



SUPPLIER RELATIONSHIP MANAGEMENT

Improving Communication for More Effective and Efficient Supplier Collaboration

In an effort to squeeze inefficiency out of their supply chains, many companies are adopting more strategic relationships with suppliers. This means a more fluid approach to shared processes and organizational boundaries. Contract manufacturers, 3PLs and suppliers now ship directly to customers. They often work closely with enterprise procurement departments on gauging future demand. They collaborate with buyers on purchase orders and changes. Yet many of these transactions still take place by phone, fax and email — increasing the potential for errors and slowing the exchange of information. To capitalize on the value of strategic relationships, companies must streamline communication with their suppliers and offer direct access to the latest information on orders, customers, inventories, shipments and demand.

Streamline replenishment

Extend demand visibility

Communicate demand changes more proactively

Enhance direct fulfillment control

Reduce non-conforming shipments

Supplier Relationship Management

Supplier Relationship Management opens the lines of communication with suppliers by providing the tools to manage shared processes. Companies can establish a virtual trading exchange with suppliers to facilitate collaboration on purchase order activity. They can also delegate purchase planning and ordering to their suppliers and contract manufacturers by giving them visibility into MRP demand to orchestrate future delivery schedules — eliminating layers of complexity in traditional processes. Suppliers can even collaborate on requisitions and update the enterprise's online catalog with the latest product and pricing information. Shipment tracking and traceability enable a proactive approach to warehouse capacity issues and delivery scheduling, while direct fulfillment capabilities simplify shipping from partner locations. Tools for addressing non-conforming shipments can help companies and suppliers reach mutually beneficial agreements on quality issues and help suppliers anticipate problem shipments before they leave the dock.

Communication, Collaboration, Accountability

Supplier Relationship Management enables a more strategic use of an ERP implementation by extending access to order, inventory and shipping information to suppliers, while supplementing core ERP functionality with supplier-specific capabilities. Web-based access to tools and information allows businesses to build shared processes with new and existing suppliers without requiring them to invest in additional technology. Supplier Relationship Management also leverages the ERP system's existing data model, eliminating the cost and complexity of integrating multiple databases and ensuring more accurate and accessible information within the enterprise and throughout the partner network.

Feature

Benefit

Deploy best practices

Provides a rules-based engine that allows companies to define conditions and standards to maintain best practices and retail competitive advantages.

Facilitate purchase order collaboration

Creates a private trading exchange with suppliers to streamline the complete procure-to-pay cycle.

Improve forecast accuracy

Allows suppliers to access demand information and upload their on-hand and available-to-promise inventory.

Streamline order changes

Links material planning and procurement to allow buyers and suppliers to collaborate on purchase order changes and MRP suggestions.

Enforce supplier compliance

Extends the policies, procedures, and audit requirements of the company throughout the entire private trading exchange.

Ensure material quality

Enables online collaboration to address non-compliant parts and identify corrective actions to improve quality and control costs.

Enhance direct fulfillment capabilities

Improves control over shipping processes delegated to contract manufacturers and 3PLs and maintains an accurate two-way exchange of order and shipment information managing the complete demand to delivery process.

Simplify supplier communication

Integrates with Microsoft® Office applications to allow suppliers to submit information using familiar tools and established processes.

TAKE Supply Chain's Proven Experience

Since 1994, TAKE Supply Chain has assisted more than 320 clients in automating and controlling process execution within their extended supply networks. TAKE Supply Chain extends corporate policies and procedures through the corporation and its supply chain using industry best practices for distribution and fulfillment, supplier relationship management, trading partner integration and reverse logistics, mobile data collection and barcode label management that complement the existing ERP infrastructure.

FLOW OF DEMAND TO PAYMENT



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