

TRADESHIFT[®]

Supplier Management Maturity Sketch

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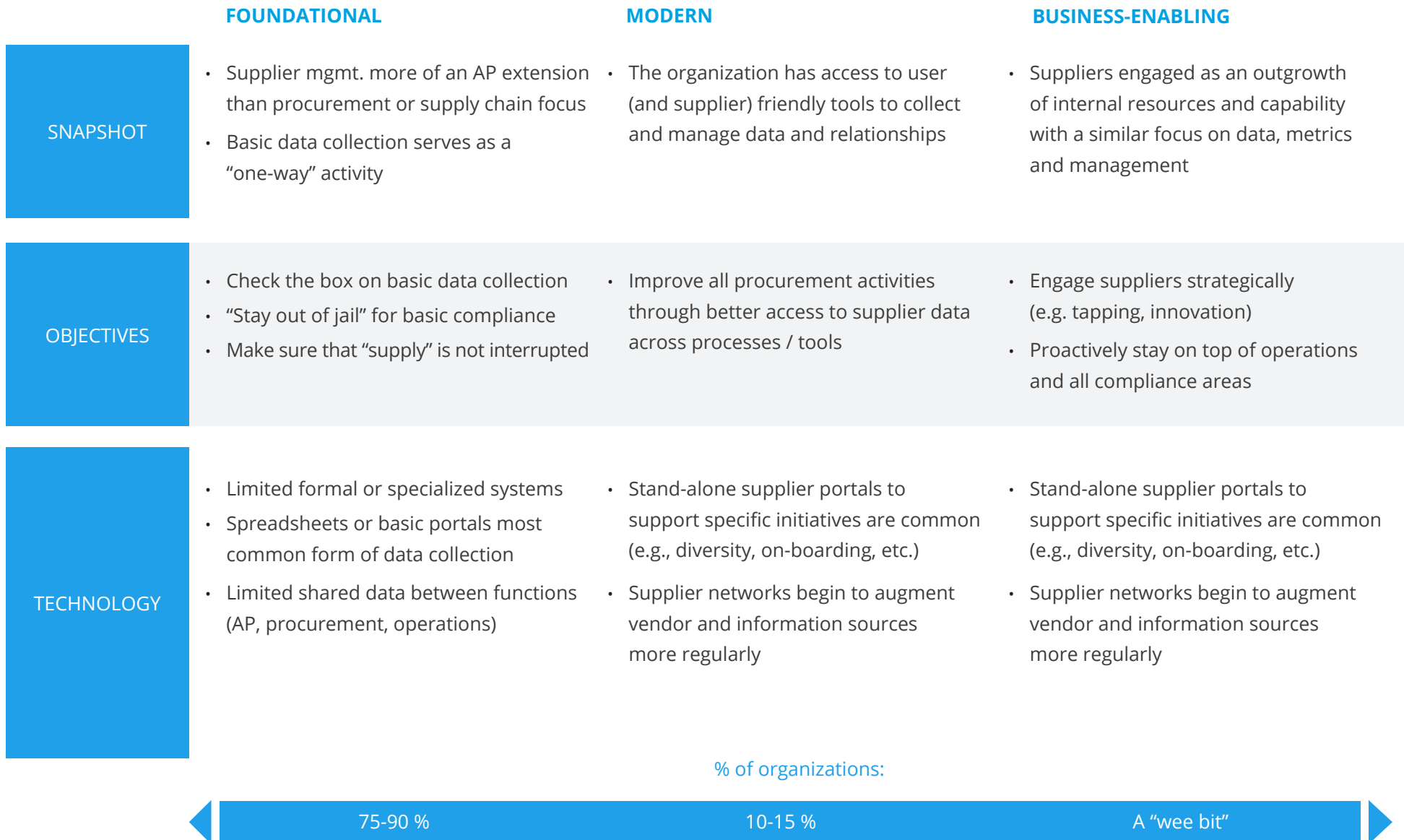
Spend Matters[™]

About Tradeshift:

All your suppliers. All in one place.

Procurement, payables, risk management. Radically nimble and connected.

Supplier Management Maturity Sketch



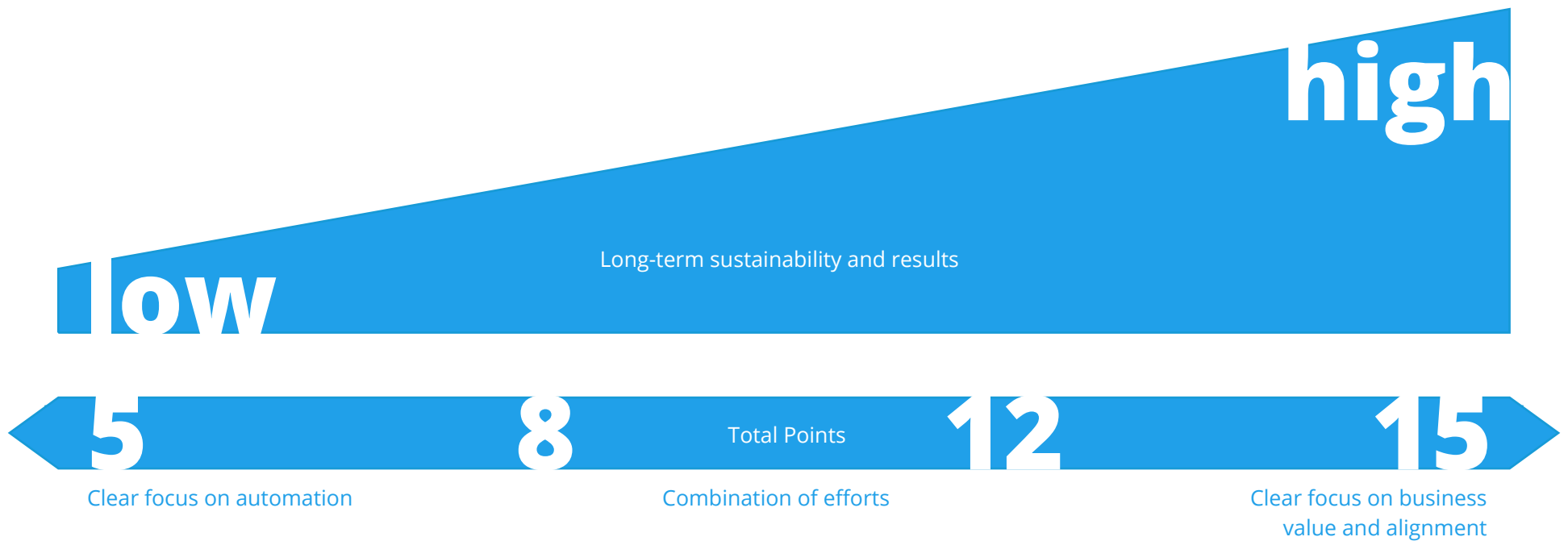
The Supplier Management Game — Placing the “You Are Here Dot”

For each area, select the box that describes your current environment; add up your score when complete.

AREA	1 POINT	2 POINTS	3 POINTS
FIRST GLANCE	<input type="checkbox"/> Supplier management typically an extension of AP efforts focused on basic data collection; supplier data visibility is often limited in the company (if available at all) and silos dominate	<input type="checkbox"/> Integrated procurement, AP and other processes rely on access to supplier information; the organization leverages user (and supplier) friendly tools to collect and manage data & relationships	<input type="checkbox"/> Suppliers are as much a part of the DNA of the company as employees or internal capabilities -- with a similar focus on data, metrics and management for continuous improvement
METRICS, ALIGNMENT	<input type="checkbox"/> Procurement and other stakeholders individually manage suppliers and initiatives to meet their needs with KPIs (if any) centered on on-boarding or AP metrics alone	<input type="checkbox"/> Supplier management linked to procurement and limited non-procurement business processes with cascading initiatives, workflows; KPIs actively leveraged/shared	<input type="checkbox"/> Board-level visibility for supplier mgmt. initiatives centered on risk, compliance & profit improvement; buy/sell side blurred as suppliers managed as an extension of the firm
TECHNOLOGY, ENVIRONMENT	<input type="checkbox"/> Typically no formal systems dedicated to supplier management; spreadsheets or basic portals most common form of data collection; limited or no data visibility across across silos	<input type="checkbox"/> Stand-alone portals common to support specific initiatives work alongside supplier networks which begin to accelerate collection, on-boarding and data management	<input type="checkbox"/> One master “record” underpins all supplier data & crosses all technology; systems (supplier/buyer) integrated through networks/platforms and data is continuously enriched
SUPPLIERS	<input type="checkbox"/> Incumbent and personal relationships dominate in supplier engagement with few documented compliance mechanisms outside of basic on-boarding requirements (if at all)	<input type="checkbox"/> Supplier management begins to look like a version of “external HR” with feedback loops, constant engagement, etc. Suppliers feel more “connected”	<input type="checkbox"/> Suppliers deeply engaged in information, lifecycle and performance management initiatives that even link with customer interactions; supplier capability is company capability
ASPIRATIONS, MOTIVATIONS	<input type="checkbox"/> Organizations want to assure continuity of supply and not have any supplier compliance issue hurt the status quo; a focus on making processes more efficient remains an aspirational goal	<input type="checkbox"/> The organization wants to improve all procurement activities through better access to supplier data across processes/tools; supplier management as an enabler	<input type="checkbox"/> Organizations engage suppliers strategically (e.g. tapping, innovation) as a regular course of business and are confident in proactively staying on top of operations and compliance

TOTAL PAGE SCORE: _____

How to interpret your score



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Call our sales team at +1.800.381.3585 for a demo or consultation, and learn how you can use Tradeshift to reach your goals.