

## SECURITY OF SUPPLY RISKS

### ISI-PRODUCTS

It is becoming increasingly difficult for companies which are heavily dependent on a reliable supply of raw materials and energy to recognize supply risks and take action to reduce them. Fraunhofer ISI can help you with this key management task.

#### HOW TO SOLVE THIS PROBLEM

Successful risk management has to start by identifying future risks, and must be able to take into account the multitude of causes and the complexity of the relationships involved. Acceptance risks also play an increasing role here, for example, if supply sources are considered socially problematic.

The Fraunhofer Institute for Systems and Innovation Research ISI uses an extensive set of methods to support you in the management of risks. Based on a company-specific risk profile, we develop and evaluate targeted and robust measures.

The creation of a roadmap and the subsequent evaluation of the adopted

measures ensure transparency and proper guidance for actions within the company.

#### WHAT WE CAN DO FOR YOU

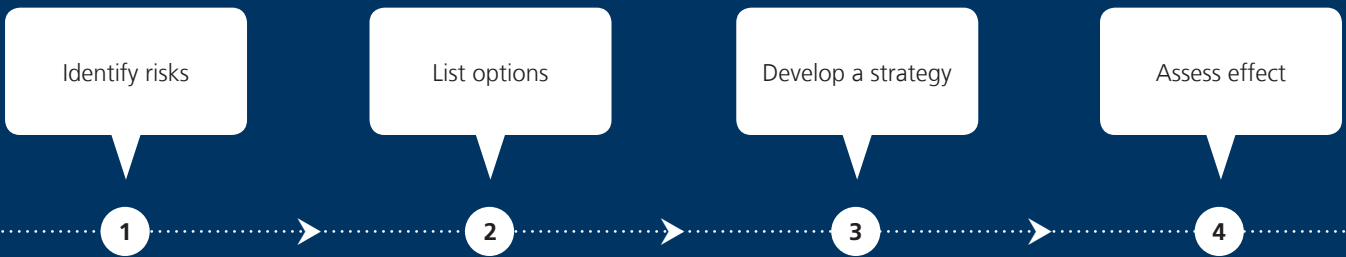
We conduct a structured identification and assessment of the supply security risks for your company. In a first step, we document the current and foreseeable demand of your business for raw materials and energy. This includes estimating demand against the backdrop of future market trends and analyzing socially-induced risks. We use a wide range of coordinated methods to do so; for example, we link foresight processes with well-established technical modelling tools for estimating future demand. This means we are able to combine technology trends with social

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developments and the market dynamics of competing demand sectors. The result is a risk profile of your company regarding the security of supply.

In a second step we develop risk management options. If your company is to become more independent of supply bottlenecks and price fluctuations, it is essential to improve its energy and raw material efficiency. Formulating suitable strategies to minimize supply risks in raw materials has to take place both within the company and all along the value added chain.

In a third step we evaluate the possible measures with regard to the targeted improvement of supply security. In the analysis, we take into account the cost perspectives of the different options as well as implications concerning customer acceptance and thus the market position of your company. Finally, the measures are bundled and condensed to form a strategy.

At the end of this process, we work together with you on compiling a roadmap to implement the developed

strategy and on a concept for evaluating the implemented measures at a later point in time.

All the steps in this multifaceted process are taken in close cooperation with the responsible decision-makers within the firm. Due to its broad expertise, the Fraunhofer ISI is able to react flexibly to company-specific requirements and ideas. In this respect, the priority aspects of the study analysis are determined right at the start of the process.

The different working steps offered are designed as modules and can be commissioned individually. Interim results can, for example, be discussed and validated in internal workshops.

**HOW YOU STAND TO BENEFIT**

Our approach guarantees your company sound results: We combine a well-developed practical knowledge of methods with a structured approach making full use of company-internal knowledge – right from the outset. Our expertise is broad, scientifically based and independent. At the same

time, we act as a link connecting you to the whole range of technical knowledge available at the Fraunhofer-Gesellschaft. This combination of thinking in economic terms with technical options and social development processes makes a targeted risk management possible.

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