

Functional Disruption Tools and Phases

- Toolbox: Coordinate, Collaborate,
 Communicate
- Phases: React, Retool, Renew









COVID-19 as a Supply Chain Disruption



Abrupt Increases in Demand

Examples: Personal Protection
Equipment, Cleaning Supplies,
Food, Household Items, Ecommerce
Provision

Sharply Decreased Demand

Examples: Restaurants and Office Building Supplies, In-Store Retail



React: Keep Critical Goods Flowing

- Pivot to manage changing product demands and supply chain issues.
 - 94% of the Fortune 1000 companies experienced supply chain issues in February 2020
- Adjust to changing equipment capacity while anticipating future surges.
 - Port of NY/NJ "Blank Sailings" 25 in June 2020
 and 19 in July 2020
- Keep the workforce safe and healthy.
- Enhance information systems connectivity







Collaborate, Coordinate, Communicate

- Activate and/or form public/private sector teams.
- Proactively and immediately address freight movement issues.
- Identify and address the range of resident and business needs.
- Understand and address the multi-state considerations and issues.



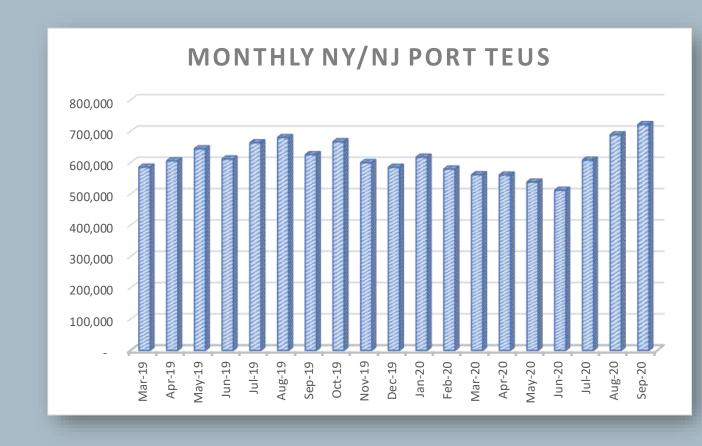




Reboot: The Intermediate Phase

- Assess Operations:
 - Customer needs,
 suppliers, production
 facilities, distribution
 facilities, transportation,
 information systems
- Manage Changing Freight Flows

• Ensure Workforce Health





Renew: Context Changers

- Increased ecommerce and "buy online pick up in store" (BOPIS)
- Increased online grocery store sales



Source: Forbes







Renew: Production Facility and Supplier Shifts



Biomedical Advanced Research & Development Authority Grants:

- \$117M needles & syringes (Retractable Technologies, Inc; Becton, Dickinson and Company; and Smiths Medical, Inc)
- \$204M glass tubing and vials (Corning Pharmaceutical Technologies and Corning Incorporated)
- \$143M high performance glass/plastic vials (SiO2 USA)
- \$49M sterile injectable drug products (Thermo Fisher Scientific)

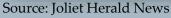


 \$700,000 — continuous manufacturing process platform (Snapdragon Chemistry)

Renew: Context Changers

- Shift to having more inventory
- Increased importance of information technologies
- Continuing workforce shortages
- Enhanced deployment of automation



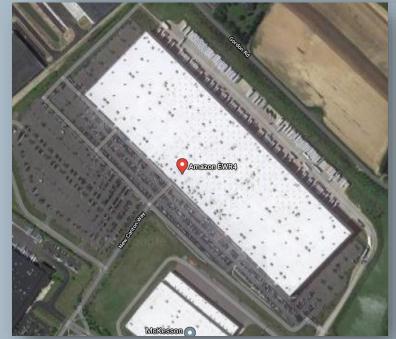




Implications for the Region

- Pursue potential new production operations
- Anticipate more industrial space requirements
- Address workforce needs and accessibility
- Continue to optimize the multimodal freight system
- Proactively address information and automation technologies requirements





Thank You



Defining the Vision. Shaping the Future.



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