



Managing supplier relationships in the e-world: the need for information

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SAS UK

The Power to Know™

Important Trends in Purchasing

E-Comm

Strategic

Strategic

Supply Chain Partner Selection
and Contribution

Tactical Purchasing

Purchasing Strategy Development

De

Ne

Strategic Sourcing

Relationship Management

Performance Measurement

Uncoupling

Global Supplier Development

E-commerce

Source Development

Competitive Bidding/Negotiations

Supplier Relationship Management

"The Future of Purchasing and Supply: A Five- and Ten- Year Forecast"
NAPM, CAPS and A.T. Kearney

What is 'Supplier Relationship Management'

“The practises needed to establish the business rules, and the understanding needed for interacting with suppliers of products and services of varied criticality to the profitability of the enterprise”

Gartner Group – *Supplier Relationship Management: E-procurement's real value?*

Supplier Relationship Management

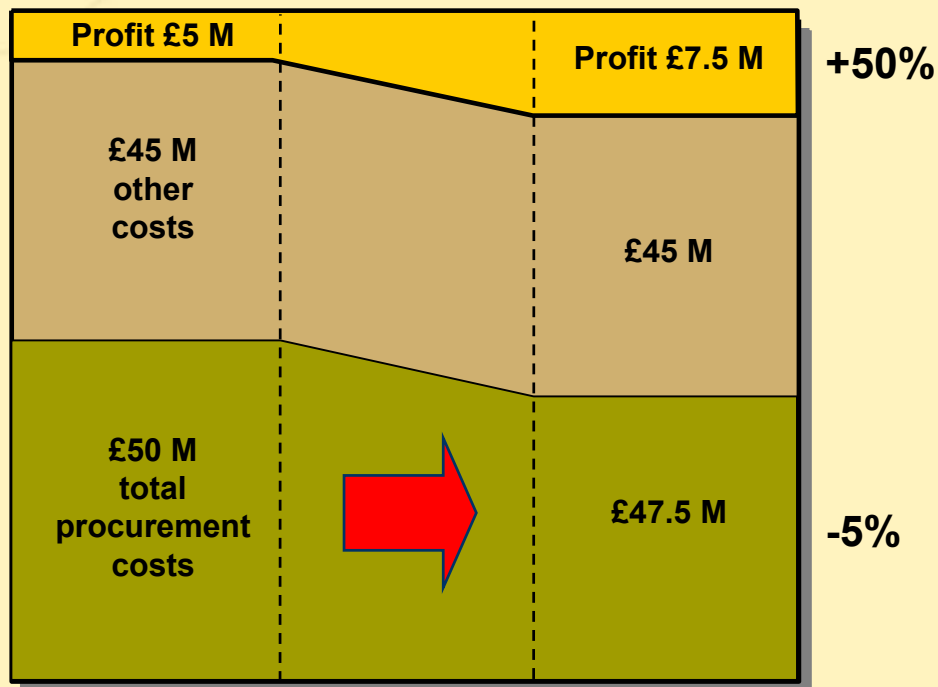
Business processes

- Sourcing
- Ordering
- Paying

Operational systems

Information systems

Impact of Procurement on Company Profitability



A 5% reduction in purchase cost can result in a 50% increase in profit margin.

To achieve the same increase in profit an organisation would have to increase sales by 30%, reduce overhead by up to 20%, or significantly reduce staff numbers.

...or to put it another way...

Impact of SRM v CRM

If you operate at a Net Profit percentage of:

	3%	4%	5%
To equal Procurement Impact of...	These additional sales are required...		
500	16,666	12,500	10,000
1,000	33,333	25,000	20,000
5,000	166,667	125,000	100,000
10,000	333,333	250,000	200,000
£25,000	833,333	625,000	£500,000
50,000	1,666,667	1,250,000	1,000,000

If your average customer purchases £1,000, you would need 500 customers for a year to drive the same profits you drive if the purchasing function can save just £25,000

Business Challenges

Mergers & acquisitions

- Pressure to cut costs

Global economy

- Your organisation
- Supplier's & customer's organisations

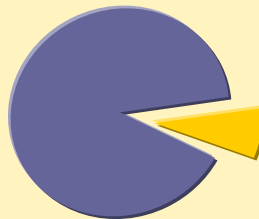
New business channels

- Internet
- Outsourcing

Procurement is too often absorbed by the daily business...

Non value-adding

- Order processing
- Monitoring of delayed deliveries
- Problem escalation and resolution
- Discussion and management of delivery, quantity and specification changes
- Reporting and Analysis
- ...



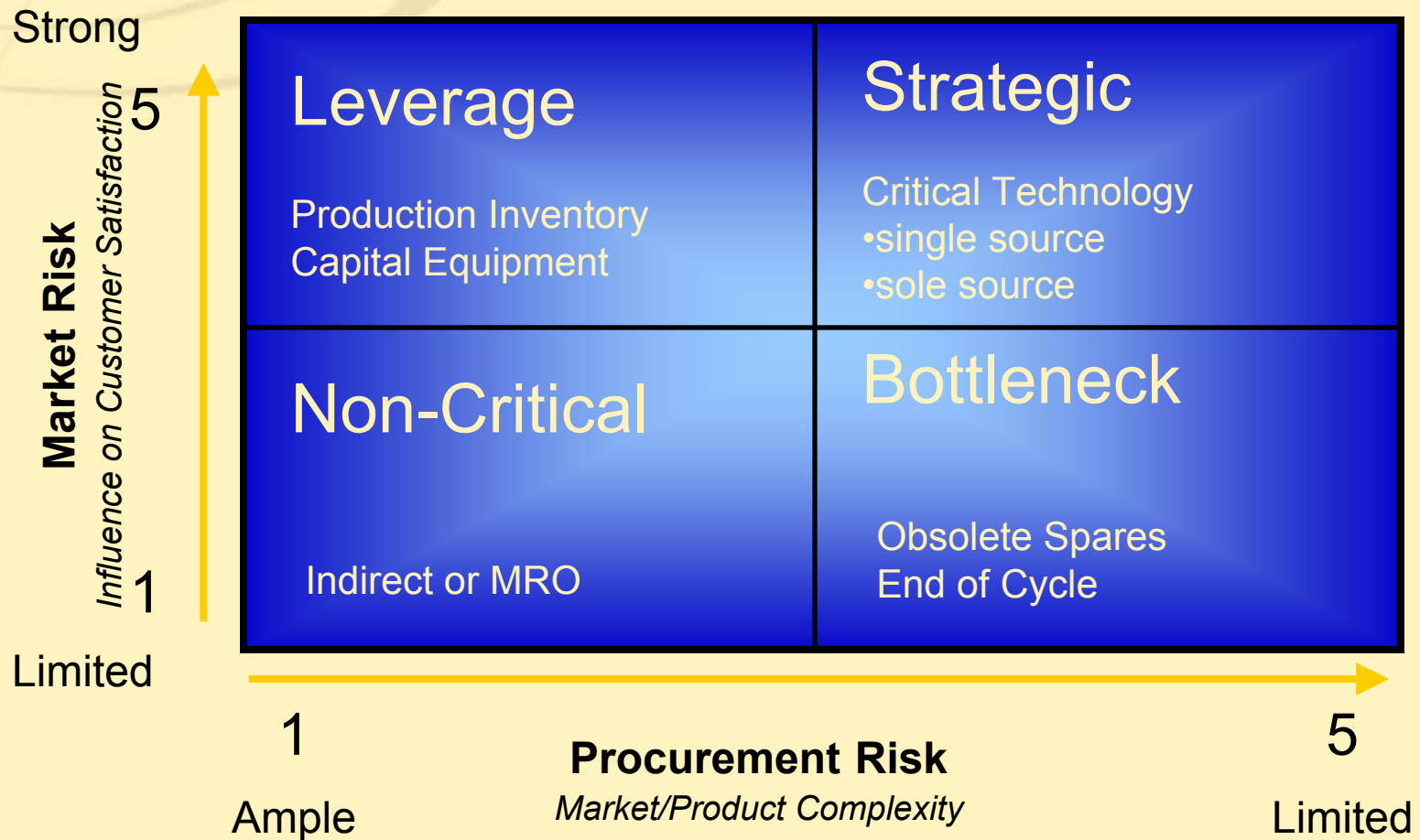
Value adding

- Identification, search and rating of suppliers and procurement markets
- Negotiation of prices and conditions
- Support of value analyses and cost reduction projects
- Ensures total cost of ownership view (TCO)
- Co-ordination of purchase pooling
- Support of make or buy decisions
- Definition of warehousing concept

“Clearly, we are no longer in the narrow business of purchasing ... we are now in the strategic business of supply management.”

Paul Novak
Executive Vice President NAPM - 1998

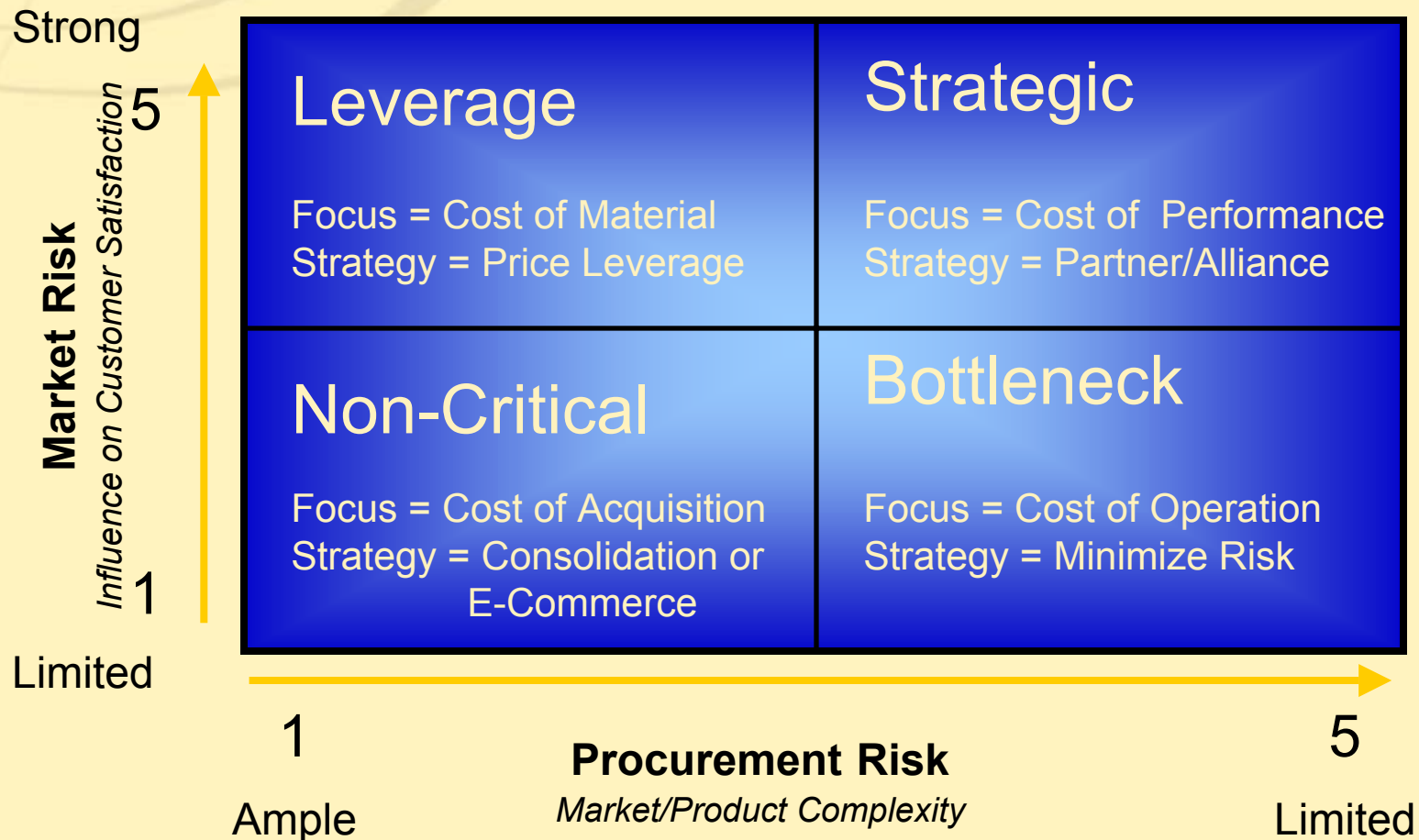
Supplier Strategies



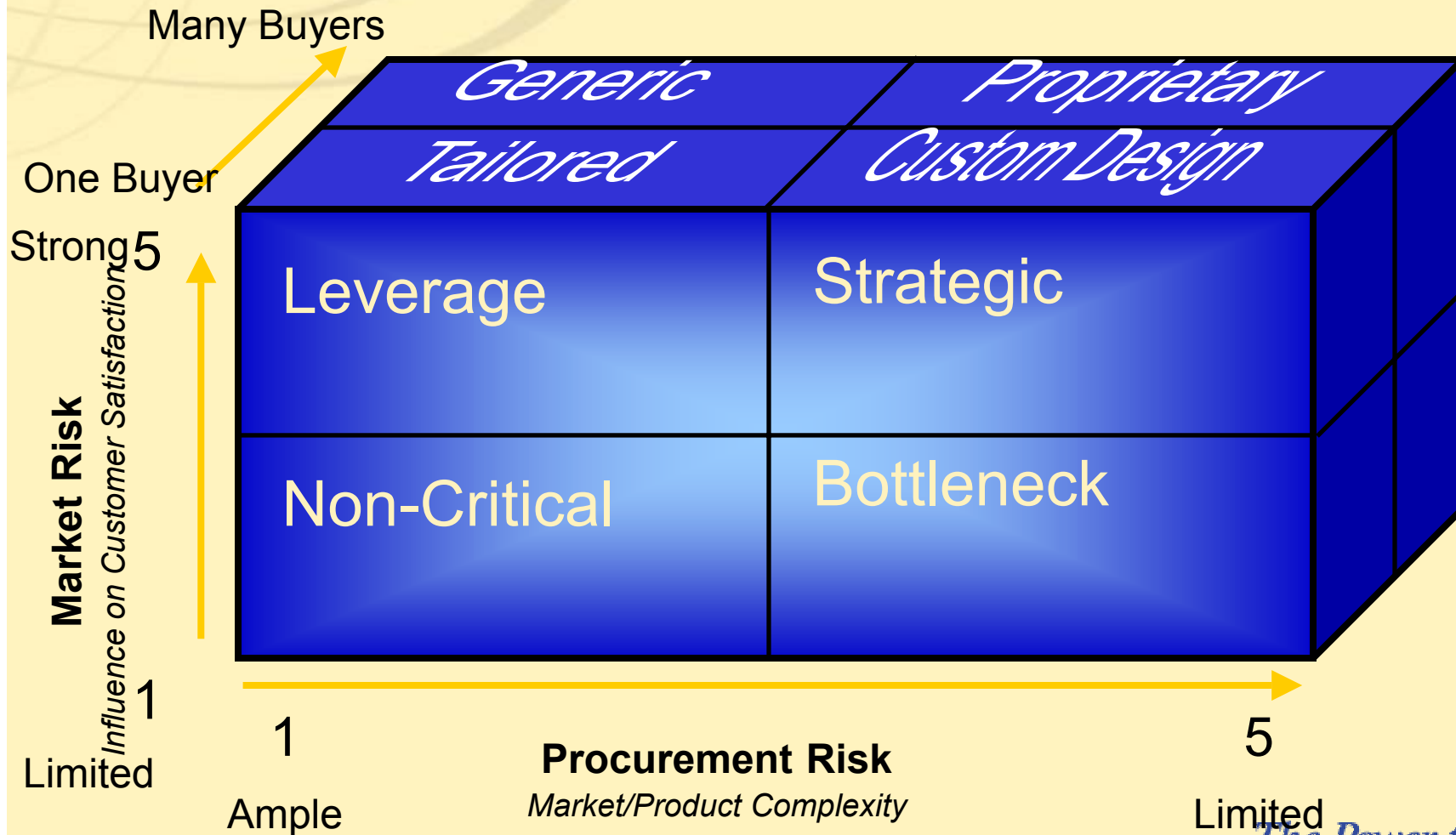
Source: Adapted from Grieco, 1995; Krechevsky, 1996

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Supplier Strategies



Supplier Strategies



The Information Challenge

What do I know about my suppliers?

- Who are my top suppliers?
- What are my most common commodities?
- How can I leverage my spend?
 - How much am I spending with a given supplier?
 - How dependent are they on my business?
 - Are any suppliers linked to a common family tree?
- Which suppliers are at financial risk?

The Problem

Data issue

- Data is not organised to give accurate, consistent and timely information
- Aggregating information at an entity-/commodity-level is difficult
- Linking entities accurately to a family tree is near impossible

Technology issue

- Operational systems are not built for effective decision making

Solution for Supplier Relationship Management

- Extract
- Transform
- Consolidate

*Repeatable
Process*

A graphic on the left side of the slide. It features a large blue triangle pointing right, which overlaps a yellow oval. Inside the yellow oval is a 3D rendering of a database cylinder. The text "E-Commerce" is written in black above the cylinder, and "Consolidate Transaction Data" is written in black below the cylinder.

Consolidate
Transaction Data



Solution for Supplier Relationship Management

E-Commerce

Consolidate
Transaction Data

Data Standardization
& Enhancement

The Power to Know.

Supplier Data Issue

Accuracy/consistency

- “It had 113 separate entries for AT&T alone because different people would enter it as A.T.T or ATT or A T and T”
- “It took 1,000 hours to weed through it. Using typical wages ... that one aspect of data quality cost the project about \$100,000.”

“Unifying Legacy Mix”, Computerworld magazine, April 1997

Data Rationalisation

Legacy Data

Intl' Business Machines
PO Box 41
Portsmouth
Hants PO6
Purchase \$: 178,765.00

IBM
PO Box 41
Portsmouth
Hampshire PO6 3AU
Purchase \$: 237,785.00

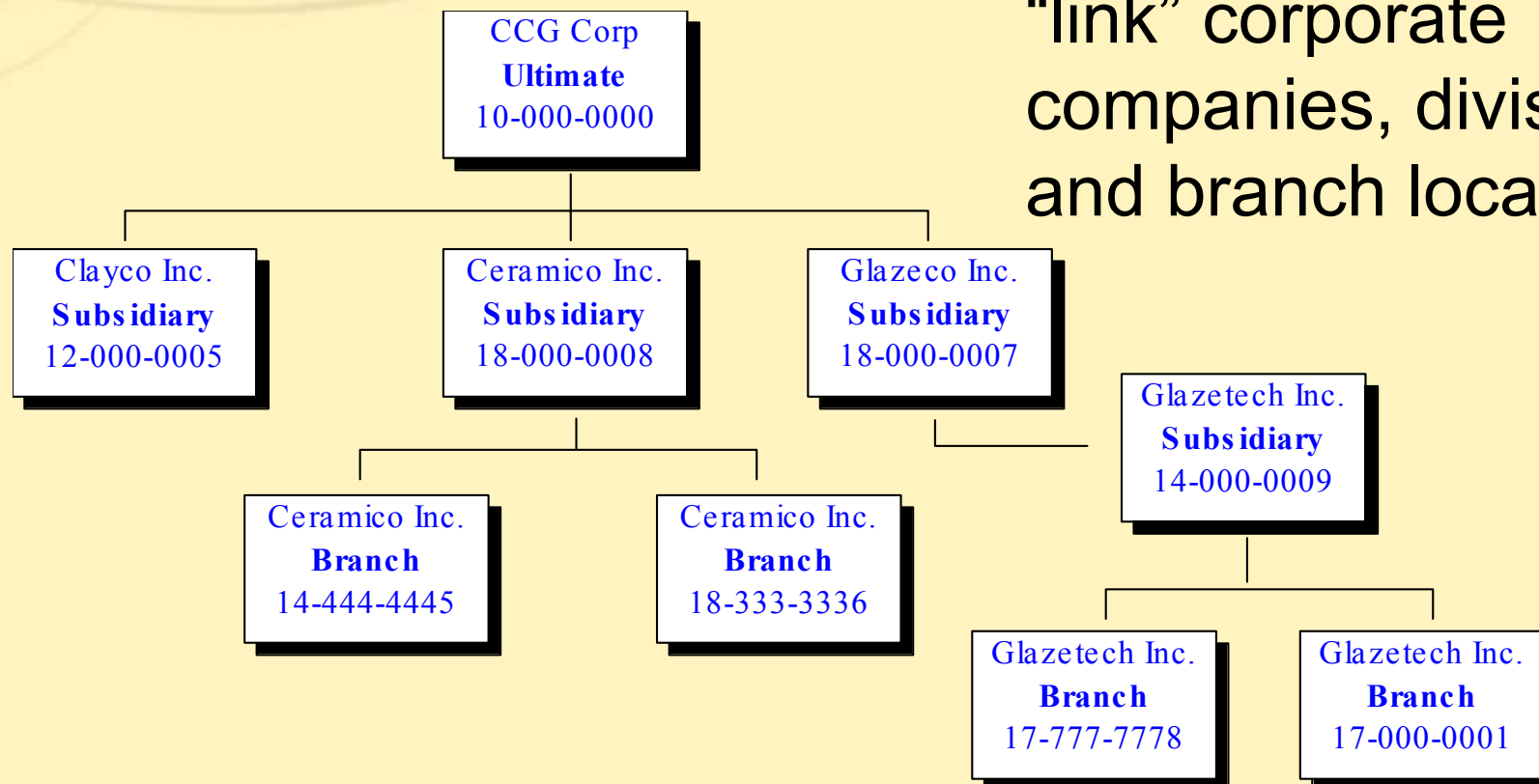
I.B.M. Ltd
PO Box 41
Portsmouth
Hampshire PO6 3AU
Purchase \$: 209,140.00

Rationalised Data

D-U-N-S Nr. 49-122-9738
International Business Machines Ltd
P O Box 41
Portsmouth
Hampshire PO6 3AU
Purchase \$: 625,690.00

Corporate “Family” Linkage

D-U-N-S® Numbers
“link” corporate
companies, divisions,
and branch locations.



Supplier Data Enrichment

- ❑ Risk Information
- ❑ Demographics
- ❑ Geographic
- ❑ Dependency Ratios
- ❑ Historical Information
- ❑ Updated regularly



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Solution for Supplier Relationship Management



Consolidate
Transaction Data



Data Standardization
& Enhancement

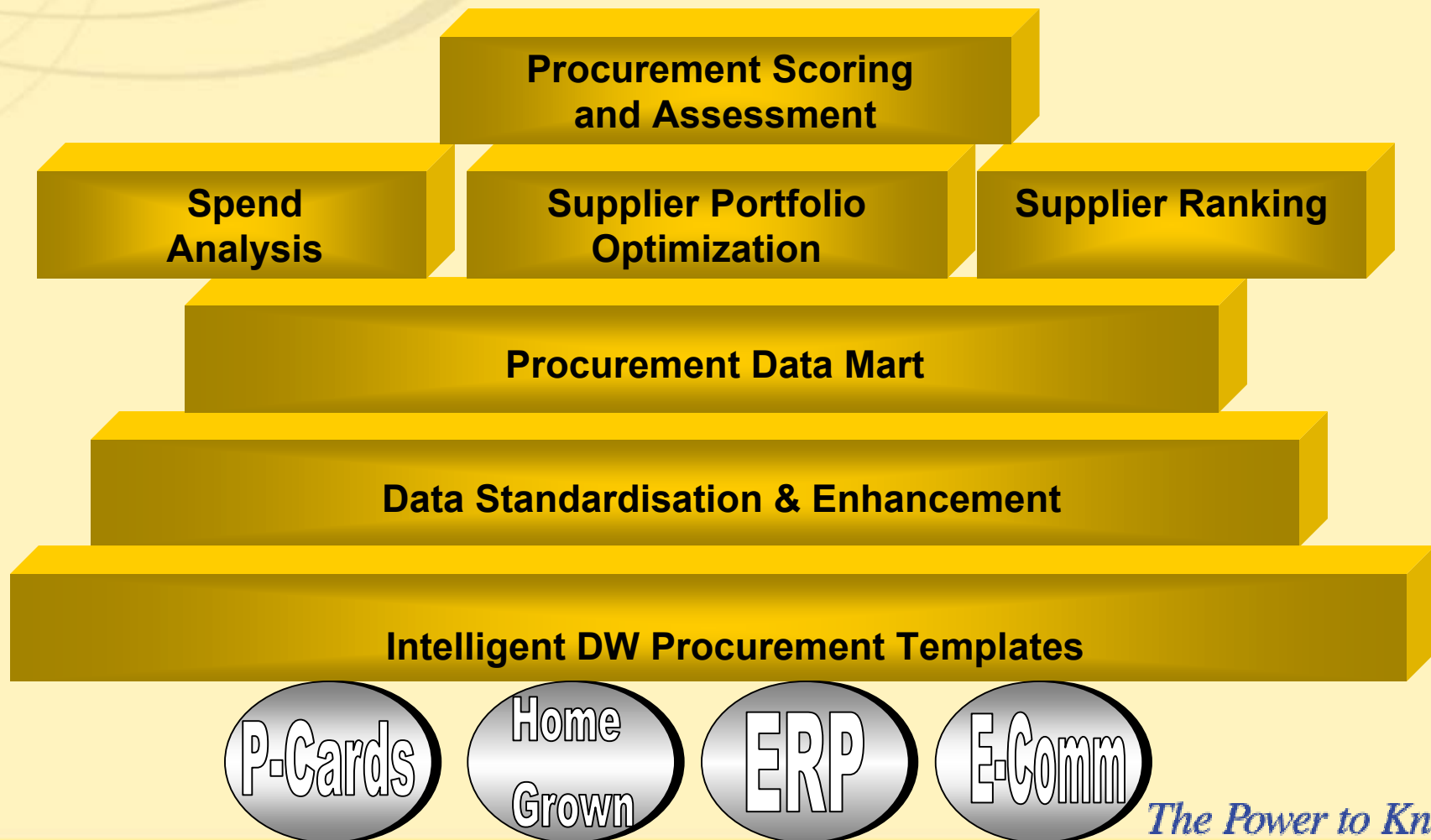


Procurement Knowledge

The Power to Know

An Information Strategy

for Supplier Relationship Management

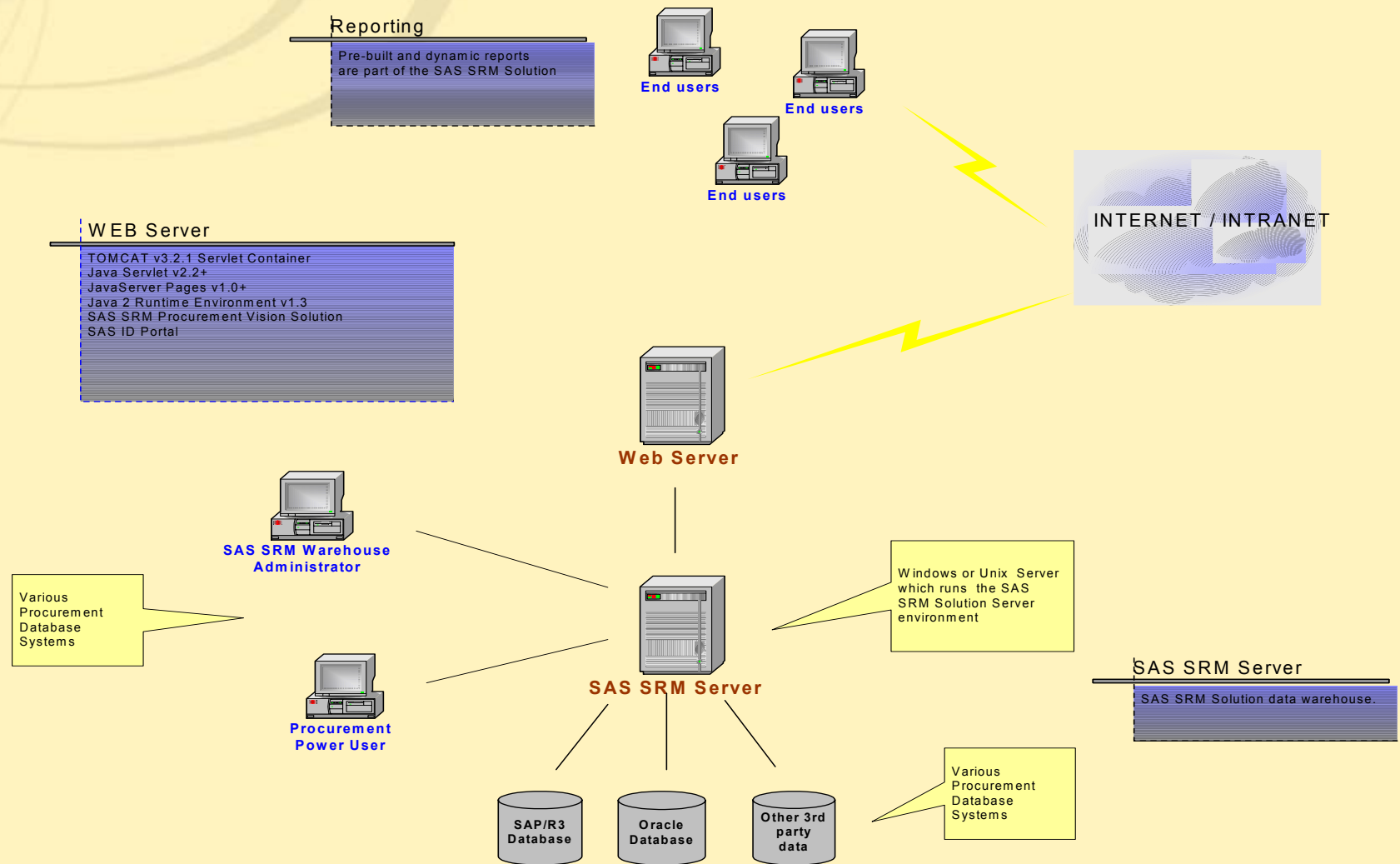


Procurement Intelligence

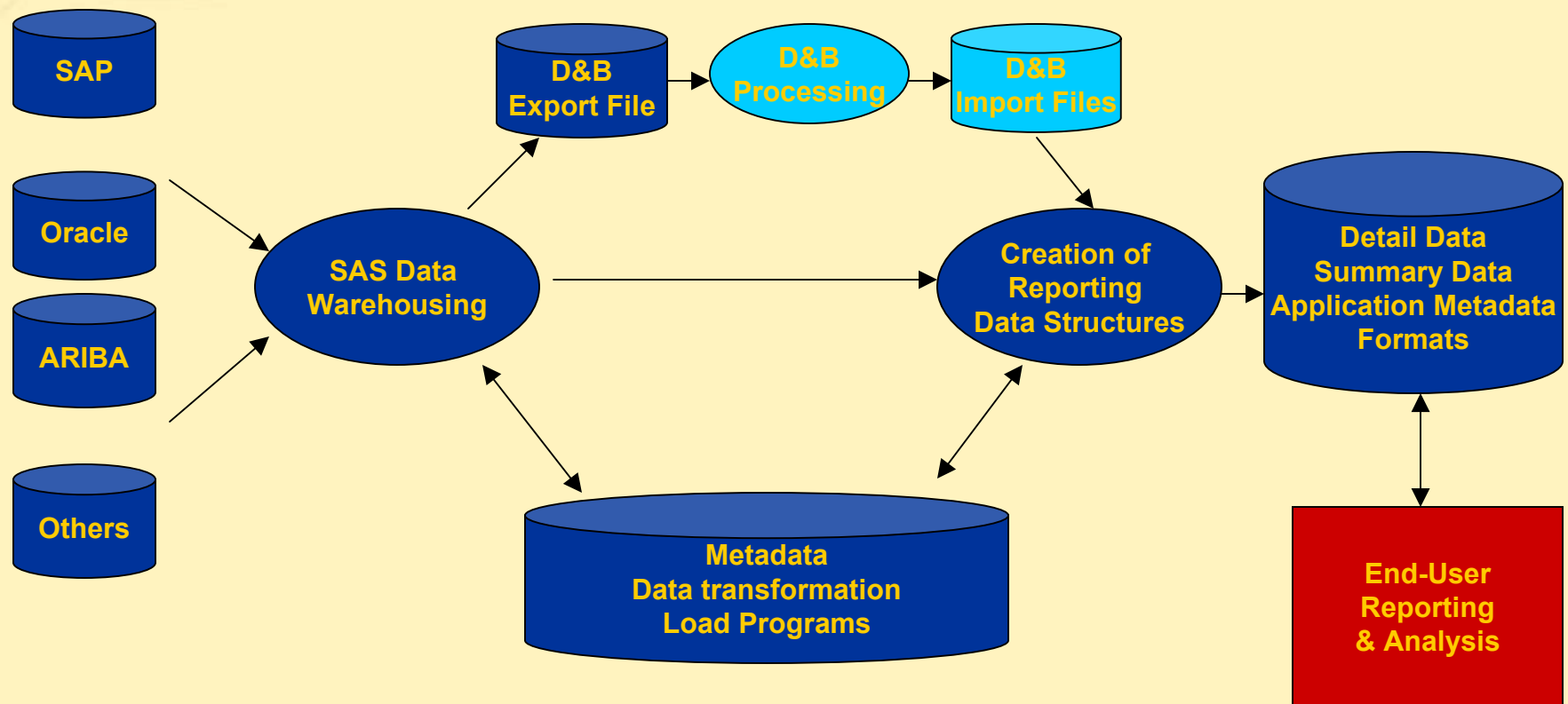
An overview of Procurement Warehouse
architecture and implementation
of Procurement Vision

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SAS® Supplier Relationship Management Solutions Data Architecture

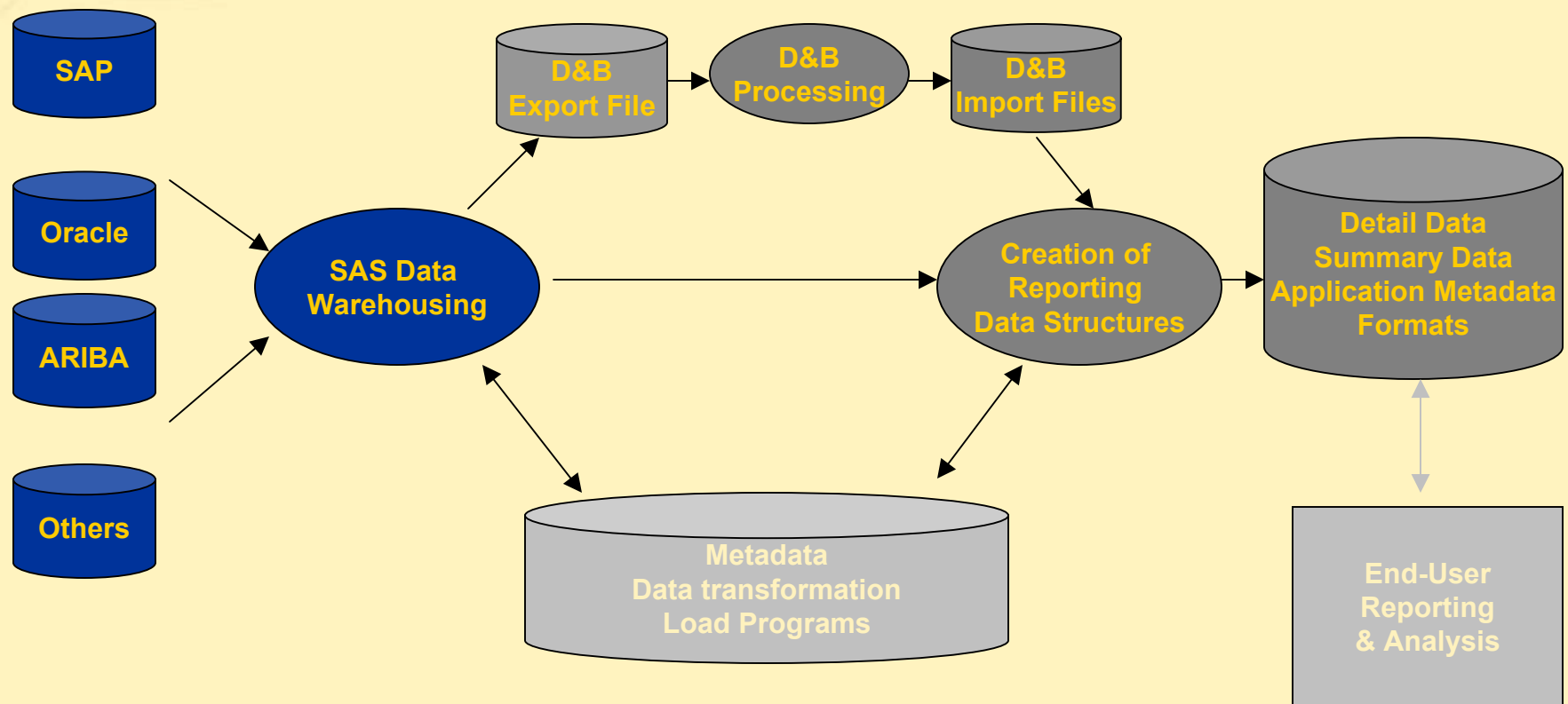


SRM Process Overview (Phase 1)



SRM Process Overview

Initial Load



Typical SRM data model

Dimensions/views

Who

- Division
- Cost centre

What

- Account code
- SIC code
- Commodity

From whom

- Supplier

How

- System used (data source)

When

- Monthly totals

Measures/attributes/facts

All views

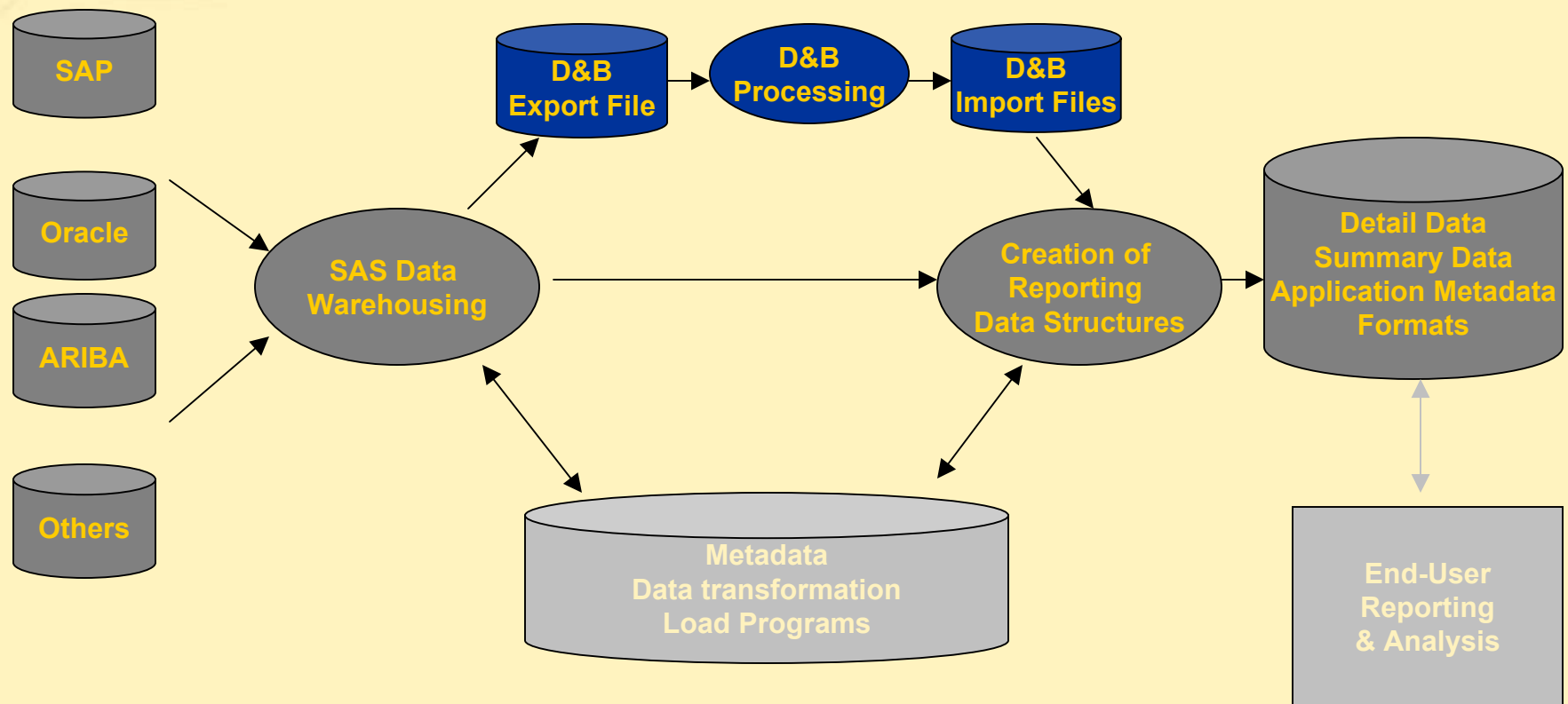
- Spend/# transactions
- This year/last year

Whom

- Turnover
- Dependency ratio
- Risk rating
- Parent/sibling companies

SRM Process Overview

Data Enrichment



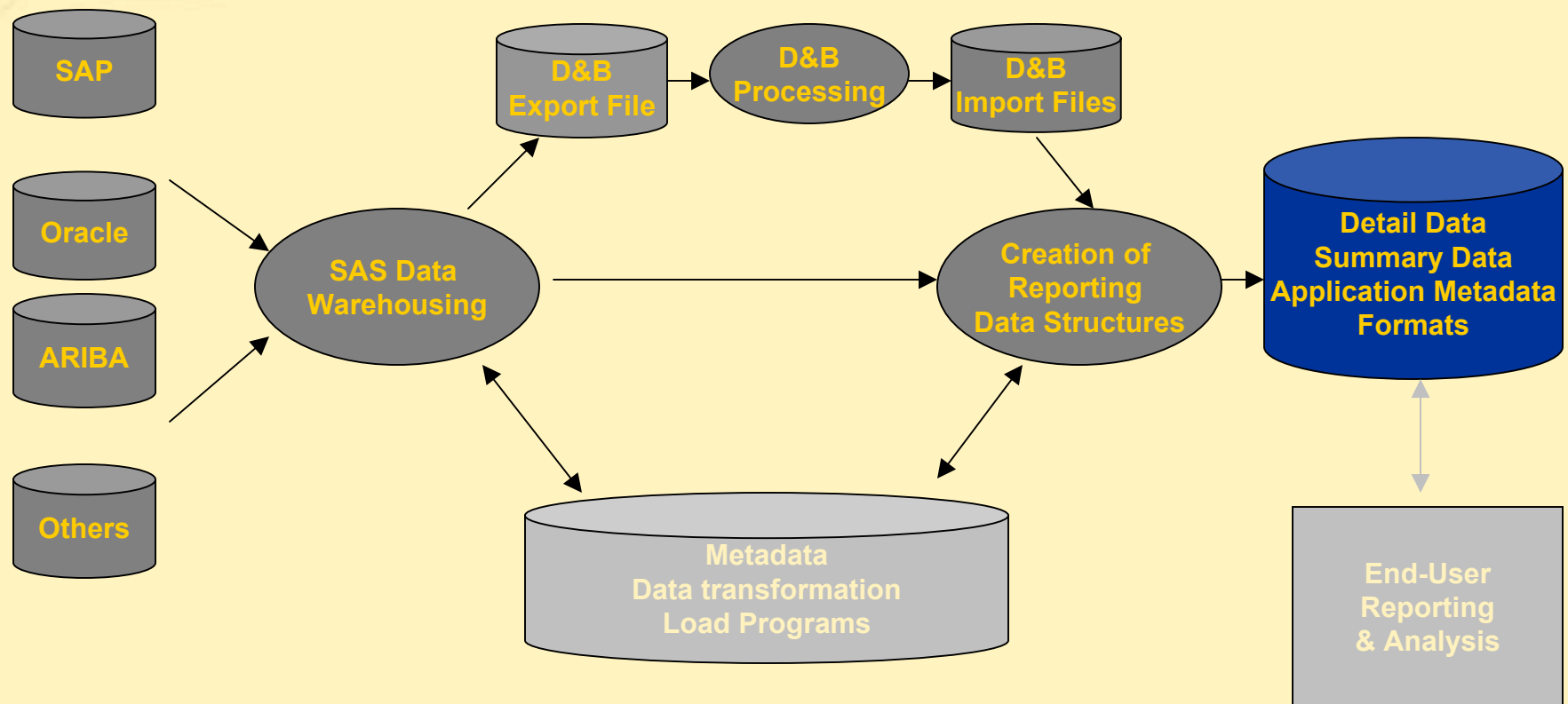
D&B data rationalisation

De-duplication and validation of supplier records

- Machine matching (77%)
- Browse & review (10%)
- Manual look-up (10%)
- Investigation

SRM Process Overview

Metadata Generation



MetaManager: Defining Hierarchies

Procurement Vision MetaManager 2.0 - Microsoft Internet Explorer @ SAS UK & Ireland

File Edit View Favorites Tools Help

Back Forward Stop Search Favorites History

Address http://localhost/scripts/broker.exe?_SERVICE=srmsserver&_PROGRAM=PVMeta.metamanager.sas Go Links

Procurement Vision MetaManager 3.0.03601

Actions

- Hierarchies
- Export Types
- Currencies
- User Table
- Validate Metadata

Levels for Time Hierarchy

	Desc	Order	Active
 	Year	1	Y
 	Quarter	2	Y
 	Month	3	Y
			

Back to Hierarchies

Click on a level description to see the columns associated with a level.

Click on the  tool to edit the description, display status, display order, or detail file

Click on the  tool to remove the level.

Click on the  tool to see filters associated with a level.

Click the  tool in the blank row to add a new level.

Done Local intranet

MetaManager: Adding Columns

Procurement Vision MetaManager 2.0 - Microsoft Internet Explorer @ SAS UK & Ireland

File Edit View Favorites Tools Help

Back Forward Stop Search Favorites History Print

Address http://localhost/scripts/broker.exe?_SERVICE=srmsserver8_PROGRAM=PVMeta.metamanager.sas Go Links

Procurement Vision MetaManager 3.0.03601

Actions

- Hierarchies
- Export Types
- Currencies
- User Table
- Validate Metadata

Columns for Year in Time Hierarchy

Desc	FieldName	Active
☒ Year	YEAR	Y
☒ Invoice Ammount	invoice_amount	Y
☒ Total Invoice Ammount	total_invoice	Y
☒ Total Vendor Ammount	total_vendor	Y

Back to Levels

Click on the  tool to edit the column attributes.
 Click on the  tool to remove the column.
 Click the  tool in the blank row to add a new column.

Adding New Column to level Year and hierarchy Time Hierarchy

Import attributes from COMPANY_DESC Go Add column to CurrentLevel

Adding Column gl_cat_description

Field	New Values
Desc	
ShortDesc	
DisplayLength	15
Format	
Active	Yes
DefaultDisplay	Yes
Currency	No

totaline No piechart No Barchart No

Aggregate No Piechartable No Barchartable No

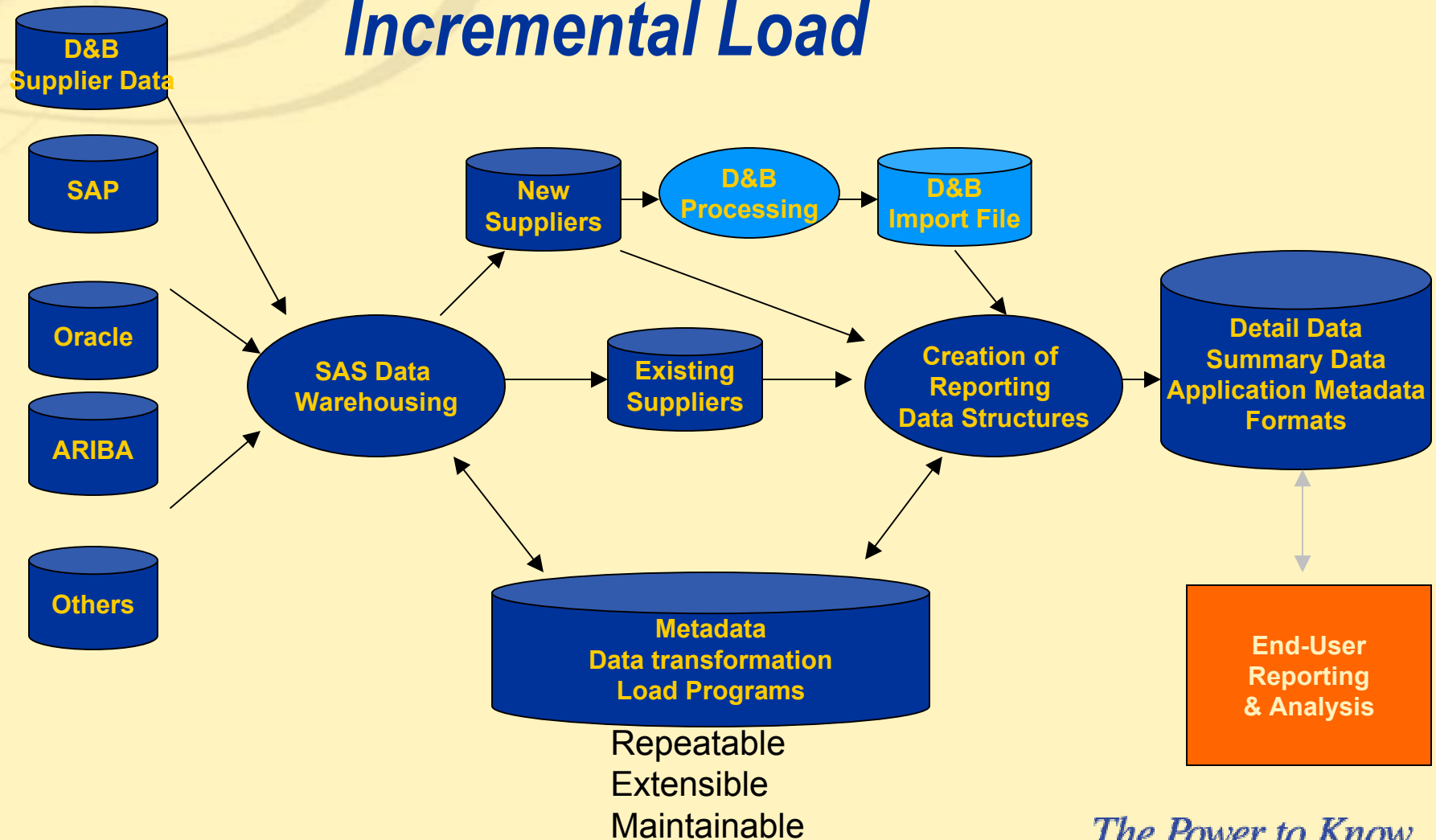
Filter YES - filter on unformatted values Applied to all levels

Update Column Cancel Update

Done Local intranet

SRM Process Overview

Incremental Load



Procurement Vision Main Screen

Procurement Vision 2.1.0 - Microsoft Internet Explorer @ SAS UK & Ireland

File Edit View Favorites Tools Help

Back Forward Stop Home Search Favorites History Print View Source

Address http://suktjp:8080/SRM/jsp/ProcurementVision

Log Off Options Help

Procurement Vision 2.1.0

Current View

- Commodity Hierarchy
- Supplier Hierarchy
- Suppliers
- System Hierarchy

Filter Builder

(Select a Variable) Add Apply Clear Show

OR/NOT	Variable	Action	Value

Viewer

Commodity Hierarchy

Page 1 of 2

Level: UN/SPSC2 Rows: 26

	UN/SPSC2#	UN/SPSC2	Previous Year Spend	Current Year Spend	Trans	Test Computed Column	Previous POs(#)
		Totals	\$240,472,115	\$309,753,992	21512	4601.0	16911
☐	53000000	Apparel Luggage And Personal Toiletry Products	\$2,342	\$3,929	9	5.0	4
☐	47000000	Cleaning Equipment And Supplies	\$434,301	\$573,276	57	21.0	36
☐	25000000	Commercial Military And Private Vehicles Accessories A	\$71,773	\$74,773	1	0.0	1
☐	43000000	Communications Computer Equipment Peripherals Componen	\$29,038,018	\$36,163,297	299	80.0	219
☐	46000000	Defense Law Enforcement Security And Safety Equipment	\$512,091	\$661,374	112	50.0	62
☐	40000000	Distribution And Conditioning Systems Equipment And	\$13,401,758	\$15,900,953	1376	310.0	1066

Local intranet

Login Screen

Mot de passe réseau [?] [X]

 Tapez votre nom d'utilisateur et votre mot de passe.

Site : nbdel024

Domaine : srm.sas.com

Nom d'utilisateur : ADMIN

Mot de passe :

☐ Enregistrer ce mot de passe dans votre liste de mots de passe

OK Annuler

Purchasing Markets

Procurement Vision 2.0 - Microsoft Internet Explorer

Échier Edition Affichage Favoris Outils ?

Précédente Suivante Arrêter Actualiser Démarrage Rechercher Favoris Historique Courrier Imprimer Edition Discussion

Adresse <http://nbdel024.8080/SMS2000EN/jsp/ProcurementVision> OK

Procurement Vision 2.0 Logoff Options Help 

Sélections en cours

- ▶ Markets
- ▶ Commodities
- ▶ Families
- ▶ Global Ultimate
- ▶ Suppliers
- ▶ Suppliers Countries
- ▶ Purchasing Organisation
- ▶ Purchasing Countries
- ▶ EPC

Filtres

(Variables)   

ORNOT	Variable	Action	Valeur

Donnees SMS

Markets   

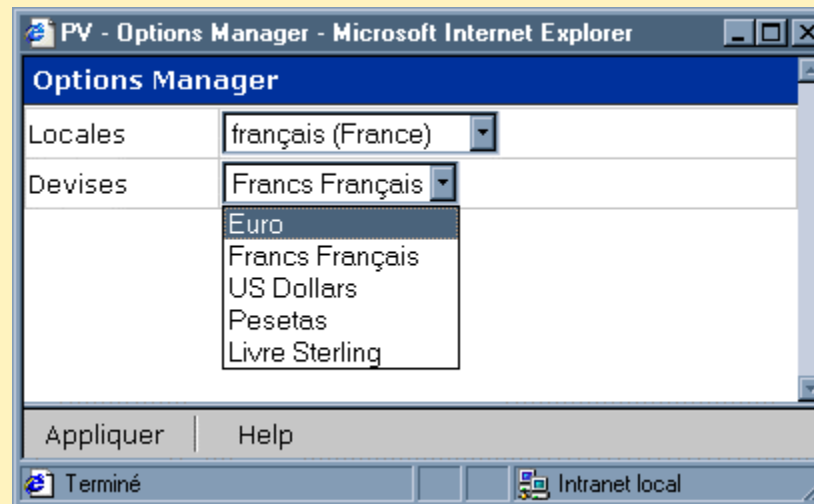
Page 1 sur 1  

Markets : 5, currency : FRF

	Codes	Markets	At end of Dec 2000
		Totals	20 605 082 615
☐	EE	ELECTRONICS AND ELECTRICAL PRODUCTS AND COMPONENTS	5 037 767 154
☐	FC	FABRICATED COMPONENTS (METAL AND PLASTIC)	4 251 165 041
☐	SE	NON PRODUCTION MARKET	3 245 020 132
☐	RM	RAW MATERIALS AND PRODUCTION MEAN	3 805 198 507
☐	--	unknown	4 265 931 779

Intranet local

Options Manager



Revised Main Screen

Procurement Vision 2.0 - Microsoft Internet Explorer

Fichier Edition Affichage Favoris Outils ?

Précédente Suivante Arrêter Actualiser Démarrage Rechercher Favoris Historique Courrier Imprimer Edition Discussion

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Procurement Vision 2.0 Logoff Options Help

Current View

- Markets
- Commodities
- Families
- Global Ultimate
- Suppliers
- Suppliers Countries
- Purchasing Organisation
- Purchasing Countries
- EPC

Filter Builder

(Select a Variable)

OR NOT	Variable	Action	Value

Viewer

Markets

Page 1 of 1

Markets 5, currency : EUR

	Codes	Markets	At end of Dec 2000
		Totals	3 141 018 691
☐	EE	ELECTRONICS AND ELECTRICAL PRODUCTS AND COMPONENTS	767 952 310
☐	FC	FABRICATED COMPONENTS (METAL AND PLASTIC)	648 043 451
☐	SE	NON PRODUCTION MARKET	494 667 703
☐	RM	RAW MATERIALS AND PRODUCTION MEAN	580 060 748
☐	--	unknown	650 294 478

Data Sorting

Procurement Vision 2.0 - Microsoft Internet Explorer

File Edit Affichage Favoris Outils ?

Précédente Suivante Arrêter Actualiser Démarrage Rechercher Favoris Historique Courrier Imprimer Edition Discussion

Adresse http://nbdel024:8080/SMS2000EN/jsp/ProcurementVision

Procurement Vision 2.0 Logoff Options Help sas

Current View

- ▶ Markets
- ▶ Commodities
- ▶ Families
- ▶ Global Ultimate
- ▶ Suppliers
- ▶ Suppliers Countries
- ▶ Purchasing Organisation
- ▶ Purchasing Countries
- ▶ EPC

Filter Builder

(Select a Variable) + - *

ORNOT	Variable	Action	Value

Viewer

Markets

Page 1 of 1

Markets : 5, currency : EUR

	Codes	Markets	At end of Dec 2000
		Totals	3 141 018 691
☐	EE	ELECTRONICS AND ELECTRICAL PRODUCTS AND COMPONENTS	767 952 310
☐	--	unknown	650 294 478
☐	FC	FABRICATED COMPONENTS (METAL AND PLAST)	648 043 451
☐	RM	RAW MATERIALS AND PRODUCTION MEAN	580 060 748
☐	SE	NON PRODUCTION MARKET	494 667 703

Intranet local

Drilldown on EE market

Procurement Vision 2.0 - Microsoft Internet Explorer

Fichier Edition Affichage Favoris Outils ?

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Procurement Vision 2.0 Logoff Options Help sas.

Current View

▼Markets: ± 1

- Root Root
- ± Markets **ELECTRONICS AND ELECTRICAL PRODUCTS AND COMPONENTS**
- Commodities
- Families
- Global Ultimate
- Suppliers
- Suppliers Countries
- Purchasing Organisation
- Purchasing Countries

Filter Builder

(Select a Variable) [icon] [icon] [icon]

ORNOT	Variable	Action	Value

Viewer

Markets [icon] [icon] [icon]

Page 1 of 1 [icon] [icon]

Commodities : 16, currency : EUR

	Codes	Commodities	At end of Dec 2000
		Totals	767 952 310
☐	50	SWITCHBOARDS	12 842 318
☐	51	LV APPARATUS	106 416 274
☐	52	DETECTION-MEASUR.& SIGNAL PROCES.	58 092 188
☐	54	CABLES,PREFAB.WIRES & BUSBAR TRUNK.	16 095 162
☐	55	INDUSTRIAL CONNECTORS	37 765 606
☐	56	SUB-CONTR.OF ELECTRO-MECHAN.ASEMB.	28 624 979
☐	57	ELECTRICAL POWER EQUIPT. & ACCESSO.	34 114 852
☐	60	SEMI CONDUCTORS	141 254 010
☐	61	RESISTORS, CAPACITORS, RELAYS, FILTERS	14 138 702
☐	63	ELECTRONIC CONNECTORS, CORDS AND CABLES ASSEMBLY	25 694 024
☐	64	ELECTRONICS SUBCONTRACTING	133 310 879
☐	65	PRINTED CIRCUITS BOARDS	72 848 207
☐	67	DESIGN, SOFTWARE AND DATA SYSTEMS	29 624 967
☐	68	POWER SUPPLIES AND PCB WINDINGS	11 796 622

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Drilldown on semi-conductors

Procurement Vision 2.0 - Microsoft Internet Explorer

File Edit Affichage Favoris Outils ?

Précédente Suivante Arrêter Actualiser Démarrage Rechercher Favoris Historique Courrier Imprimer Edition Discussion

Adresse http://nbdel024:8080/SMS2000EN/jsp/ProcurementVision

Procurement Vision 2.0 Logoff Options Help sas

Current View

Markets: ±=2

- Root Root
- Markets ELECTRONICS AND ELECTRICAL PRODUCTS AND COMPONENTS
- Commodities SEMI CONDUCTORS
- Commodities
- Families
- Global Ultimate
- Suppliers
- Suppliers Countries
- Purchasing Organisation

Filter Builder

(Select a Variable) + -

OR/NOT	Variable	Action	Value

Viewer

Markets

Page 1 of 2

Families : 31, currency : EUR

Codes	Families	At end of Dec 2000
	Totals	141 254 010
☐ 60K	MICROCONTROLLERS	84 355 996
☐ 60F	IGBT MODULES	7 108 406
☐ 6PJ	POWER ELECTRONIC EQUIPMENTS	5 637 705
☐ 69A	NUMERIC ASICS	4 559 155
☐ 69K	LARGE SCREEN LCD > 10"4	3 713 621
☐ 60A	SIGNAL DISCRETES	3 556 129
☐ 60N	INTERFACE CIRCUITS, PERIPHERICS, CONVERTERS AD/DA	3 489 269
☐ 69B	ANALOG ASICS	2 651 640
☐ 60J	LINEAR INTEGRATED CIRCUITS	2 576 637
☐ 60T	EEPROM, FLASH MEMORIES	2 522 809
☐ 60P	SRAM MEMORIES	2 329 441
☐ 60G	OPTOCOPLERS	2 125 925
☐ 60E	VISIBLE LEDS, DISPLAY LEDS	2 119 715
☐ 60C	LOW POWER DISCRETES (TO 220, TO 3, ISOTOP)	2 081 486
☐ 60B	THYRISTORS - GTO ZTO AND TRIACS	1 962 799
☐ 60L	MICROPROCESSORS	1 562 848

Terminé Intranet local

Product Selection

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File Edit Affichage Favoris Outils ?

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Adresse <http://nbdel024:8080/SMS2000EN/jsp/ProcurementVision> OK

Procurement Vision 2.0 Logoff Options Help sas

Current View

Markets: $\uparrow=2$, $\checkmark=1$

- Root
- Markets ELECTRONICS AND ELECTRICAL PRODUCTS AND COMPONENTS
- Commodities SEMI CONDUCTORS
- Families MICROCONTROLLERS
- Commodities
- Families
- Global Ultimate
- Suppliers
- Suppliers Countries
- Purchasing Organisation
- Purchasing Countries
- EPC

Filter Builder

(Select a Variable)

ORNOT	Variable	Action	Value

Viewer

Markets

Page 1 of 2

Families : 31, currency : EUR

	Codes	Families	At end of Dec 2000
☒	60K	Totals	141 254 010
☒	60K	MICROCONTROLLERS	84 355 996
☐	60F	IGBT MODULES	7 108 406
☐	6PJ	POWER ELECTRONIC EQUIPMENTS	5 637 705
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☐	60G	OPTOCOPLERS	2 125 925
☐	60E	VISIBLE LEDS, DISPLAY LEDS	2 119 715
☐	60C	LOW POWER DISCRETES (TO 220, TO 3, ISOTOP)	2 081 486
☐	60B	THYRISTORS - GTO ZTO AND TRIACS	1 962 799
☐	60L	MICROPROCESSORS	1 562 848

Intranet local

Changed Dimension View

Procurement Vision 2.0 - Microsoft Internet Explorer

File Edit Affichage Favoris Outils ?

Précédente Suivante Arrêter Actualiser Démarrage Rechercher Favoris Historique Courrier Imprimer Edition Discussion

Adresse http://nbdel024:8080/SMS2000EN/jsp/ProcurementVision

Procurement Vision 2.0 Logoff Options Help sas

Current View

▼ Markets: $\pm=2$, $\vee=1$

- Root Root
- ± Markets ELECTRONICS AND ELECTRICAL PRODUCTS AND COMPONENTS
- ± Commodities SEMI CONDUCTORS
- ✓ Families MICROCONTROLLERS
- Commodities
- Families
- Global Ultimate
- Suppliers
- Suppliers Countries
- Purchasing Organisation
- Purchasing Countries
- EPC

Filter Builder

(Select a Variable) + - *

ORNOT	Variable	Action	Value

Viewer

Global Ultimate

Page 1 of 1

Global Ultimate : 18, currency : EUR

	Codes	Global Ultimate	At end of Dec 2000
	Totals		84 355 996
☐	OTHER	OTHER	82 134 801
☐	006995419	CNXXX - XXXVA- XXX -006	931 769
☐	316067164	GAXXX - XXXIS- XXX -316	575 817
☐	772616751	SIXXX - XXXYS- XXX -772	225 618
☐	383614138	VNXXX - XXXTS- XXX -383	195 197
☐	275940476	NOXXX - XXXTS- XXX -275	131 887
☐	267151801	ROXXX - XXXAF- XXX -267	60 700
☐	690541685	NOXXX - XXXEN- XXX -690	37 722
☐	382594950	LRXXX - XXXEH- XXX -382	25 578
☐	121385264	NOXXX - XXXTA- XXX -121	9 605
☐	049159957	CNXXX - XXXRA- XXX -049	9 349
☐	059728071	PRXXX - XXXUF- XXX -059	6 921
☐	361288640	NOXXX - XXXIV- XXX -361	4 130
☐	175624063	LEXXX - XXXIN- XXX -175	3 837
☐	411189202	VNXXX - XXXTS- XXX -411	2 942
☐	380646745	KEXXX - XXXEN- XXX -380	-32
☐	767582976	ECXXX - XXXLE- XXX -767	91
☐	394414163	CEXXX - XXXEC- XXX -394	58

Intranet local

Data View Interigation

Procurement Vision 2.0 - Microsoft Internet Explorer

Adresse <http://nbdel024.8080/SMS2000EN/jsp/ProcurementVision>

Procurement Vision 2.0 Logoff Options Help

Current View

▼ Markets: ±=2, √=1

- Root Root
- ± Markets ELECTRONICS AND ELECTRICAL PRODUCTS AND COMPONENTS
- ± Commodities SEMI CONDUCTORS
- ✓ Families MICROCONTROLLERS
- Commodities
- Families
- Global Ultimate
- Suppliers
- Suppliers Countries
- Purchasing Organisation
- Purchasing Countries
- EPC

Filter Builder

(Select a Variable) [Add] [Remove] [Reset]

OR/NOT	Variable	Action	Value

Viewer

Purchasing Organisation [Dropdown]

Page 1 of 1

Purchasing Organisations : 3, currency : EUR

Codes	Purchasing Organisations	At end of Dec 2000
☐ AUT	Totals	84 355 996
☐ FRA	AUT	2 671 355
☐ SNA	French DIGE	1 722 562
	USA, Canada, Mexique	79 962 078

Terminé Intranet local

Further Data View Interigation

Procurement Vision 2.0 - Microsoft Internet Explorer

Adresse: http://nbdel024-8080/SMS2000EN/jsp/ProcurementVision

Logoff Options Help

Current View

- Markets: $\uparrow=2$, $\checkmark=1$
 - Root Root
 - Markets ELECTRONICS AND ELECTRICAL PRODUCTS AND COMPONENTS
 - Commodities SEMI CONDUCTORS
 - Families MICROCONTROLLERS
 - Commodities
 - Families
 - Global Ultimate
 - Suppliers
 - Suppliers Countries
- Purchasing Organisation: $\uparrow=1$
 - Root Root
 - Purchasing Organisations USA, Canada, Mexique
 - Purchasing Countries
 - EPC

Filter Builder

(Select a Variable) $\oplus$ $\otimes$ $\otimes$

ORNOT	Variable	Action	Value

Viewer

Purchasing Organisation

Page 1 of 1

Divisions : 2, currency : EUR

	Codes	Divisions	At end of Dec 2000
		Totals	79 962 078
☐	CA	Canada	506 419
☒	US	United States	79 455 658

Terminé

Intranet local

Supplier View

Procurement Vision 2.0 - Microsoft Internet Explorer

File Edit Affichage Favoris Outils ?

Précédente Suivante Arrêter Actualiser Démarrage Rechercher Favoris Historique Courrier Imprimer Edition Discussion

Adresse <http://nbdel024:8080/SMS2000EN/jsp/ProcurementVision> OK

Procurement Vision 2.0 Logoff Options Help sas

Current View

▼ Markets: $\uparrow=2$, $\checkmark=1$

- Root Root
- $\uparrow$ Markets ELECTRONICS AND ELECTRICAL PRODUCTS AND COMPONENTS
- $\uparrow$ Commodities SEMI CONDUCTORS
- ✓ Families MICROCONTROLLERS
- Commodities
- Families
- ▼ Global Ultimate
- Root Root
- Suppliers
- Suppliers Countries
- ▼ Purchasing Organisation: $\uparrow=1$, $\checkmark=1$
- Root Root
- $\uparrow$ Purchasing Organisations USA, Canada, Mexique
- ✓ Divisions United States
- Purchasing Countries
- EPC

Filter Builder

(Select a Variable)   

ORNOT	Variable	Action	Value

Viewer

Suppliers

Page 1 of 1

Suppliers : 2, currency : EUR

	Codes Duns	Suppliers	At end of Dec 2000
☐	OTHER	Totals	79 455 658
☐	175624063	OTHER	79 451 821
☐	175624063	LEXXX - XXXIN- XXX -175	3 837

Terminé Intranet local

Export Manager

Procurement Vision 2.0 - Microsoft Internet Explorer

Fichier Edition Affichage Favoris Outils ?

Précédente Suivante Arrêter Actualiser Démarrage Rechercher Favoris Historique Courrier Imprimer Edition Discussion

Adresse http://nbdel024:8080/SMS2000EN/jsp/ProcurementVision

Procurement Vision 2.0 Logoff Options Help sas

Current View

- Markets: f=2, v=1
 - Root Root
 - Markets ELECTRONICS AND ELECTRICAL PRODUCTS AND COMPONENTS
 - Commodities SEMI CONDUCTORS
 - Families MICROCONTROLLERS
- Commodities
- Families
- Global Ultimate
 - Root Root
 - Suppliers
 - Suppliers Countries
 - Purchasing Organisations
 - Root Root
 - Purchasing Countries
 - EPC

Filter Builder

(Select a Variable)

ORNOT	Variable	Action	Value

Viewer

Global Ultimate

Page 1 of 1

Global Ultimate : 18, currency : EUR

	Global Ultimate	At end of Dec 2000
Totals		84 355 996
OTHER		82 134 801
CNXXX - XXXVA- XXX -006		931 769
GAXXX - XXXIS- XXX -316		575 817
SIXXX - XXXYS- XXX -772		225 618
VNXXX - XXXTS- XXX -383		195 197
NOXXX - XXXTS- XXX -275		131 887
ROXXX - XXXAF- XXX -267		60 700
NOXXX - XXXEN- XXX -690		37 722
LRXXX - XXXEH- XXX -382		25 578
NOXXX - XXXTA- XXX -121		9 605
CNXXX - XXXRA- XXX -049		9 349
PRXXX - XXXUF- XXX -059		6 921
NOXXX - XXXIV- XXX -361		4 130
LEXXX - XXXIN- XXX -175		3 837
VNXXX - XXXTS- XXX -411		2 942
KEXXX - XXXEN- XXX -380		-32
ECXXX - XXXLE- XXX -767		91
CEXXX - XXXEC- XXX -394		58

PV - Export Manager - Microsoft Internet Explorer

Fichier Edition Affichage Favoris Outils ?

Export Manager

Select Export Type:

HTML

HTML

Rich Text Format

Export Help

Terminé Intranet local

Démarrer Boîte de... Start SA... bin c:\WDK1... Procure... Paint Sh... Tomcat... PV - E... 14:49

HTML Output

PV - Export Manager - Microsoft Internet Explorer

Fichier Edition Affichage Favoris Outils ?

Précédente Suivante Arrêter Actualiser Démarrage Rechercher Favoris Historique Courrier Imprimer Edition Discussion

Adresse D:\fraere\Consulting Organisation\Seugi2001\PV - Export Manager.htm

Export Results

The SAS System

User: ADMIN
-
**Global Ultimate
Markets
 > ELECTRONICS AND ELECTRICAL PRODUCTS AND COMPONENTS
 > SEMI CONDUCTORS
 X MICROCONTROLLERS
 -

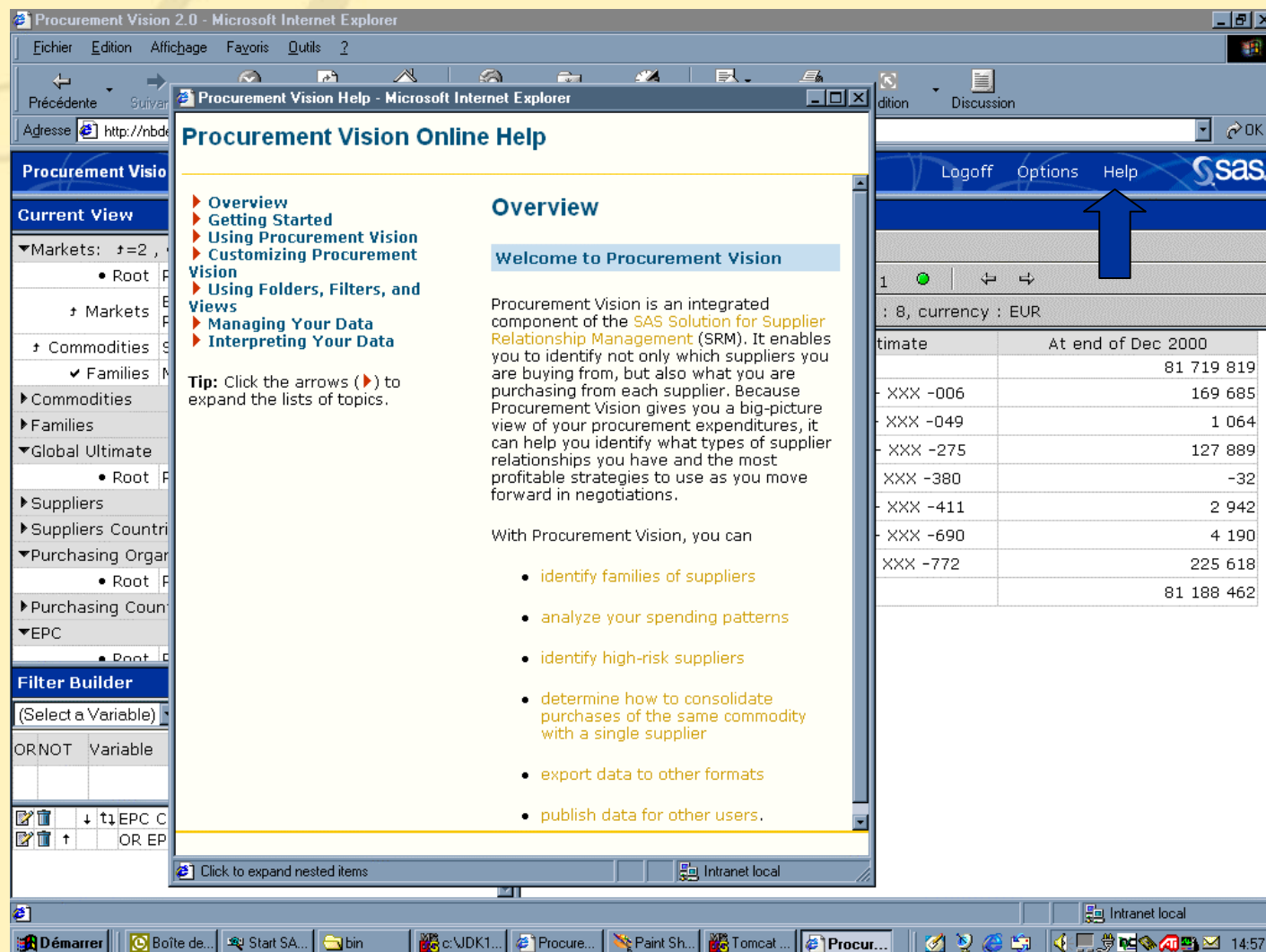
The SAS System

rowcount	PVINTID	duns_groupeU	duns_groupeF	spendF
18	OTHER	OTHER	OTHER	82 134 801
18	006995419	006995419	CNXXX - XXXVA- XXX -006	931 769
18	316067164	316067164	GAXXX - XXXIS- XXX -316	575 817
18	772616751	772616751	SIXXX - XXXYS- XXX -772	225 618
18	000011100	000011100	UNXXX - XXXTS- XXX -000	105 107

Terminé

Intranet local

Procurement Vision Help



Procurement Vision Online Help

Overview

Welcome to Procurement Vision

Procurement Vision is an integrated component of the SAS Solution for Supplier Relationship Management (SRM). It enables you to identify not only which suppliers you are buying from, but also what you are purchasing from each supplier. Because Procurement Vision gives you a big-picture view of your procurement expenditures, it can help you identify what types of supplier relationships you have and the most profitable strategies to use as you move forward in negotiations.

With Procurement Vision, you can

- identify families of suppliers
- analyze your spending patterns
- identify high-risk suppliers
- determine how to consolidate purchases of the same commodity with a single supplier
- export data to other formats
- publish data for other users.

Tip: Click the arrows (▶) to expand the lists of topics.

Estimate	At end of Dec 2000
	81 719 819
XXX -006	169 685
XXX -049	1 064
XXX -275	127 889
XXX -380	-32
XXX -411	2 942
XXX -690	4 190
XXX -772	225 618
	81 188 462

Filter Builder

Procurement Vision 2.0 - Microsoft Internet Explorer

Adresse: <http://nbdel024:8080/SMS2000EN/jsp/ProcurementVision>

Logoff Options Help

Current View

- Markets: $\uparrow=2$, $\downarrow=1$
 - Root Root
 - Markets ELECTRONICS AND ELECTRICAL PRODUCTS AND COMPONENTS
 - Commodities SEMI CONDUCTORS
 - Families MICROCONTROLLERS
- Global Ultimate
 - Root Root
- Suppliers
- Suppliers Countries
- Purchasing Organisation
 - Root Root
- Purchasing Countries
- EPC

Filter Builder

EPC Codes

OR NOT	Variable	Action
☐	EPC Codes	Contains

DMT
DNO
DRG
DSU
DTE
E00
E01
E05
E07
EDM
EMM
E012

Viewer

Global Ultimate

Page 1 of 1

Global Ultimate : 18, currency : EUR

	Codes Duns	Global Ultimate	At end of Dec 2000
☐	OTHER	Totals	84 355 996
☐	006995419	CNXXX - XXXVA- XXX -006	82 134 801
☐	316067164	GAXXX - XXXIS- XXX -316	931 769
☐	772616751	SIXXX - XXXYS- XXX -772	575 817
☐	383614138	VNXXX - XXXTS- XXX -383	225 618
☐	275940476	NOXXX - XXXTS- XXX -275	195 197
☐	267151801	ROXXX - XXXAF- XXX -267	131 887
☐	690541685	NOXXX - XXXEN- XXX -690	60 700
☐	382594950	LRXXX - XXXEH- XXX -382	37 722
☐	121385264	NOXXX - XXXTA- XXX -121	25 578
☐	049159957	NOXXX - XXXTA- XXX -121	9 605
☐	059728071	CNXXX - XXXRA- XXX -049	9 349
☐	361288640	PRXXX - XXXUF- XXX -059	6 921
☐	175624063	NOXXX - XXXIV- XXX -361	4 130
☐	411189202	LEXXX - XXXIN- XXX -175	3 837
☐	380646745	VNXXX - XXXTS- XXX -411	2 942
☐	767582976	KEXXX - XXXEN- XXX -380	-32
☐	394414163	ECXXX - XXXLE- XXX -767	91
☐		CEXXX - XXXEC- XXX -394	58

Terminé

Paint Shop Pro - let's export this report

Intranet local

Filter Builder

Procurement Vision 2.0 - Microsoft Internet Explorer

Adresse: <http://nbdel024.8080/SMS2000EN/jsp/ProcurementVision>

Logoff Options Help

Current View

- Markets: $\uparrow=2$, $\downarrow=1$
 - Root Root
 - Markets ELECTRONICS AND ELECTRICAL PRODUCTS AND COMPONENTS
 - Commodities SEMI CONDUCTORS
 - Families MICROCONTROLLERS
- Commodities
- Families
- Global Ultimate
 - Root Root
- Suppliers
- Suppliers Countries
- Purchasing Organisation
 - Root Root
- Purchasing Countries
- EPC
 - Root Root

Filter Builder

EPC Codes

OR NOT	Variable	Action
☒	EPC Codes	Contains

EPC Codes Equals 0AA

Viewer

EPC

Page 1 of 2

EPC : 21, currency : EUR

Codes	EPC	At end of Dec 2000
	Totals	84 355 996
☐ 0AA	Resale	79 048 464
☐ SAF	SCHNEIDER AUTOMATION France	2 671 355
☐ T6W	TE/PROD VVD PACY2	1 177 319
☐ 078	Monroe	392 473
☐ PRO	PRODIPACT	315 160
☐ 054	Bramela	263 774
☐ 051	Waterman	224 318
☐ T3N	TE/PROD DHM EDM AGRIERS	213 195
☐ T2A	TE/DIR FONCT CCI IDF NORM	9 257
☐ 056	Edmonton	9 113
☐ 0F9	Richmond	7 798
☐ 068	Middletown	5 700
☐ 046	Senica	4 382
☐ V00	CONTROLE COMMANDE AB	4 356
☐ 017	Smyrna	3 837
☐ SAP	SAE GARDY	1 960
☐ 057	St. Hubert	1 415
☐ 043	Chicago	800

Intranet local

Filter Results

Procurement Vision 2.0 - Microsoft Internet Explorer

Fichier Edition Affichage Favoris Outils ?

Précédente Suivante Arrêter Actualiser Démarrage Rechercher Favoris Historique Courrier Imprimer Edition Discussion

Adresse <http://nbdel024-8080/SMS2000EN/jsp/ProcurementVision> OK

Procurement Vision 2.0 Logoff Options Help sas

Current View

▼ Markets: $\uparrow=2$, $\downarrow=1$

- Root Root
- Markets ELECTRONICS AND ELECTRICAL PRODUCTS AND COMPONENTS
- Commodities SEMI CONDUCTORS
- Families MICROCONTROLLERS

► Commodities

► Families

▼ Global Ultimate

- Root Root

► Suppliers

► Suppliers Countries

▼ Purchasing Organisation

- Root Root

► Purchasing Countries

▼ EPC

- Root Root

Filter Builder

(Select a Variable)    

OR NOT	Variable	Action	Value
	↓ EPC Codes Equals 0AA		
	↑ OR EPC Codes Contains SAF		

Terminé 

Viewer

Global Ultimate 

Page 1 of 1  

Global Ultimate : 8, currency : EUR

	Codes Sums	Global Ultimate	At end of Dec 2000
☐	Totals		81 719 819
☐	OTHER	OTHER	81 188 462
☐	772616751	SIXXX - XXXYS- XXX -772	225 618
☐	006995419	CNXXX - XXXVA- XXX -006	169 685
☐	275940476	NOXXX - XXXTS- XXX -275	127 889
☐	690541685	NOXXX - XXXEN- XXX -690	4 190
☐	411189202	VNXXX - XXXTS- XXX -411	2 942
☐	049159957	CNXXX - XXXRA- XXX -049	1 064
☐	380646745	KEXXX - XXXEN- XXX -380	-32

Intranet local

Views Manager

Procurement Vision 2.0 - Microsoft Internet Explorer

File Edit View Favorites Tools ?

Précédente Suivante Arrêter Actualiser Démarrage Rechercher Favoris Historique Courrier Imprimer Edition Discussion

Adresse <http://nbdel024.8080/SMS2000EN/jsp/ProcurementVision> OK

Procurement Vision 2.0 Logoff Options Help **sas.**

Current View Viewer

Markets: ±=2, v=

- Root Root
- Markets ELE PRC
- Commodities SEI
- Families MIC
- Commodities
- Families
- Global Ultimate
- Root Root
- Suppliers
- Suppliers Countries
- Purchasing Organisation
- Root Root
- Purchasing Countries
- EPC
- Root Root

Filter Builder

(Select a Variable) + -

OR NOT	Variable	Action	Value
	↑ EPC Codes Equals		0AA
	↑ OR EPC Codes Contains		SAF

PV - View Manager - Microsoft Internet Explorer

View Manager

Folders Favorites[new] Owner ADMIN

My Folder

of 1

Ultimate : 8, currency : EUR

Global Ultimate	At end of Dec 2000
- XXXVA- XXX -006	81 719 819
- XXXRA- XXX -049	169 685
- XXXTS- XXX -275	1 064
- XXXEN- XXX -380	127 889
- XXXTS- XXX -411	-32
- XXXEN- XXX -690	2 942
- XXXEN- XXX -690	4 190
772616751 SIXXX - XXXYS- XXX -772	225 618
OTHER OTHER	81 188 462

Intranet local

Démarrer Boîte de... Start SA... bin c:\WDK1... Procure... Paint Sh... Tomcat... PV - V... 14:56

What else are we buying from this supplier ?

We have to drill up from that

Procurement Vision 2.0 - Microsoft Internet Explorer

Adresse: <http://nbdel024:8080/SMS2000EN/jsp/ProcurementVision>

Procurement Vision 2.0 Logoff Options Help

Current View

- Markets
 - Root Root
- Commodities: $\uparrow=1$, $\downarrow=1$
 - Root Root
 - Commodities SEMI CONDUCTORS
 - Families MICROCONTROLLERS
- Families
 - Global Ultimate: $\checkmark=1$
 - Root Root
 - Global Ultimate SIXXX - XXXYS- XXX -772
- Suppliers
- Suppliers Countries
- Purchasing Organisation
 - Root Root
- Purchasing Countries
- Filter Builder

(Select a Variable)   

ORNOT	Variable	Action	Value

Viewer

Global Ultimate

Page 1 of 1

Global Ultimate : 18, currency : EUR

	Codes Duns	Global Ultimate	At end of Dec 2000
☐	OTHER	Totals	84 355 996
☐	006995419	CNXXX - XXXVA- XXX -006	82 134 801
☐	316067164	GAXXX - XXXIS- XXX -316	931 769
☒	772616751	SIXXX - XXXYS- XXX -772	575 817
☐	383614138	VNXXX - XXXTS- XXX -383	225 618
☐	27591476	NOXXX - XXXTS- XXX -275	195 197
☐	267151801	ROXXX - XXXAF- XXX -267	131 887
☐	690541685		60 700
☐	382594950	LRXXX - XXXIN- XXX -382	37 722
☐	121385264	NOXXX - XXXIS- XXX -121	25 578
☐	049159957	CNXXX - XXXVA- XXX -049	9 605
☐	059728071	PRXXX - XXXIS- XXX -059	9 349
☐	361288640	NOXXX - XXXIV- XXX -361	6 921
☐	175624063	LEXXX - XXXIN- XXX -175	4 130
☐	411189202	VNXXX - XXXTS- XXX -411	3 837
☐	380646745	KEXXX - XXXEN- XXX -380	2 942
☐	767582976	ECXXX - XXXLE- XXX -767	-32
☐	394414163	CEXXX - XXXEC- XXX -394	91
			58

Drill Down:  Intranet local

and select this

Results

Procurement Vision 2.0 - Microsoft Internet Explorer

Fichier Edition Affichage Favoris Outils ?

Précédente Suivante Arrêter Actualiser Démarrage Rechercher Favoris Historique Courrier Imprimer Edition Discussion

Adresse http://nbdel024:8080/SMS2000EN/jsp/ProcurementVision

Procurement Vision 2.0 Logoff Options Help sas

Current View

▼ Markets

- Root Root

▼ Commodities

- Root Root

► Families

▼ Global Ultimate: ✓=1

- Root Root
- ✓ Global Ultimate SIXXX - XXXYS- XXX -772

▼ Suppliers: ✓=1

- Root Root
- ✓ Suppliers SIXXX - XXXYS- XXX -772

► Suppliers Countries

► Purchasing Organisation

► Purchasing Countries

► EPC

Filter Builder

(Select a Variable) + -

OR NOT	Variable	Action	Value

Viewer

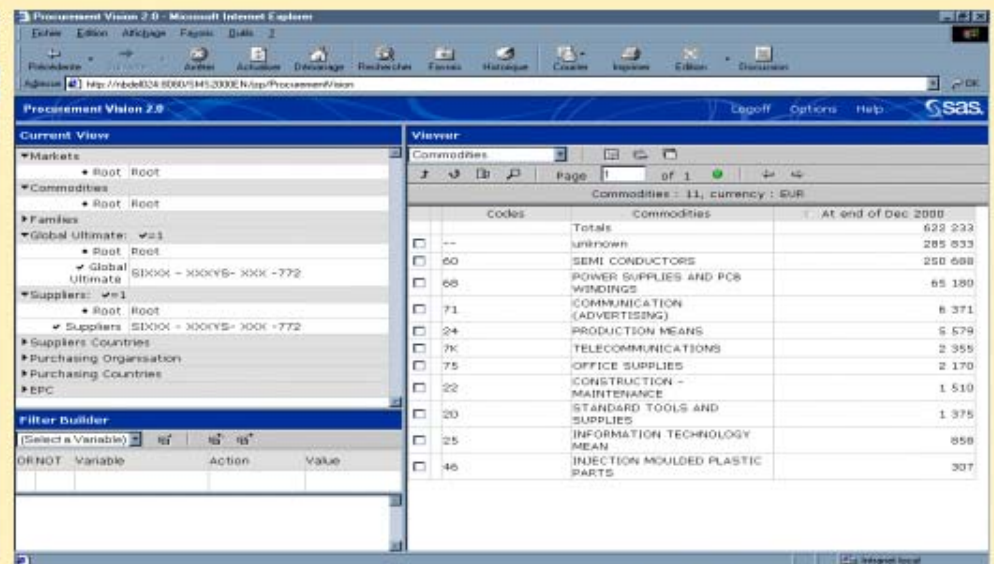
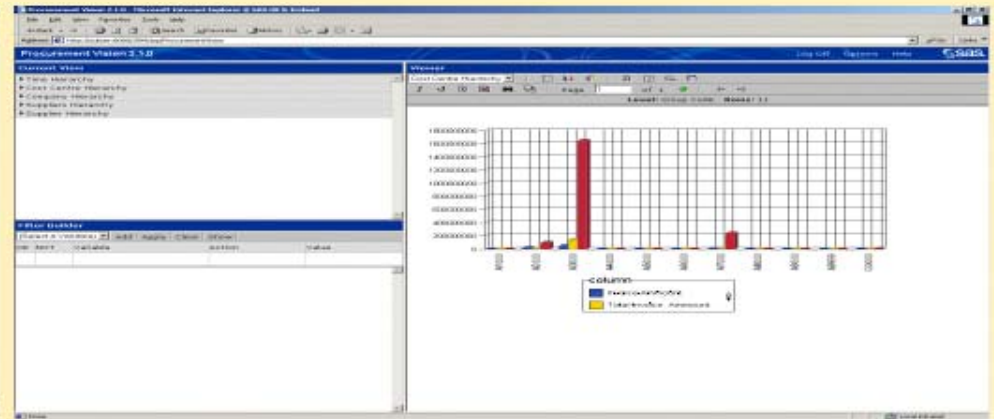
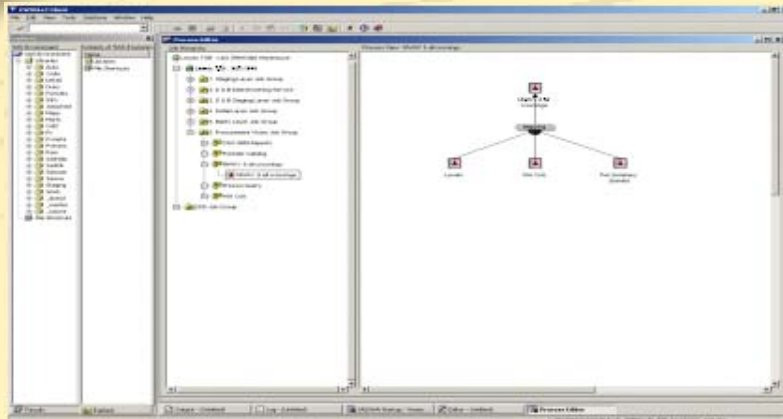
Commodities

Page 1 of 1

Commodities : 11, currency : EUR

	Codes	Commodities	At end of Dec 2000
		Totals	622 233
☐	--	unknown	285 833
☐	60	SEMI CONDUCTORS	250 688
☐	68	POWER SUPPLIES AND PCB WINDINGS	65 180
☐	71	COMMUNICATION (ADVERTISING)	6 371
☐	24	PRODUCTION MEANS	5 579
☐	7K	TELECOMMUNICATIONS	2 355
☐	75	OFFICE SUPPLIES	2 170
☐	22	CONSTRUCTION - MAINTENANCE	1 510
☐	20	STANDARD TOOLS AND SUPPLIES	1 375
☐	25	INFORMATION TECHNOLOGY MEAN	858
☐	46	INJECTION MOULDED PLASTIC PARTS	307

The Complete Solution



The Power to Know.



“The SAS® Solution for Supplier Relationship Management, together with the D&B D-U-N-S® Number and integrated D&B business information, will give us a clearer view of our suppliers around the world. Leveraging our purchasing power with key suppliers and reducing data processing costs will contribute to estimated savings of hundreds of millions of francs.”

Marina Fuchs
Purchasing Information Systems Manager
Schneider Electric

The Power to Know.

Aventis CropScience



“Going through a merger, we committed to certain savings that we weren’t exactly sure we would achieve in the next three to five years. SAS helps us achieve those savings and gives us the tool to pull them forward and retain them.”

Burgess Perry, Purchasing Manager

Any Questions ???

