



Supply Management
Solutions

Transform Knowledge into Profit





Strategic Sourcing Is Critical to Your Business

"I have 67 different systems and 10 business units – all sourcing their own way. I know we have to implement a strategic sourcing initiative, but I have no idea where to begin."
Chief Procurement Officer

As a supply management professional, you're facing a lot of pressure right now. You're being held accountable for how decisions affect the company's bottom line. When it's time to cut costs, your department is one of the first calls on the list. And it's clear to you that Strategic Sourcing is not just a buzzword – it's a requirement for staying competitive in today's evolving, global marketplace.

"We have no idea who we're buying from or what we're buying across our organisation. I know we have the data, but we need the intelligence to make the data work for us."
Chief Executive Officer

Every day that goes by without a strategically focused supply management process, your company is losing money. You have a vision of how you'd like to improve your sourcing process, but you don't have the internal resources and expertise to do it.

"The new e-procurement system hasn't impacted the bottom line the way we expected. What's missing?"
Chief Financial Officer

Break Through the Sourcing Barriers

You're continually facing barriers to effective and strategic sourcing: organisational changes, like mergers & acquisitions, a constantly evolving list of multiple suppliers and technologies, complex relationships with third-party suppliers. You're also battling internal inefficiencies and inconsistencies. So how do you find a solution that changes as often as your organisation does? Where can you go for the insight you need? How do you begin to move forward?

With a partner who understands where you want to go and how to get there.

Deliver Rapid & Real Profit to the Bottom Line

D&B Supply Management Solutions can help you transform your sourcing strategy into a competitive advantage. No one combines information, technology and expertise like D&B to help you bring immediate value and profit to your company's bottom line.

D&B Supply Management Solutions will help you Find the Money in your supply management process; Get the Money to your bottom line and Keep the Money Coming with our renewable and repeatable approach.

At D&B, we've put our expertise to the test for ourselves. Since 1997, we've saved \$55 million, or 10%, by reducing costs and negotiating better contracts with preferred suppliers.

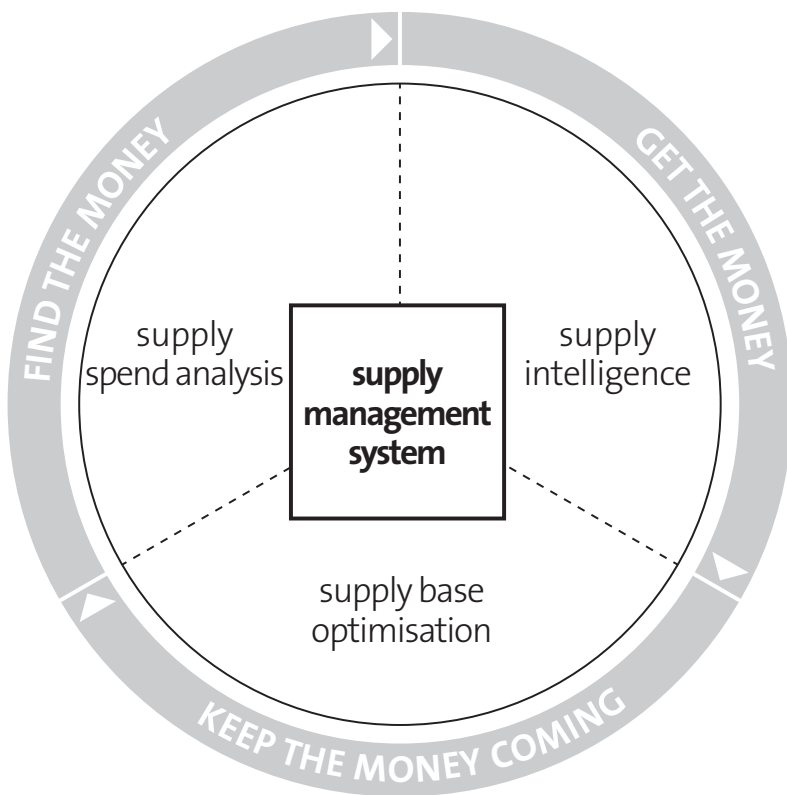
Bring Power & Confidence to Your Sourcing Process

At D&B, we've developed a seamless approach to supply management called the D&B Supply Management System. This unique solution is a powerful combination of information, technology and business process. The system allows you to make confident business decisions with 160 years of business-to-business commerce behind you.

Effective sourcing begins with standards. D&B's proprietary D-U-N-S® Numbers and the United Nations Standard Products and Services Code (UNSPSC™) are two accepted standards that drive spend analysis. D-U-N-S Numbers turn disparate spend information into knowledge you can act on again and again. Based on D&B's classification coding expertise, the UNSPSC is a global standard for classification that supports international commerce and supplier spend analysis. With these business enablers, your sourcing information will never be out of date.

Our approach to supply management is clear and direct. We help you Find the Money in your supply base. Get the Money and rapidly bring it to your bottom line, and ultimately Keep the Money Coming in a renewable and repeatable way.

The D&B Supply Management System combines three modules. These modules operate in tandem as an end-to-end system or are delivered independently as you need them. The system is as vibrant as your business, using frequently updated information from your company and from the marketplace.



A transportation manufacturer uses the D&B Supply Management System as a central supply resource to share critical risk and dependency information. This reduces cycle time, saving their team enormous time and effort.

A leading media company identified over \$5 million in savings opportunities using the D&B Supply Management System. They continue to use the system to track savings and monitor compliance, which allows them to take corrective action quickly.

Find the Money: Supply Spend Analysis

When it's time to improve your supply management process, we start with an in-depth analysis, turning data into meaningful information. The spend analysis focuses on what you spend, whom you spend it with and how you spend it. A supply analysis provides the insight to evaluate the risk and dependency of your supplier relationships, and ultimately find where the greatest opportunity for improvement lies in your sourcing strategy. It's where we find the money for you.

Get the Money: Supply Intelligence

You probably have a lot of sourcing information; but you may not have the ability or time to analyse the information and take the necessary action. That's where we can help. Our team of experts get to know your sourcing objectives and how to maximise D&B's insights to save you time and capture the money you're losing.

Our market analysis gives you an external view of your industry. What are the trends? The best practices? What is the market capacity? Where are the opportunities? Using the D&B database, we'll help you locate new suppliers quickly and easily. You can search by the criteria most relevant to your business such as market, geographic location, country specific information. We'll also help you evaluate the risk of doing business with key suppliers that may be critical to the long-term health of your business.

Keep the Money Coming: Supply Base Optimisation

Businesses consolidate. Companies grow, change and sometimes close their doors. If you're operating with old information, you can't reap the benefits of your supply management process and keep the money you've found flowing. D&B works with you to automate the processes, definitions and requirements you've established in Strategic Sourcing and make them repeatable and renewable.

With D&B's updates and content renewal, you can track specific information, review the latest supplier information and easily access the D&B database with Oracle®, SAP or through your own interface solution. D&B provides software components to create your own unique application to deliver D&B information directly into your systems, giving you the confidence you need to make decisions because you can trust the integrity of your information.

Our decision support application changes along with your business. Once all of your information is in the application, you can continually upgrade your information and see compliance and savings reports with the latest content, allowing you to proactively identify new savings opportunities.

The Engine Behind Increased Profit

Challenge

An electronic instrument and electric motor manufacturer has annual sales of over \$1 billion. Its operations include over 45 manufacturing plants and 15 operating divisions throughout the U.S. This decentralised organisation was operating and supporting 15 different enterprise resource planning (ERP) systems. Before deploying an e-procurement system, they called on D&B for help.

Solution

After applying D&B's Supply Spend Analysis and Supply Base Optimisation modules, the original list of 29,000 suppliers was reduced to 14,000. They immediately discovered untapped buying leverage that had been obscured by a lack of standardised supplier data. They also learned they were spending twice as much with a national supplier than they originally thought – and that their spend with this supplier increased significantly from year to year.

Success

Their insight allowed them to leverage their buying power with this leading supplier. They negotiated a new, national three-year contract at a 9% reduction, and an additional contract for machine tooling with savings of 12-15% on a \$4.5 million spend. Using D&B's Supply Management System, this organisation continues to track its spend, checking for leakage and identifying new leveraging opportunities.

This organisation's CEO recognises how imperative it is for companies to continually lower their cost structure to be competitive. He says, "This solution is a critical tool for us to use year after year."

Keeping an Eye on the Bottom Line

Challenge

A \$2 billion healthcare product manufacturer needed to transform its global sourcing strategy. The first step was to create a workable master supplier file, which required consolidating supplier records from the company's numerous financial and procurement systems into a centralised database. Realising the job was beyond their internal capabilities, this innovator hired D&B to aggregate and standardise supplier records.

Solution

Using the Supply Intelligence Module to identify suppliers, D&B standardised the records, identified company 'families' and performed a spend analysis. The D&B Supply Management System also helped this company identify 50 major commodities to rationalise their supply base.

Success

This customer's master supplier list was reduced 30%, a typical result for many companies. They also uncovered significant savings opportunities and, having worked with only 25% of its 50 primary commodities, have already saved about 10%. D&B's Supply Management System helped them set up the internal technology and procedures to continue analysing spend information and to identify ongoing opportunity and risk independently.

According to a senior procurement executive, this organisation now sees the Supply Management System, as a strategic application for ongoing savings and approaches sourcing as more of a marathon than a sprint. "We do not consider this a project, it's an ongoing process," she says. "We will never step back and say 'Phew, we're done!'"





Decide with Confidence

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Risk Management Solutions
Sales & Marketing Solutions
Supply Management Solutions
E-Commerce Solutions

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