

# CYIENT

## SMART SOURCING OPERATIONS FOR ENHANCED SUPPLY CHAIN EFFICIENCY

Our proven Services Sourcing Management Solution facilitates smoother outsourcing engagements with advanced reporting and workflow management





## Overview

Global engineering companies outsource their business and technical support processes to different entities through Statements of Work (SOWs). In the capital-intensive A&D industry, this is especially challenging and can be a highly complex and tedious process that requires assessing and comparing quotes and bids by multiple vendors as well as evaluating their capabilities and quality of services offered.

A customized software solution that simplifies end-to-end management of sourcing processes for all project types and enables enhanced decision-making is the current market challenge. As a risk-sharing partner delivering full lifecycle solutions to global engineering organizations, Cyient offers a robust Services Sourcing Management Solution that ensures seamless sourcing and mitigates supply disruption risks.

The solution is based on our real-world experience of synchronizing sourcing operations and deploying configurable, progressive systems that help enterprises optimize their working capital and derive best returns on investments.

## Cyient Services Sourcing Management Solution

The Cyient Services Sourcing Management Solution is an advanced Web-based tool that not only helps companies efficiently compare and select the best vendors, but also streamlines the communication between the parties involved in the process. The coordination is enabled as soon as a work request is sent by the company through the Request for Quotation (RFQ) and SOW.

The tool supports outsourcing process all through the submission of work, quoting and billing procedures, up to the completion of the task on SOW followed by the review and submission of feedback to the vendor. The direct benefits accrued include optimized business performance, reduced costs, and increased administrative efficiencies.

## Key features of our tool include



### TECHNICAL:

- Cloud and on-premise deployment
- Auto save and asynchronous data processing
- External systems Integration
- Push notifications
- Opt-in / Opt-out by module



### FUNCTIONAL:

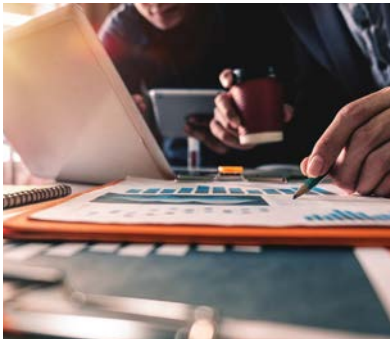
- Co-authorship of SOW
- SOW Revision and CR management
- Competitive bidding
- Vendor RFQ
- PO and Invoice management
- SOW execution status tracking
- Approval delegation
- Dynamic workflow management
- Vendor performance rating



### USABILITY:

- Mobile app and web responsive UI
- Intuitive dashboarding and reporting
- Advanced search
- Administration and Master Data Management
- Email content management

## Use Case 1: Competitive Bidding of SOW



**Client Challenge:** The competitive bidding process involved bids from many vendors making it difficult to view all the bids at one place, narrow the selection, and make a decision.

**Cyient Solution:** The Cyient Services Sourcing Management Solution offered the feasibility to evaluate all the prospective vendors (who have offered a bid for an SOW) on a centralized dashboard and then choose the best option.

**Benefits Accrued:** The process of selection became simpler, quicker, and objective.

## Use Case 2: Co-Authorship



**Client Challenge:** Co-Authorship is another typical challenge faced in outsourcing processes because an SOW is co-authored by both the (client) organization and the vendor chosen to handle the task. Tracking the respective changes made by the two parties can be complex and time-consuming.

**Cyient Solution:** With the Cyient Services Sourcing Management Solution, users had the flexibility to choose up to nine cycles of co-authorship. The client and vendor make their changes to the SOW without losing track of details added/edited by either party.

**Benefits Accrued:** With a click on the "History" button, the Cyient Services Sourcing Management Solution provides users with a list of all the changes made to the SOW through the co-authorship duration.

## About Cyient

Cyient (Estd: 1991, NSE: CYIENT) provides engineering, manufacturing, geospatial, networks, and operations management services to global industry leaders. We leverage the power of digital technology and advanced analytics capabilities, along with domain knowledge and technical expertise, to solve complex business problems. As a Design, Build, and Maintain partner, we take solution ownership across the value chain to help our clients focus on their core, innovate, and stay ahead of the curve.

Relationships lie at the heart of how we work. With more than 15,000 employees in 22 countries, we partner with clients to operate as part of their extended team, in ways that best suit their organization's culture and requirements. Our industry focus spans aerospace and defense, medical, telecommunications, rail transportation, semiconductor, utilities, industrial, energy and natural resources.

For more information, please visit [www.cyient.com](http://www.cyient.com)

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