

Supplier Management



Gain full control of the
supplier lifecycle -
and enrich procurement

Want to swap tedious tasks for powerful tools that put you in control?

Every supplier is important. But when there are hundreds or thousands of them...

How can you qualify, manage and update suppliers easily?

How can you transform a cumbersome administrative overhead into a business advantage?



For Procurement Directors like Christine, supplier management is an important activity for ensuring compliance and guarding against risk. But it's a constant drain on the resources of her team. What's more, it's a never-ending task.

Qualifying and on-boarding every new supplier can take hours. But that's just the start. Suppliers need to be managed - and their products, services, prices and other details kept up to date. Communicating with suppliers and answering queries is massively time-consuming too.

“At best - our supplier database is about 70% accurate. Much of the information is in different places, incomplete, inconsistent, duplicated or out of date. We're playing catch up... constantly.”

The trouble is, Christine's team is so bogged down trying to keep supplier

information current and reacting to problems caused by incomplete and inconsistent data, that they've been missing out on some very smart tools that could bring major benefits to their company.

However, everything changed when the company introduced a new approach to supplier management. This is now helping Christine and her team create a stronger supplier base by structuring and streamlining the entire supplier lifecycle.

“It now feels like we're at the top of the mountain, seeing everything, rather than going round in circles in the swamp below.”

Now the team can adopt new suppliers quickly - with the right kind of qualification checks being applied consistently. Christine has a single view of all suppliers that's accurate and complete. Suppliers can update profiles and offerings themselves, via a secure login, saving days for the procurement team. Supplier self-service has also improved business relationships.

With rich, accurate supplier data at her fingertips, Christine can search through thousands of companies in a few clicks. New suppliers can be sought where more choice is needed, while other areas can be identified as ripe for rationalisation. Significant savings are now being achieved through better-informed supplier negotiations, while the costs of poor compliance and performance are avoided.

“For the first time, we've been able to reduce risks and costs, while driving up quality and compliance continually.”

For more information about how Procurement Directors like Christine can achieve success, read on...

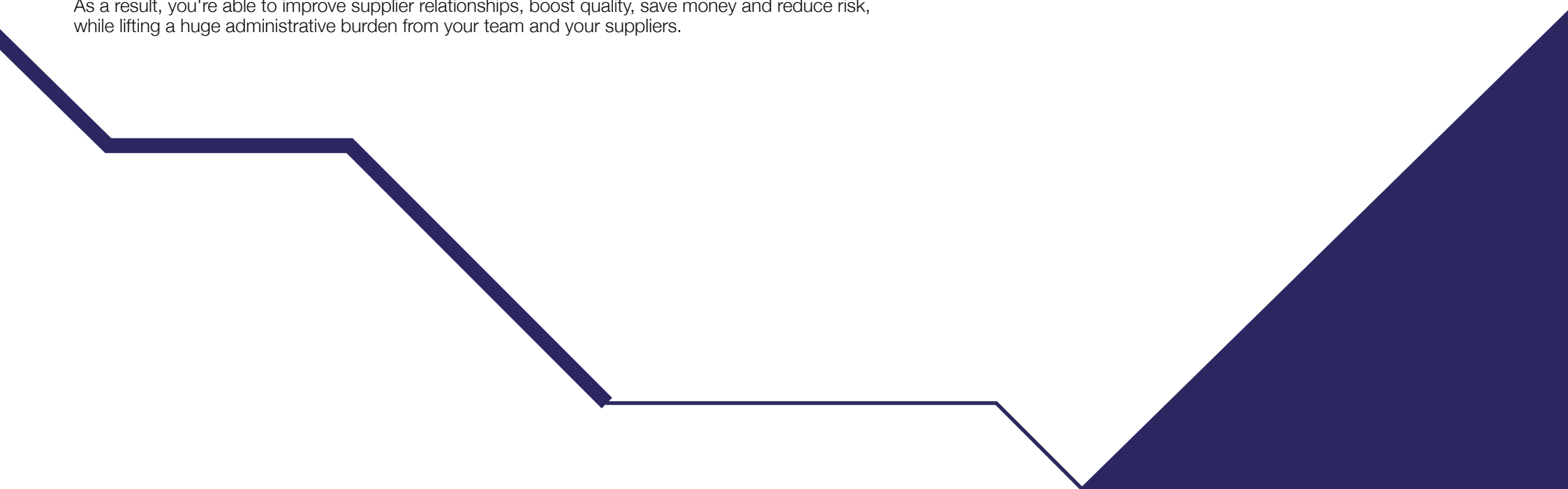
Improve supplier performance, **lower costs**

Web-based tools reduce everyone's workloads dramatically.

PROACTIS Supplier Relationship Management equips procurement teams to build and maintain a comprehensive supplier directory, while freeing up valuable time.

You can streamline the entire supplier lifecycle – from identification through to adoption, approval and analysis, thanks to intuitive web-based tools.

As a result, you're able to improve supplier relationships, boost quality, save money and reduce risk, while lifting a huge administrative burden from your team and your suppliers.



Supplier Directory: See everything in one place

Get accurate information and the tools to take action immediately.

The PROACTIS Supplier Directory gives you a complete picture of what's happening - plus the tools to add/remove suppliers to the procurement process.

Key features

Supplier profiles...

include an overview of every supplier and its goods, services, certifications, specialties, locations and contacts.

Supplier upload options...

let you add new suppliers rapidly from external sources

Directory searches...

let you find suitable suppliers easily, using virtually any criteria or classification system, such as Common Procurement Vocabulary (CPV), UN-SPSC, NAICS, etc.

Supplier self-service...

allows suppliers to manage their own profiles and content, saving your procurement and accounts payable teams from repetitive tasks.

Finance & purchase-to-pay synchronisation ...

ensures your suppliers are made available automatically to all your key systems, saving you from adding them manually.

Supplier On-Boarding: Simplify everything

Say goodbye to endless paperwork and reduce risk

PROACTIS Supplier On-Boarding simplifies and accelerates how you recruit, qualify and adopt new suppliers. It's a collaborative, online process that's fast for you and your suppliers.



Supplier recruitment...

- Quickly create a list of potential suppliers by product type, location, size and other variables.
- Tailor qualification questionnaires to ease each new supplier into the process.
- Easily send out emails or letters to encourage suppliers through each stage.

Supplier qualification...

- Create questionnaires using a library of defined sections and questions, or add any you wish.
- Publish questionnaires online, so suppliers can respond via the web portal, enabling everyone to gain full visibility of the process.
- Auto-score responses - to get an immediate idea of each supplier's suitability. Apply subjective overrides whenever necessary.

Supplier adoption/certification...

- Enable suppliers to be evaluated automatically or prioritised, depending on your needs.
- Allow self-service features, so suppliers can maintain their profiles via the portal.
- Automatically remind your team whenever they need to check the details of a supplier - for example, if insurance certification needs updating - so suppliers stay accredited.

Supplier Network: Make it easy to interact

Build relationships without draining your resources

The PROACTIS Supplier Network allows you to interact easily and instantly with suppliers. Serving as the platform for a range of procurement applications, this online portal can be cloud-based or hosted by your own IT team.

Key features

Self-service profile management...

enables suppliers to maintain standard details such as their terms of business, classified goods and services, locations, contacts and more.

Self-service catalogue management...

allows suppliers to list their goods and services, ready for electronic purchasing (using PROACTIS Supplier Content Management).

RFx & quotation posting & responses...

streamlines the sourcing process (using PROACTIS Sourcing).

Purchase order visibility...

provides a convenient alternative for suppliers to receive orders (e.g. posted by PROACTIS P2P or an existing PO system).

Order-to-Invoice turnaround...

(aka 'PO Flip') makes it easy for suppliers to create electronic invoices from purchase orders posted to them on the portal.

Invoice file upload...

makes it simple for suppliers to send electronic invoices generated by their internal systems.

Account visibility...

allows suppliers to securely check the status of their invoices (e.g. posted by PROACTIS P2P), providing instant answers to many queries.

Supplier Appraisal: Keep improving what you do

**Make forward-thinking decisions.
It's never been easier**

PROACTIS Supplier Appraisal provides your team with an easy way to monitor supplier performance and risk using easily customisable electronic questionnaires with automated response summarisation.

Internal questionnaires...

make it easier to collect stakeholder input and gauge satisfaction against key criteria.

Supplier questionnaires...

make it easy to re-confirm compliance with qualification criteria.

Make the difference

Deploy the right solution for your organisation

PROACTIS Supplier Relationship Management enables you to establish a centrally managed supplier directory that can become your 'one version of the truth' for supplier information. Building on that foundation, it provides all the tools you need to manage the entire supplier lifecycle with streamlined communications and automated processes that improve supplier relationships, save money and reduce risk.



Goal

Supplier information management

Supplier qualification & adoption

Full supplier relationship management

Solution Features

Solution Features	Supplier information management	Supplier qualification & adoption	Full supplier relationship management
Supplier directory			
Searchable, extensible central repository	→	→	→
Manage supplier statuses		→	→
Create scheduled tasks, e.g. annual reviews, site inspections			→
Link to sourcing projects, contracts, etc. (requires relevant apps)			→
Supplier engagement			
Full audit trail	→	→	→
Manage new supplier proposals		→	→
Invitation to register		→	→
Invitation to engage		→	→
Send supplier correspondence		→	→
Access all supplier questionnaire responses		→	→
Access all supplier documentation		→	→
Allow supplier self-registration			→
Creation of trading relationships			→
Supplier suspension			→
Supplier review			
Run supplier reviews			→
Automate scheduled supplier reviews/self-declarations			→
Create supplier rating types			→
Supplier integration			
Push new/modified supplier records to finance and other systems	→	→	→

SUPPLIER MANAGEMENT

Supplier Management enables you to gain full control of the supplier lifecycle and enrich procurement.

Be the person that makes the difference in your organisation.



Discover more

Contact our friendly team today to arrange a face-to-face meeting. We'd love to hear from you and show you how PROACTIS Supplier Relationship Management can deliver dramatic benefits very quickly.

Call +44 (0)203 866 8800

Email enquiries@eclgrp.com

Visit eclgrp.com

Delivering greater bottom-line value



PROACTIS Partner

t: +44 (0)203 866 8800

e: enquiries@eclgrp.com

w: eclgrp.com