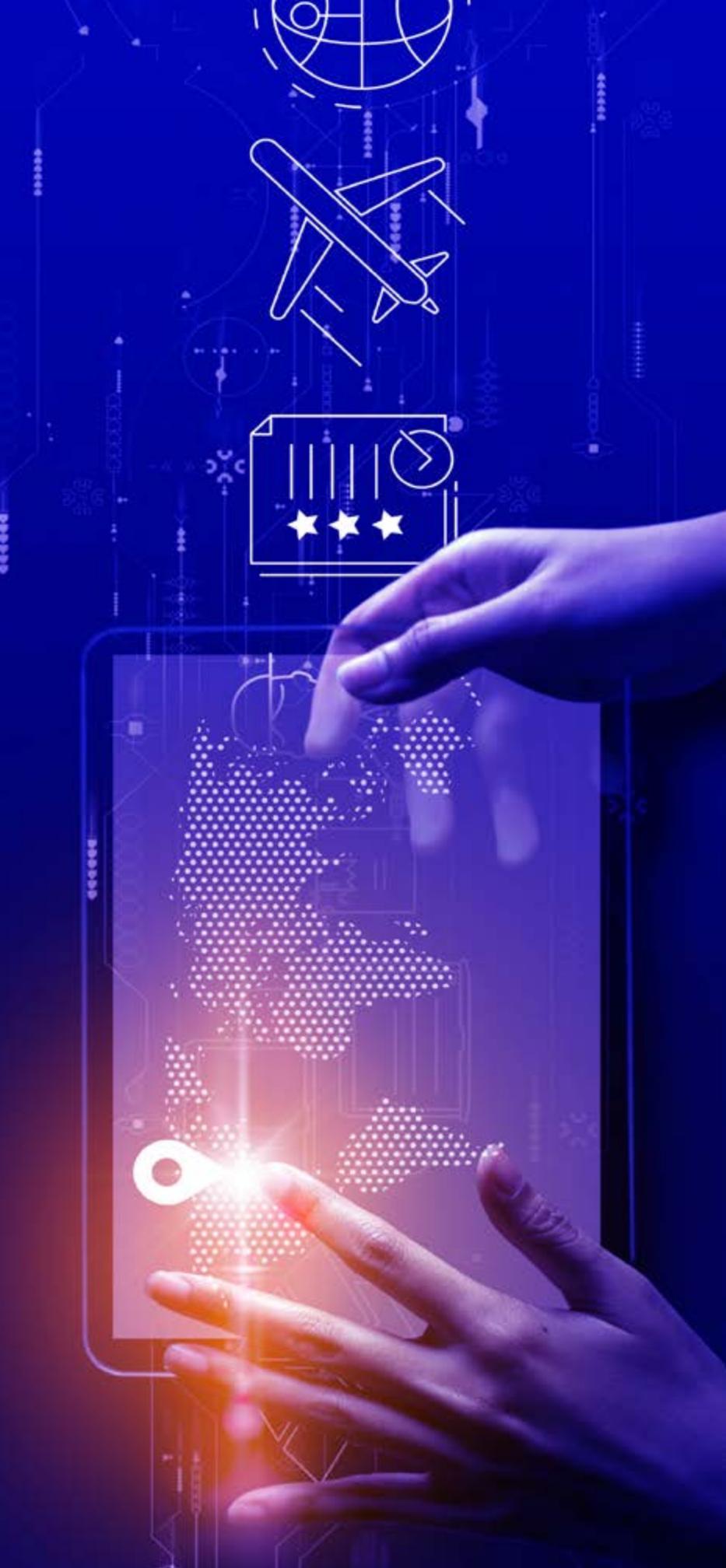




HOW MBX LOGISTICS

is Transforming Global Distribution
for Complex Computing Products



HOW MBX LOGISTICS IS TRANSFORMING GLOBAL DISTRIBUTION FOR COMPLEX COMPUTING PRODUCTS

Global logistics and supply chain management consumes over 10% of the world's GDP. At the same time, global supply chains have continued to be disrupted due to rising prices, labor shortages, logistics bottlenecks, and more. This has caused international supply chains to become more opaque than ever.

Many companies understand the challenges associated with product distribution — from investing in physical space and other resources to learning the ins and outs of international trade laws — and choose to outsource this to an experienced logistics partner.

However, all logistics partners are not created equal, and the importance of their core expertise cannot be overlooked. Consider logistics programs for enterprise technology products, for example. It's a complex industry with entirely different supply chain and logistics challenges than any consumer goods industry. One critical piece that's often missing: deep visibility into the global supply chain.

Learn how MBX is bringing a level of transparency to the world of integrated technology solutions through its logistics services and supply chain software bundle.



GLOBAL SUPPLY CHAIN LOGISTICS IS GETTING HARDER

Despite the fact that global supply chain logistics is a massive and critical industry, it's still difficult for companies to efficiently distribute their products to end-user organizations.

HERE ARE SOME OF THE CHALLENGES OF GLOBAL SUPPLY CHAIN LOGISTICS:

.01

MANAGING THE COMPLEXITIES OF INTERNATIONAL DISTRIBUTION

There's normally fear and uncertainty associated with international distribution, with companies asking questions like: How do we get our products into this country? Are we in compliance? Will our products get there in time?

Navigating complex international trade laws while delivering products to customers quickly isn't easy. There's a steep learning curve when entering a new market, and many logistics providers struggle to keep up. But hiccups when it comes to international distribution can have a serious impact on your business in terms of reputational damages, legal challenges, financial consequences, and more.

.02

LACK OF UNIFIED MANUFACTURING AND DISTRIBUTION

As technology products have become more and more complex, there are many situations where manufacturing and distribution cannot happen in silos. You need a single point of control over all facets of your hardware experience — from new product introduction through last-mile delivery — to bring a highly technical solution to market.

It's complicated to deal with multiple providers to manage the delivery of products, especially those that require highly technical customization before shipment. That's why unifying all of your hardware operations with one partner that's able to consolidate and provide supply chain visibility to all your offerings is important for efficiently delivering products to customers.

.03

DIFFICULTY OF FINAL TOUCH INTEGRATIONS

It's hard enough distributing a complete product, but how do you make necessary last-minute integrations before shipment? The reality is many complex hardware solutions require final assembly or configuration before they're ready for shipment, but not every logistics provider has the ability to handle this.

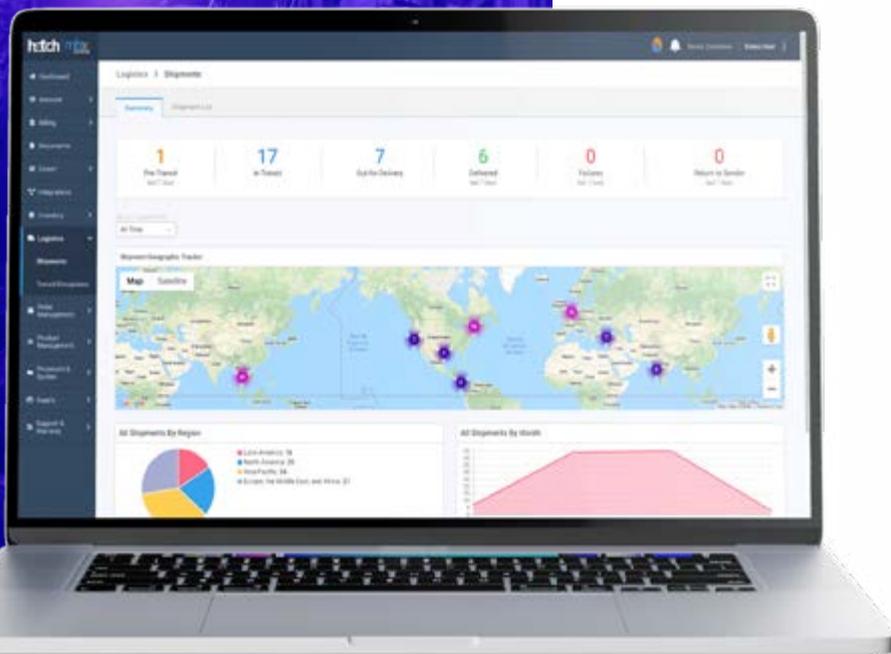
The problem is that many logistics companies lack the technical expertise to make these final touch integrations before shipment. Choosing a partner that also has in-depth hardware manufacturing experience is crucial for delivering highly technical solutions to market.

.04

LIMITED TRANSPARENCY INTO GLOBAL SUPPLY CHAINS

Every company is becoming more data-driven, yet there's still a lack of visibility into many product supply chains. Without real-time data about customer orders, you can lose track of shipments, which could negatively impact your customer relationships. Today's end-users are also demanding a self-service order fulfillment experience from their vendors similar to Amazon that few distribution partners can provide.

Besides the impact on the customer experience, it's hard to make major business decisions without insights into engineering, inventory, compliance, and other key aspects of your hardware operations. You need this crucial information to succeed in today's highly competitive global commerce landscape.



INTRODUCING MBX LOGISTICS FOR STREAMLINED PRODUCT DISTRIBUTION

Through decades of experience handling the logistics needs of manufacturing customers, MBX has been able to build its expertise in global logistics. We're now extending these product distribution capabilities to non-MBX manufactured products and any other enterprise needs to streamline their logistics operations.

More specifically, MBX offers supply chain consolidation and management through a combination of procurement, integration, kitting, distribution, warehousing, support services, global and reverse logistics services, along with the software to bring it all together with a level of transparency few logistics partners can provide.

HERE ARE A FEW REASONS WHY MBX IS DIFFERENT FROM OTHER LOGISTICS PARTNERS:

- .01 Analytics Platform:**

MBX's manufacturing expertise enables us to handle any final touch integrations your products require, from the kitting or assembly of partially finished goods to complex technical assemblies and technology configurations. Our high-touch approach also includes automated quality control and documentation at each step along the way so you can deliver high-quality and compliant products to international markets.
- .02 Visibility:**

MBX's proprietary technologies — Hatch Logistics and Hatch Connect — give you the in-depth visibility you need into your logistics operations. No other distribution provider has the capability to offer this level of transparency throughout the entire supply chain. Hatch Connect adds a layer of transparency to the end user, providing the ability to manage end-user order fulfillment expectations and deliver on these promises.

.03

Orchestration:

MBX is uniquely positioned to provide logistics services for products beyond what we build, allowing customers to centralize all their logistics requirements with a single partner using a single platform. The 360° visibility in Hatch Logistics enables the same level of visibility, decision support and reporting across all programs.

.04

Global Expertise:

MBX is an expert in both logistics and reverse logistics for international distribution, having successfully exported customers' products to 175+ countries. We take a consultative approach by giving shipping advice based on cost, destination, and delivery timeframe. Our concierge services can also intervene when issues arise (such as a product getting stuck at customs) to ensure your logistics operations continue running smoothly.

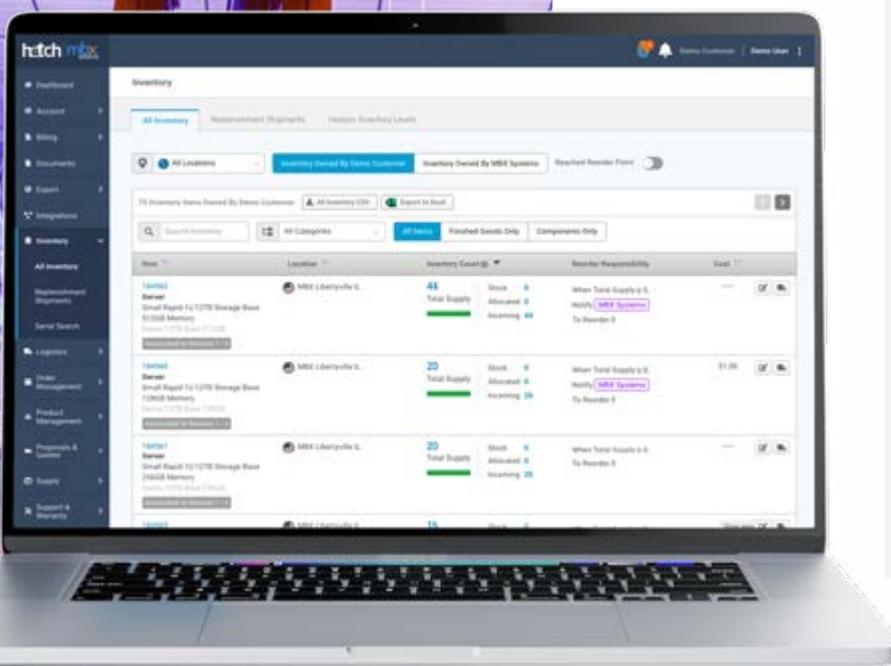
MBX LOGISTICS TECHNOLOGY

Hatch Logistics provides upstream supply chain transparency with a single view. This includes inventory management, live tracking of distribution, exceptions management, and any other aspect of MBX Logistics services.

Hatch Logistics is an interactive workspace, giving you complete control over your product supply chain from a single platform. This is the most advanced toolset for planning, managing, deploying, and supporting hardware-based solutions.

Hatch Connect provides downstream supply chain transparency and can be customized with your own branding. This enables you and your customers to track the progress of individual orders.

Hatch Connect makes it easy to provide real-time fulfillment insights to customers by integrating deeply with Hatch Logistics. In fact, this Amazon-like self-service platform can improve customer satisfaction while reducing customer service costs.





WAYS COMPANIES ARE USING MBX LOGISTICS SERVICES TODAY

HERE ARE A FEW WAYS THAT COMPANIES ARE USING THE FINAL TOUCH INTEGRATION AND ORCHESTRATION ASPECTS OF MBX'S LOGISTICS SERVICES.

.01

ENABLING A WORLDWIDE VIDEO CDN

One of the world's top video streaming companies has a global content distribution network (CDN) that optimizes its infrastructure for delivering video to end-users. This company deploys a CDN device at nearly every local office of Comcast, AT&T, and other ISP partners. Each CDN device is pre-loaded with the shows and movies most popular in that region to bring this content as close to end-users as possible.

By storing and delivering video content in this way, the streaming company is able to dramatically reduce bandwidth usage and buffer times. MBX enables this approach by taking the entire video catalog of this leading video streaming company and pre-loading the content just before shipment to any international ISP destination. This final touch integration is critical for effectively scaling the CDN around the world.

.02

SCALING GLOBAL INTERNET INFRASTRUCTURE

One of the world's leading internet backbone providers for more than 20% of the world's traffic needs to deploy new server racks quickly to scale its global services. It would be difficult for the company to send a technician to rack each of these servers at so many different locations around the world.

Instead, MBX acquires the individual server units, fully integrates them on racks just before shipment, and sends them to data centers worldwide. This assembly and integration service streamlines the deployment of new server racks, ensuring the internet backbone provider can efficiently scale its infrastructure to meet demand.



.03

DRIVING A BETTER POST-PURCHASE EXPERIENCE FOR END USERS

A leading cybersecurity company that secures the world's industrial infrastructure recognized the shift to Amazon-like customer experiences that's only starting to happen in the realm of B2B enterprise transactions. They knew they needed a way to improve its post-purchase experience by delivering more transparency to its customers' end users.

Using MBX Hatch Connect as their own branded customer portal, this leading security company's customers now receive automated order and shipment notification emails for predictable installs. The platform also helps the company manage the assets assigned to customers and handle customer returns. In short, Hatch Connect has enabled the security company to increase its customer satisfaction and reduce its customer service costs at the same time.

MBX MAKES GLOBAL SUPPLY CHAIN LOGISTICS EASY

MBX Systems has decades of experience distributing the products of its own manufacturing customers. Now, MBX is ready to use its expertise to help other product deployments for these companies as well as new customers navigate the complexities of the global supply chain industry with its end-to-end logistics technology and services.

Whether you need a full-service logistics solution or only want to outsource part of your hardware operations, MBX can help you build out your logistics program to fit your product needs. This gives you the peace of mind to focus on the growth of your business rather than worrying about global supply chain management.

Besides logistics, MBX is a specialist in engineering complex hardware solutions, offering strategic guidance for designing, building, and integrating products across a variety of highly technical industries. That means with MBX you can have a single, trusted hardware partner for all of your manufacturing and logistics needs.

About MBX Systems

MBX Systems provides purpose-built and deployment-ready hardware platforms on a foundation of customized services and interactive software tools for technology companies that deliver complex products as integrated hardware/software solutions. Building on 25+ years of experience and product deployments in 175 countries, the MBX ecosystem features MBX Hatch™, the industry's most advanced toolset for orchestrating hardware program data and action.

Hardware solutions are manufactured in ISO 9001:2015 and ISO 13485:2016 certified facilities using the award-winning Forge™ infrastructure developed by MBX to automate customers' high variability manufacturing requirements for faster time to market. For more information, visit www.mbx.com.



Contact MBX Systems and let us help you with your product manufacturing and global logistics needs.

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