Tariff hikes are here - **is your business ready?**

7 Key Areas to Evaluate

1. Skills & Capabilities Audit

- Do we have internal supply chain modeling expertise to trace the flow of goods and value across all supplier tiers and downstream to customers?
- Are our staff trained to manage complexities related to tariffs, trade, incoterms, compliance, and reporting?
- Can we model worst, best, and most likely tariff impact scenarios?
- Should we upskill internally or engage external experts to support critical initiatives?

2. Technology & Tools Readiness

- Are we using advanced tools to simulate tariff-related supply chain scenarios?
- Can our systems support rapid 'what-if' analysis for decision-making across the enterprise?
- Do we have end-to-end supply chain visibility—including upstream and downstream tiers?

3. Tariff Risk Mapping

- Do we have a firm grasp on current and potential U.S. and retaliatory tariffs?
- Have we mapped product-level and country-level tariff risks?
- Are we fully aware of Incoterms and how they're impacted by new trade conditions?

4. Supplier & Sourcing Analysis

- Have we identified suppliers (and their suppliers) most vulnerable to tariff changes?
- Can we pivot quickly to alternative suppliers or regions?
- Do we understand our multi-tier supplier dependencies and the associated risks?

5. Product Design Flexibility

- Are product developers aware of tariff-sensitive supply constraints?
- Are our design specs aligned with secure, tariff-resilient sourcing regions?
- Can we redesign products to reduce reliance on high-risk areas?

6. Cost & Risk Allocation Planning

- Do we understand cost structures across our supply chain—including compliance costs?
- Are we aligned with suppliers and customers on who absorbs tariff-related costs?
- Can we renegotiate contracts or pricing models equitably?

7. Customer Strategy

- Do we know how our customers will respond to potential price increases?
- Do our sales contracts define how tariff impacts are handled?
- Have we clearly communicated potential changes and impacts to key customers?

Roadmap for Navigating **Tariff Implications**

Phase 1: Immediate Action (0–3 Months)

- ✓ Conduct a rapid skills and technology audit
- ✓ Launch tariff exposure analysis by product and geography
- ✓ Map supply chains upstream and downstream to identify risk
- ✓ Begin scenario modeling (best, likely, and worst-case)

Phase 2: Short-Term Mitigation (3–6 Months)

- ✓ Implement training or hire external expertise
- ✓ Adjust product designs for sourcing flexibility
- ✓ Begin supplier and customer renegotiations
- ✓ Explore cost-sharing strategies

Phase 3: Long-Term Resilience (6–12 Months and Beyond)

- ✓ Invest in real-time supply chain modeling tools
- ✓ Develop redundant and diversified sourcing strategies
- ✓ Integrate tariff strategy into product/service development
- ✓ Build a tariff response playbook
- ✓ Monitor ongoing policy changes and global trade developments

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