



SUPPLIER PERFORMANCE OPTIMISATION

Gain the insight to cut supplier costs, alleviate risk and drive continuous improvement

As we move towards an ever-leaner supply chain, suppliers are under increasing scrutiny to help maintain the buyer's competitive edge. But in a complex supply chain, uncovering promptly the insight from data can prove frustrating at best.

Without the necessary measures in place, your organisation risks supply chain disruptions, damage to your brand, a weakened negotiating position, and lost opportunities to collaborate and create new customer value.

Does your organisation suffer from these symptoms?

Inadequate supplier performance metrics are likely impacting your business in these ways:

- Missed customer deadlines and cancelled orders.
- Failure to claim the full entitlement to retrospective discounts.
- A lack of insight to drive useful supplier service reviews.
- Uncompetitive products/services reflected in higher discounts and lower profit margins.
- Increased returns due to quality control issues or service delays.
- Over-exposure to risk due to non-compliance of legal, financial or regulatory terms.
- A focus on price to the detriment of service.



Introducing Crimson's *Data Insights* practice, a team of data and management experts with over 800 man years of expertise in line-of-business processes and IT applications, familiar with measuring business value. Crimson uses a proven methodology to gather the facts together in a timely, disciplined and manageable way, that drives effective decision making across your organisation.

Using Microsoft's world-leading cloud platform, featuring reporting and integration technologies, *Data Insights* creates a common information model that can strengthen your corporate performance management and give you the actionable insight needed to know which investment will deliver the best return.

THERE ARE **FOUR STEPS TO CREATING AN EFFECTIVE INFORMATION MODEL**, AND IT WORKS BEST WITH ORGANISATIONS ALREADY HANDLING LARGER DATA VOLUMES:

STEP 1



Build the platform

First Crimson architects a robust data platform. Choosing Microsoft's Cloud now makes the solution more scalable, powerful and affordable than ever.

STEP 2



Create one version of the truth

Using Microsoft's world-class suite of tools, data from a range of disparate sources can be assimilated and cleansed into a single version of the truth.

Additionally, we help the organisation clarify how data is interpreted.

STEP 3



Create meaning and insight from the data that everyone can own

Crimson not only builds corporate-level reporting dashboards but also enriches the insight at a team and department level to help drive day-to-day decisions.

Reporting supplier performance goes beyond the typical metrics surrounding Product Quality, Delivery Accuracy, Supplier Stock Outs, Retrospective Discount Monitoring, Service Level reporting and Compliance. Additionally Crimson will join up product and supplier perspectives to give a 360-degree view of your operations.

STEP 4



Embed transformative behaviour

Crimson's training and adoption services help your team achieve the change you want, with clear lines of governance and ownership, so that continual improvement can flourish.

SUPPLIER PERFORMANCE OUTCOMES CRIMSON'S *DATA INSIGHTS* DELIVERS

- Easy **access to accurate and timely information** that supports price negotiations. Where applicable this can include **leveraging group buying power**.
- A **clear view of supplier quality**, accuracy and delivery performance
- **Less fire-fighting** and the time to address issues before it's too late
- **Prompts for scheduling** supplier reviews
- A **new spirit of collaboration and partnership** with suppliers focused on a common goal to increase customer value and optimise performance.
- The **training and education your staff** need to make informed decisions.

TAKE THE ZERO-RISK APPROACH TO GETTING STARTED WITH SUPPLIER PERFORMANCE MANAGEMENT

Crimson invites your team to take our complimentary Supplier Performance Audit to identify the current shortfalls in how your data is managed and collected.

Without further obligation, you will receive an illustrated report outlining your current gaps, with recommendations, actions and suggested priorities to help you move forward successfully.

To get started call **Crimson today on 01675 466 477**



DATA INSIGHTS GIVES YOU A 360-DEGREE VIEW OF YOUR BUSINESS.

You can read more about how else we can optimise your business performance:

**Profitability Optimisation | Supplier Performance Optimisation | Customer and Campaign Optimisation
Contact Centre Optimisation | Supply Chain Optimisation | Data Quality Management**



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Crimson helps organisations better exploit Microsoft cloud technologies. We take an iterative and agile approach that gives you the confidence to move forward.

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