



MANAGING COMPLEX SUPPLY CHAINS REQUIRES TRANSFORMATION AND INNOVATION

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Weatherford®

Conquering complex Supply Chains requires

CULTURE CHANGE

BE HERE NOW

IS PERSONAL

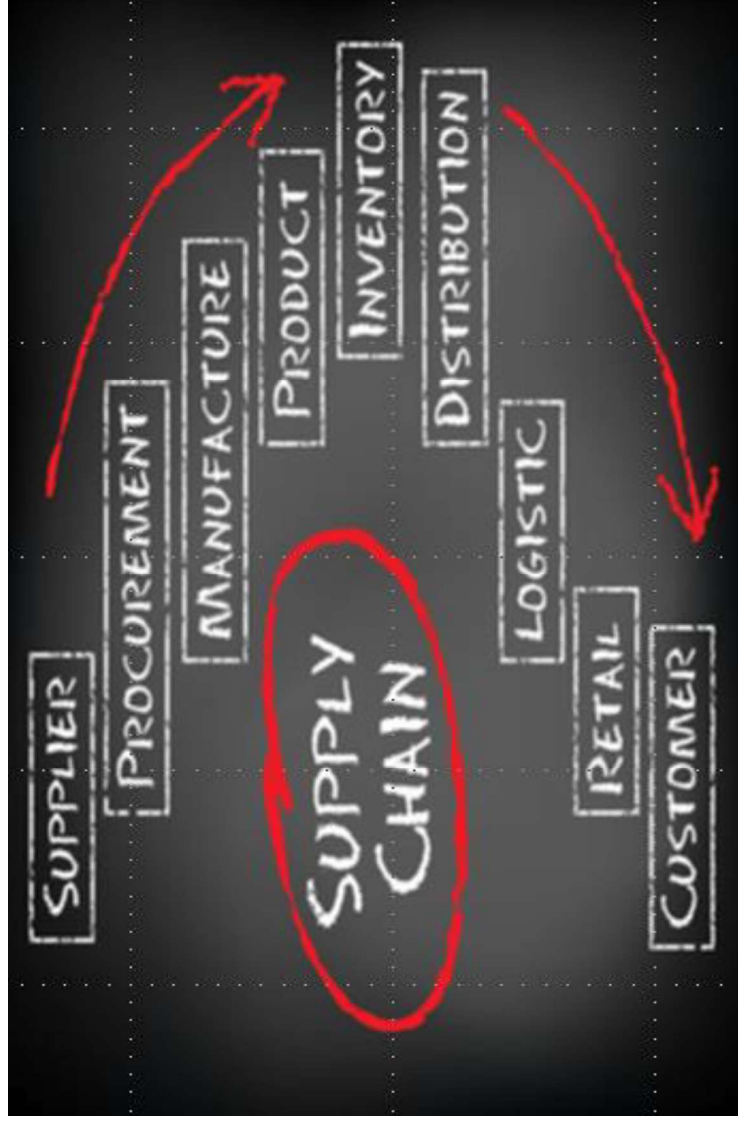
KEEPING AN OPEN MIND

ACCOUNTABILITY

STAYING CURIOUS
ALWAYS IS KEY

- Grateful
- Wise
- Creative
- Resourceful
- Hopeful
- Appreciative
- Patient
- Sense of Humor
- Flexible
- Curious
- Impatient
- Irritated
- Worried
- Defensive
- Judgmental
- Self-righteous
- Stressed
- Angry
- Dejected

MANAGING A COMPLEX SUPPLY CHAIN FAILS DUE TO LACK OF HOLISTIC APPROACH AND INTERDEPENDENCIES



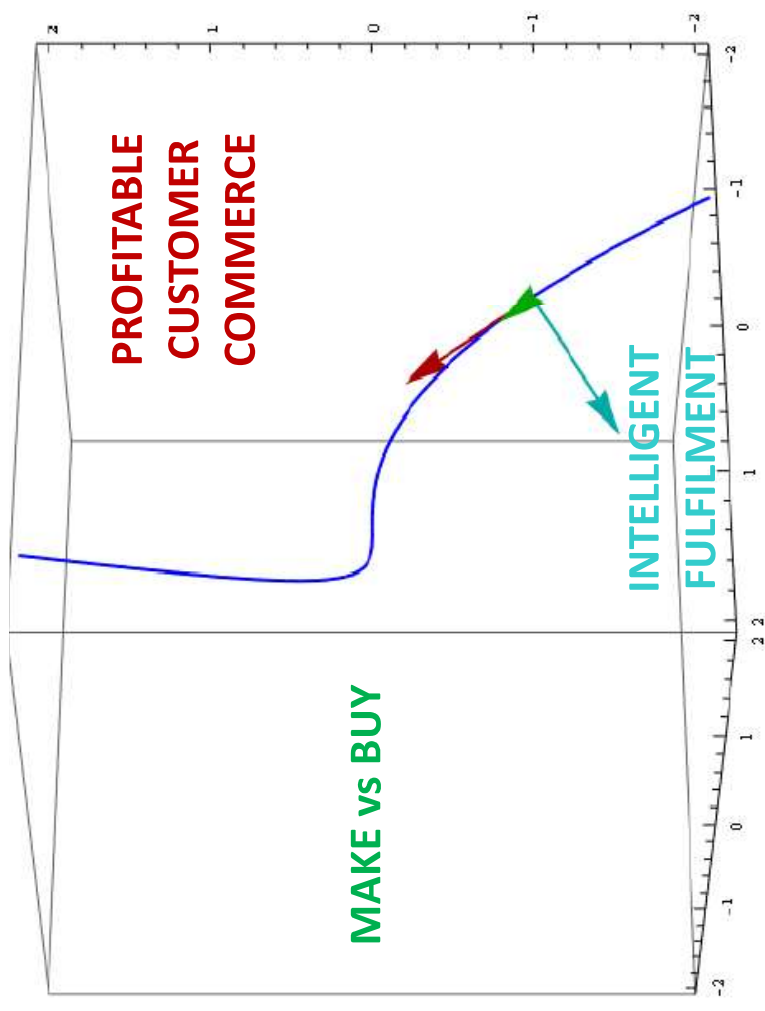
- RIGHT-SIZING OPPORTUNITY
- DON'T ACT IN SILOS
- BE THE 'CHANGE AGENT'
- OPENLY ADDRESS CHALLENGES
- FOLLOW A RIGID PROTOCOL
- EMBED LESSONS LEARNED

SUPPLY CHAIN COMPLEXITY INCREASES WITH CHANGING PARAMETERS AND FAULTY ASSETS

TRANSFORMATION TIMELINE

PARAMETERS CHANGE OVER TIME,
HENCE SOLID FOUNDATION IS KEY:

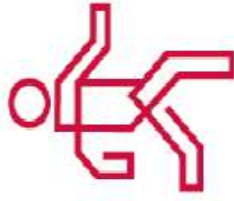
- DATA
 - PROCESSES
 - SYSTEMS
 - PEOPLE
- ➔
- ASSETS



SALES PROCESS CAN FOLLOW SUPPLY CHAIN PROCESS OR VICE VERSA – COMMONOLOGY DRIVES SPEED & BENEFIT



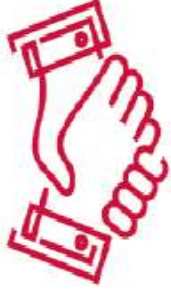
| IDENTIFY



| PURSUE



| TENDER



**| NEGOTIATE
TO CLOSE**



**| DELIVER &
MEASURE**

Alignment of key processes and data in early innovation phase generates **RESULTS** and **EFFICIENCY** significantly faster, and keeps **MOTIVATION** and **ENGAGEMENT** HIGH.

! THANK YOU