



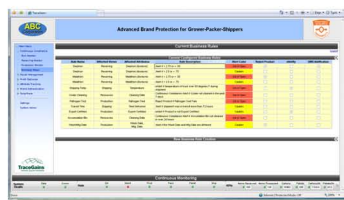
Supplier Impact

Reduce Costs. Improve Quality. Automatically.



Rank Your Suppliers Like Never Before

Supplier Impact rewrites the rules for evaluating your vendor relationships by letting you know which suppliers are improving your business and which are pulling you down. For the first time, good and bad product outcomes (e.g., yield, waste, shelf life, customer and consumer complaints, etc.), can be connected back to individual raw materials and their suppliers. This changes everything, as you rank-order your suppliers on business-critical KPIs, not just price or on-time delivery. Individual supplier trending data act as an early warning system, so that you can either provide recommendations to suppliers for positive changes in their operations, or weed out truly poor suppliers.



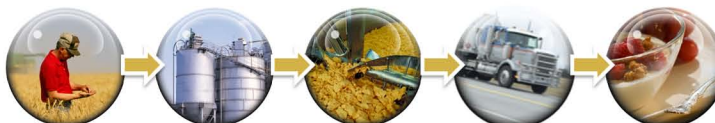
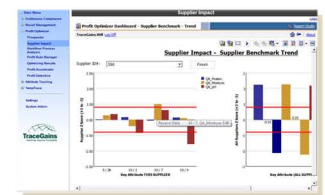
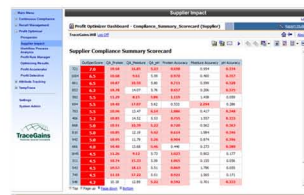
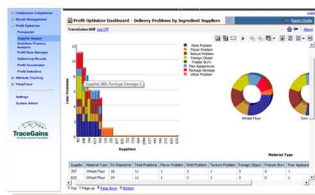
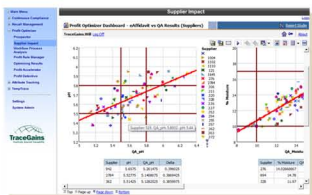
Automatic Warning: Spot Risky Suppliers Early



Supplier Impact gives you the power to continuously track each supplier's trend over time, so that you can evaluate which suppliers are beginning to make quality improvements, and which suppliers are continuing to slip. Easy access to historical data and trending reports helps you determine which suppliers are honoring their contractual agreements, and which suppliers require further counseling, or even elimination.

The system's Supplier Risk Indicator constantly scorecards each supplier on numerous critical risk factors, including in-spec trends, audit scores, variations to spot lab tests by you or third parties, and many other factors that your existing systems simply cannot track.

The early warning system in Supplier Impact catches problems before your customers report them and you pay for them.





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Measure the Impact Each Supplier Makes on Your Business

Interested in an opportunity to reduce cost of goods manufactured by 1-4%? With Supplier Impact you connect product outcomes back to individual suppliers, raw materials, and receipts. Knowing how an individual ingredient affects customer satisfaction or how a particular ingredient lot impacts yield, manufacturing set-up, on-the-fly reformulations, and other cost drivers gives you important insight into raw material selection, purchasing preferences, and long-term vendor relationships.



Supplier Impact complements and strengthens your existing quality processes, and helps you easily reduce ingredient and manufacturing costs, while simultaneously raising finished-good quality and profitability.

The Next Big Win-Win: Continuous Feedback to Your Suppliers

Rejects and charge-backs due to out-of-compliance raw materials are a Lose-Lose for both you and your suppliers. In the short term, your suppliers are burdened with the cost of rejects, but at contract renewal, the cost may be passed back to you. And material shortages cost you in both the short and long-term.

By selectively sharing with suppliers rankings on their performance to specifications against their anonymous peers, you expand the dialogue way beyond price and delivery. Supplier Impact lets your suppliers know how they rank and trend against their own claims as well as against their competition, without revealing your other purchasing relationships.

The open exchange of business-relevant information helps both sides make the right decisions for the growth and profitability of their business. At both contract renewal discussions, and on a continuous basis, the relationship changes to collaboration and Win-Win.

Turn the Dust in Your COA File Cabinets into Gold

Whether you get supplier COAs as electronic files (Excel, PDF, etc.) or on paper, you end up storing them vs. leveraging them for continuous improvement.

Supplier Impact turns static COAs into actionable intelligence for continuous business improvement. The fog begins to lift for both you and your suppliers as patterns begin to emerge. Impact on quality, costs, customer and consumer satisfaction all are tied back to suppliers, raw materials, and even specific lots.

With Supplier Impact, you proactively manage your supply chain to minimize risks and costs, and maximize profits and customer satisfaction.

