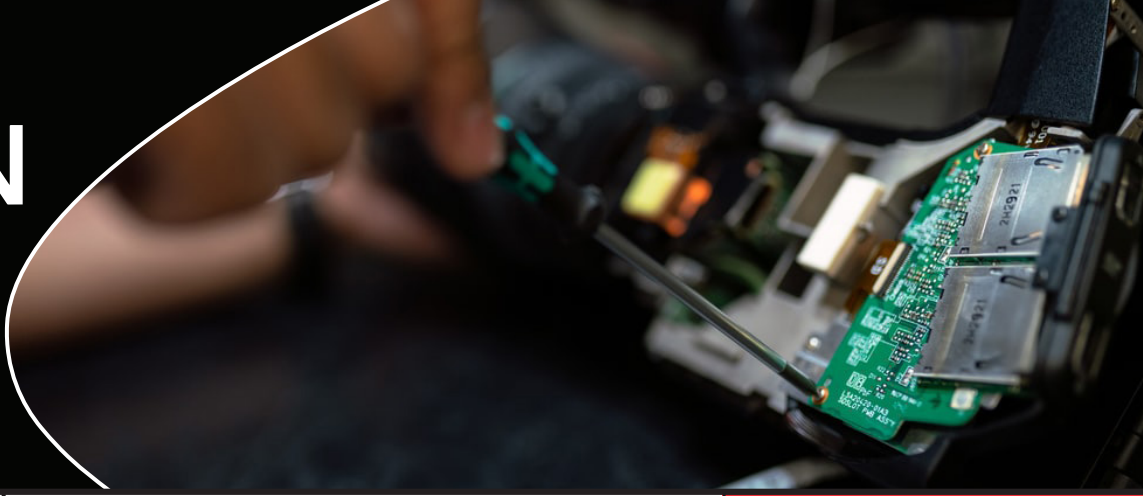


# CENGN

## LYTICA INNOVATION HIGHLIGHT



### COMPANY OVERVIEW

Lytica is a supply chain analytics company that enables unprecedented levels of cost reduction for many of the world's leading electronics OEM and EMS companies. Trusted globally and having analyzed over \$250B USD in electronic component spend, clients benefit from true market insights. Lytica has been transitioning its cost benchmarking toolset (Freebenchmarking.com - FBDC) to the SupplyLens™ platform offering an integrated online environment. SupplyLens™ is enabled by the world's largest independent database with millions of actual prices paid by real customers.

**LOCATION:** OTTAWA, ON

### TECHNOLOGY



### Network Applications



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### LACK OF TRANSPARENCY TO FAIR MARKET ELECTRONIC COMPONENT PRICING

Traditionally, for OEMs and EMS companies there has been no source of real market pricing for electronic components. Component pricing has typically been kept secretive within the industry. Although distributor pricing information is available openly, these don't reflect real market prices, and are typically an order of magnitude higher than what companies really pay for electronic components. With thousands of websites, companies, and product options available online, it is nearly impossible for any individual company to keep track of very opaque markets and understanding product pricing and alternatives options available to them.

### SUPPLYLENS™ (WWW.LYTICA.COM/SUPPLYLENS)

Created by Lytica, SupplyLens™ provides OEMs and EMS companies access to the world's largest database of electronic component pricing with millions of actual prices paid by real customers. Clients are able to achieve unrealized component savings, make their supply chains more resilient, and enable a more efficient procurement function. The customer's actual spend information is used to qualify their competitiveness to similar companies within the market. SupplyLens™ identifies opportunities where customers can potentially save millions of dollars in cost reduction by negotiating more favorable pricing targets or qualifying the best alternative components available.

### UTILIZING CENGN'S MULTI-SITE TESTBED

Lytica intends to scale its products through improved AI/machine learning techniques, as well as validating SupplyLens™ security when integrated with a customer. Lytica came to CENGN to utilize its multi-site testbed and product testing expertise. While at CENGN, Lytica demonstrated that SupplyLens™ was able to function in a containerized fog and edge environment allowing them to deploy SupplyLens™ as an on-premise information appliance that connects to the internet with less chance of compromising security. Lytica was also able to significantly improve its solution model to service local geographic markets using the new edge-computing platform validated on CENGN's testbed.

**“CENGN was very helpful with the testbed configuration and analysis. They provided timely support and expertise to help us select, configure and test the new capabilities on their platform.”**

Shahzad Khan, Chief

Research Officer, Lytica

