

“Transforming the supply chain digitally can lead to a 50% reduction in process costs and increase revenue by 20%.”

Source: MIT Digital Supply Chain Lab

# WINNERS FROM COVID SUPPLY CHAIN DISRUPTION

Growth for brands with digital supply chains



Tesla

70%



Etsy

119%



Nike

75%



Apple

100%

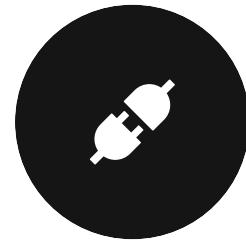


# WHAT IS THE COMMON THREAD?

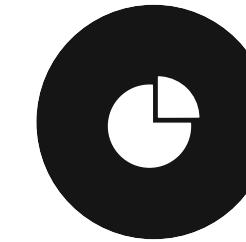
# DIGITAL SUPPLY CHAINS CAPITALIZE ON DISRUPTION

React faster with technology

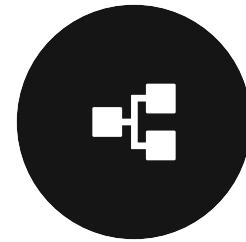
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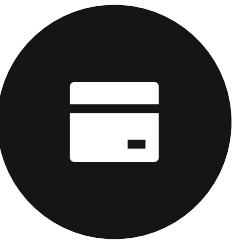
Connected  
Systems



Real-time  
Data



Agentic  
Workflows



Payment  
Processing

# LOWER COSTS BY 30%

Airbatch sourcing, quality control and payments platform.

OLD

VS

NEW

## Sourcing

Broker and agent markups, messy email threads and communication.

## Sourcing

Automated factory vetting, bill of materials creation and product quoting.

## Quality Control

Taxing factory visits, random 3rd party inspectors and reporting.

## Quality Control

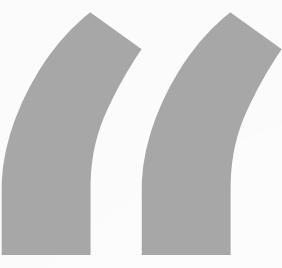
Real-time data visibility into inspection results and quality levels.

## Payments

Wires payments for POs lacking performance guarantees.

## Payments

In-platform PO payments that guarantee quality and warranties.



**Dust Moto and Airbatch share common values of relentlessly pursuing technological innovation and continued improvement. With the solutions we've built together, our supply chain is now a value chain.**

Colin Godby, CEO Dust Moto

# THE DIGITAL SUPPLY CHAIN IS HERE

The way we work with factories has fundamentally changed.

**PO #3020**

Product	Inspections completed	Failed inspections
Heaters	3%	4 of 25
Super liner 235	0%	0 of 50
Super liner 245	100%	96 of 80
Super liner 255	45%	0 of 56
Boost kit, medium	56%	0 of 70
Boost kit, large	32%	2 of 65
Free liner, 235	95%	0 of 58
Free liner, 245	100%	0 of 54
Free liner, 255	83%	0 of 100
Air liner, 235	100%	0 of 122
Air liner, 245	100%	0 of 75
Air liner, 255	0%	

**Super Liner 235 BoM**

Part name	Price	MoQ	Lead time	UoM	Materials
Laces	\$0	50	20 days	pcs	Cotton
Outsole	\$0	30	15 days	pcs	Polyurethane
Torbox	\$0	100	5 days	pcs	Cardboard
Padding	\$0	10	3 days	m	Klingsil
Cuff	\$0	10	10 days	m	Knitwear
Tongue	\$0	5	20 days	m	Synthetic leather
Shell	\$0	20	20 days	m	Leather
Insole	\$0	20	10 days	m	Eva
Element	\$0	100	25 days	pcs	Metal
Pulle	\$0	5	8 days	m	Synthetic leather

# SIGN UP, ITS FREE

Source factories and manage quality during production on Airbatch

SIGN UP ➔

Questions?

Lets chat or schedule a demo



801.231.7202



Airbatch LinkedIn