fictiv

2025 TECHNOLOGY INNOVATION LEADER

Enhancing Customer Impact Through Powerful Technology Integration

RECOGNIZED FOR BEST PRACTICES IN THE GLOBAL SUPPLY CHAIN FOR CUSTOM MECHANICALS INDUSTRY

FROST & SULLIVAN

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Best Practices Criteria for World-class Performance

Frost & Sullivan applies a rigorous analytical process to evaluate multiple nominees for each recognition category before determining the final recognition recipient. The process involves a detailed evaluation of best practices criteria across two dimensions for each nominated company. Fictiv excels in many of the criteria in the supply chain for custom mechanicals space.

RECOGNITION CRITERIA	
Business Impact	*Technology Leverage*
Financial Performance	Commitment to Innovation
Customer Acquisition	Commitment to Creativity
Operational Efficiency	Stage Gate Efficiency
Growth Potential	Commercialization
Human Capital	Application Diversity

The Strategic Imperative: 8 Factors Creating Pressure on Growth



- **Innovative Business Models**: A new revenue model that defines how a company creates and capitalizes economic value, typically impacting its value proposition, product offering, operational strategies, and brand positioning
- **Customer Value Chain Compression**: Customer value chain compression as a result of advanced technologies, internet platforms, and other direct-to-consumer models that enables the reduction of friction and the number of steps in customer journeys
- **Transformative Megatrends**: Global forces that define the future world with their far-reaching impact on business, societies, economies, cultures, and personal lives
- **Disruptive Technologies:** New, disruptive technologies that are displacing the old, and significantly altering the way consumers, industries, or businesses operate
- **Internal Challenges**: The internal organizational behaviors that prevent a company from making required changes

- **Competitive Intensity**: A new wave of competition from start-ups and digital business models that challenge the standing conventions of the past, compelling established industries to re-think their competitive stance
- **Geopolitical Chaos**: Chaos and disorder arising from political discord, natural calamities, pandemics, and social unrest that impact global trade, collaboration, and business security
- **Industry Convergence**: Collaboration between previously disparate industries to deliver on whitespace cross-industry growth opportunities

The Transformation of the Supply Chain for Custom Mechanicals Industry

> *"Fictiv scales with customers, helping them move from an early idea or innovation cycle to the mass production stage, adopting a 3-tiered approach to build a resilient and agile supply chain. In the first stage, Fictiv helps customers scale across multiple processes and capabilities. In the second stage, it assists them in scaling globally to de-risk the supply chain, and finally, it enables them to scale on the quantity side."*
>
> ***- Sankara Narayanan***
> ***Industry Director***

Manufacturing and supply chain leaders are facing increasing barriers to innovation, new product introduction, and full-scale production, with growing difficulties in sourcing and procurement. This scenario is driving companies to push for faster innovation cycles. The situation is exacerbated by growing supply chain disruptions brought on by continuing geopolitical instability, trade wars, tariff threats, and labor shortages, leading, in turn, to an urgent need for supply chains to recover faster. However, traditional supply chains are siloed, slow, rigid, non-scalable, and time-consuming, making it challenging to accelerate manufacturing processes. A manufacturing and digital supply chain partner with efficient service- and technology-driven sourcing solutions can address these issues.

Commitment to Innovation and Creativity

Fictiv, headquartered in California, is a technology-powered, global supply chain company focused on custom mechanicals, specifically for plastics and metals. Fictiv empowers innovators to create and was built on the idea of how to unlock the creative potential to innovate and scale that innovation. The company helps speed up development cycles to drive and scale up innovation in the supply chain. In its early years of business (from 2013 to 2020), Fictiv focused on helping engineering teams move faster with its eCommerce portal that enabled engineers to upload design specifications and order custom-manufactured parts on demand out of the United States and China. Over the last 5 years (2021 to 2024), in response to disruptions and customer demands, Fictiv has shifted from engineering to building supply chain tools and technologies to simplify sourcing for global manufacturing. The company now works on a global scale, with 4 manufacturing centers of excellence in Mexico, India, China, and the United States, each with a different area of expertise. Fictiv plans to continue to open up manufacturing centers in more regions in the coming years.

The shift from the engineering phase to the supply chain phase of production often presents critical challenges for companies. Few supply chain companies offer support across all the different phases. Fictiv

presents a solution to this problem by offering solutions that span the engineering, planning, and production phases.

Fictiv has built a variety of custom solutions for each of the different stages of product development, including supply chain solutions that address issues like planning (for manufacturing planning related to assurance of supply), capacity, and material sourcing in the prototype stage (to make sure that customers have engineering-grade materials). The company thus delivers solutions for the design, prototyping, sourcing, manufacturing planning, and production processes, easing critical bottlenecks faced in the global supply chain.

Fictiv scales with customers, helping them move from an early idea or innovation cycle to the mass production stage, adopting a 3-tiered approach to build a resilient and agile supply chain. In the first stage, Fictiv helps customers scale across multiple processes and capabilities. In the second stage, it assists them in scaling globally to de-risk the supply chain, and finally, it enables them to scale on the quantity side. Fictiv is a zero-asset business; it does not own any machines or factories. The company finds idle factories with extra capacity and onboards those that supply bases onto its network, leveraging its technology.

Fictiv offers a digital infrastructure to simplify sourcing, marking a shift from manual supply chain processes. It is focusing on the future as a fully digital supply chain and manufacturing partner for mechanical parts and assemblies. The company has digitized every step of the manufacturing workflow, from requirements gathering to delivery. Its AI-driven platform provides materials and design for manufacturing (DFM) support, enhances the clients' global manufacturing footprint, provides assistance from quote to fulfillment, provides full mechanical BOM & assembly work services, and enterprise-class program management. Offering an end-to-end digital supply chain with simplified sourcing, Fictiv relies on AI to provide instant quotations on material sourcing. The company's scheduling is also driven by machine learning algorithms and AI built by Fictiv.

Material availability is a significant challenge with technical specifications across regions. To this end, Fictiv offers Materials.AI, an AI tool that helps pick the right material for an application. The company also provides an AI tool for DFM, where Fictiv's AI recommends how to optimize the design of a product for the manufacturing process in ways that will speed up cycle times, decrease cost, and help earn revenue faster.

In March 2025, Fictiv launched its holistic manufacturing and supply chain solution aimed at helping clients combat disruptive market conditions. The global supply chain services managed by Fictiv's qualified team of experts in each region include design for excellence (DFx) support, tariff management, supply chain management design support, program management, manufacturing services, supplier management, and logistics management. All these services are technology-backed to help companies run a more resilient supply chain. Fictiv's solutions, apart from ensuring an end-to-end global supply chain, improve time-to-market, mitigate risk, and increase gross margins.

Fictiv's customer value lies in its expertise in building a supply chain for a client's new product. It gives its clients access to a ready-made plug-and-play supply chain that incorporates everything from logistics to warehousing to program management. Compared to a traditional supply chain, Fictiv improves the time to market by 40% to 60% through improved engineering productivity and gross margins by 15% to 25%

by reducing the bill of material (BOM) and operations costs. Fictiv flattens the entire supply chain and reduces margin stack, helping customers procure materials directly from the source.

A key differentiator for Fictiv is its team of experts. It has local experts across regions that provide local manufacturing know-how, supplier management, quality inspections, and regional documentation. What sets the company apart is not just enterprise software but the orchestration of the software with Fictiv's employees in each region. Despite the shift towards digitization, the supply chain industry needs to rely on human capital, and Fictiv makes sure to back up its advanced technology with the most suitable team of experts.

Frost & Sullivan applauds Fictiv for combining technology, global partners, and experts that enable customers to innovate and then scale that innovation.

Customer Acquisition, Growth Potential, Financial Performance, and Application Diversity

"A key differentiator for Fictiv is its team of experts. It has local experts across regions that provide local manufacturing know-how, supplier management, quality inspections, and regional documentation. What sets the company apart is not just enterprise software but the orchestration of the software with Fictiv's employees in each region. Despite the shift towards digitization, the supply chain industry needs to rely on human capital, and Fictiv makes sure to back up its advanced technology with the most suitable team of experts."

- Sankara Narayanan
Industry Director

Fictiv has a diversified business, with more than 400 employees in 4 different regions. The company has had a consistent CAGR of 40% since it was founded and has more than 5,000 customers, including both Fortune 500 companies and venture- and private-equity-backed businesses, all of which indicate strong growth in the future as well. Fictiv focuses on low-volume, high-mix industry segments that have challenging supply chains where sourcing is complicated. Some of its leading customers include SpaceX, Medtronic, Mainspring, Honeywell, and Tesla.

While Fictiv delivers value across multiple industries such as aerospace, med-tech, energy, robotics, automation, consumer, telecom and EV/automotive, it places particular focus on 2 areas where speed is critical: medical devices (surgical robotics and robotic placement of nerve blockers) and clean energy or climate tech. In clean energy, the company works across a range of sectors, including battery storage at a municipal or home level and nuclear fusion for generating alternative power. For instance, Fictiv helped build the first electric seaglider for REGENT Craft Inc., a company based in Rhode Island specializing in all-electric zero-emission seagliders for fast and safe coastal transportation. Fictiv has also been a source of support for Mainspring, an emerging clean energy company that builds linear generators. In 2018, Fictiv started working with the company's engineering team in the prototyping and design phase, subsequently helping it scale up. Fictiv's technology-backed manufacturing has reduced Mainspring's production cycles to weeks rather than months. Fictiv was also able to achieve $3.4 million in annual savings for the company by leveraging its global network sourcing solution to move several components of the company's bills of material (BOM) to India. Mainspring offers a great example of how Fictiv helps an emerging technology company scale faster by working with both the engineering and supply chain aspects of the production process.

Another client is AST, a public company based in Texas that makes commercial satellites that Fictiv has been working with since 2020. AST leverages Fictiv's solutions and technologies to build commercial satellites for better cellular broadband connectivity. Fictiv also worked with AST to develop a cost-down roadmap to scale production units. The company has helped AST save 40% on flight parts and become more profitable in the high-mix, low-volume segment, where supply chains are complex.

Conclusion

Fictiv, a global manufacturing and supply chain partner, successfully addresses the need for solutions that simplify sourcing and eliminate major supply chain and manufacturing bottlenecks. Designed for manufacturing and supply chain resilience, the company's AI-driven platform, along with its 4 global manufacturing centers of excellence and experts on the ground, helps organizations scale rapidly from prototype to full-scale manufacturing and grants companies access to a Fortune 500-grade supply chain on demand. Recent enhancements in Fictiv's manufacturing and supply chain solutions have eliminated barriers of cost, complexity, and risk. An end-to-end global supply chain, improved time to market, increased gross margins, and reduced risk further enhance its customer value proposition. Future-focused and with a consistent CAGR, Fictiv is poised for strong growth in 2025 and beyond. For its strong overall performance, Fictiv is presented with Frost & Sullivan's 2025 Global Technology Innovation Leadership Recognition in the supply chain for custom mechanicals market.

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What You Need to Know about the Technology Innovation Leadership Recognition

Frost & Sullivan's Technology Innovation Leadership Recognition is its top honor and recognizes the market participant that exemplifies visionary innovation, market-leading performance, and unmatched customer care.

Best Practices Recognition Analysis

For the Technology Innovation Leadership Recognition, Frost & Sullivan analysts independently evaluated the criteria listed below.

Technology Leverage

Commitment to Innovation: Continuous emerging technology adoption and creation enables new product development and enhances product performance

Commitment to Creativity: Company leverages technology advancements to push the limits of form and function in the pursuit of white space innovation

Stage Gate Efficiency: Technology adoption enhances the stage gate process for launching new products and solutions

Commercialization: Company displays a proven track record of taking new technologies to market with a high success rate

Application Diversity: Company develops and/or integrates technology that serves multiple applications and multiple environments

Business Impact

Financial Performance: Strong overall business performance is achieved in terms of revenue, revenue growth, operating margin, and other key financial metrics

Customer Acquisition: Customer-facing processes support efficient and consistent new customer acquisition while enhancing customer retention

Operational Efficiency: Company staff performs assigned tasks productively, quickly, and to a high-quality standard

Growth Potential: Growth is fostered by a strong customer focus that strengthens the brand and reinforces customer loyalty

Human Capital: Leveraging innovative technology characterizes the company culture, which enhances employee morale and retention

Best Practices Recognition Analytics Methodology

Inspire the World to Support True Leaders

This long-term process spans 12 months, beginning with the prioritization of the sector. It involves a rigorous approach that includes comprehensive scanning and analytics to identify key best practice trends. A dedicated team of analysts, advisors, coaches, and experts collaborates closely, ensuring thorough review and input. The goal is to maximize the company's long-term value by leveraging unique perspectives to support each Best Practice Recognition and identify meaningful transformation and impact.

		VALUE IMPACT	
STEP		WHAT	WHY
1	**Opportunity Universe**	Identify Sectors with the Greatest Impact on the Global Economy	Value to Economic Development
2	**Transformational Model**	Analyze Strategic Imperatives That Drive Transformation	Understand and Create a Winning Strategy
3	**Ecosystem**	Map Critical Value Chains	Comprehensive Community that Shapes the Sector
4	**Growth Generator**	Data Foundation That Provides Decision Support System	Spark Opportunities and Accelerate Decision-making
5	**Growth Opportunities**	Identify Opportunities Generated by Companies	Drive the Transformation of the Industry
6	**Frost Radar**	Benchmark Companies on Future Growth Potential	Identify Most Powerful Companies to Action
7	**Best Practices**	Identify Companies Achieving Best Practices in All Critical Perspectives	Inspire the World
8	**Companies to Action**	Tell Your Story to the World (BICEP*)	Ecosystem Community Supporting Future Success

*Board of Directors, Investors, Customers, Employees, Partners

About Frost & Sullivan

Frost & Sullivan is the Growth Pipeline Company™. We power our clients to a future shaped by growth. Our Growth Pipeline as a Service™ provides the CEO and the CEO's growth team with a continuous and rigorous platform of growth opportunities, ensuring long-term success. To achieve positive outcomes, our team leverages over 60 years of experience, coaching organizations of all types and sizes across 6 continents with our proven best practices. To power your Growth Pipeline future, visit Frost & Sullivan at http://www.frost.com.

The Growth Pipeline Generator™

Frost & Sullivan's proprietary model to systematically create ongoing growth opportunities and strategies for our clients is fuelled by the Innovation Generator™.

Learn more.

Key Impacts:

- **Growth Pipeline:** *Continuous Flow of Growth Opportunities*
- **Growth Strategies:** *Proven Best Practices*
- **Innovation Culture:** *Optimized Customer Experience*
- **ROI & Margin:** *Implementation Excellence*
- **Transformational Growth:** *Industry Leadership*



The Innovation Generator™

Our 6 analytical perspectives are crucial in capturing the broadest range of innovative growth opportunities, most of which occur at the points of these perspectives.

Analytical Perspectives:

- Megatrend (MT)
- Business Model (BM)
- Technology (TE)
- Industries (IN)
- Customer (CU)
- Geographies (GE)

