



Atos Syntel's Integrated Solutions for Efficient Supplier Management

Comprehensive global supplier management is integral to lower procurement cost, competitive bidding, better quality products and global presence for manufacturers. Managing multiple suppliers globally is complex and leads to challenges such as:

- Inconsistency and inaccuracy in supplier data
- Complexity in consolidation of supplier master data
- Variation in supplier creation processes for various business units
- Incorrect data capture due to non-standard invoicing format
- Supplier reconciliation issues due to non-standard processes
- Supplier data cannot be accessed globally
- Lack of collaboration between original equipment manufacturers (OEMs) and suppliers globally

Solution

Manufacturers need better supplier management to optimize cost and production. Atos Syntel's supplier management services focus on supplier performance assessment. Suppliers are assessed on the basis of quality, price and delivery so that manufacturers receive the right quality and quantity of material, at the right place and at the right price.

The suite of supplier management solutions comprises of:

Legacy IT Services

- Migrate existing de-centralized supplier data into single master data
- Supplier on-boarding services
- Supplier hierarchy maintenance
- Maintenance of interfacing application with ERP platform

Knowledge Process Outsourcing Services (KPO)

- Create, maintain and get your invoices approved
- Standardize reconciliation processes
- Conduct spend analysis
- Process invoices and payments

ERP Services for SAP-EWS (Early Warning System)

Supplier Performance Elements

- **Quality:**
Analyze rejection against % of value supplied and % of purchasing cost
- **Cost:**
Compare cost
Identify pattern of cost variation
- **Delivery:**
Assess delivery performance
Comply with shipping instructions
Fulfil urgent orders

PLM Services - Supplier Collaboration

- Facilitate supplier collaboration
- Enforce access control for end users to safeguard Intellectual Property (IP)
- Integration with ERP system
- Automatic mapping of supplier information to the product lifecycle management (PLM) tool, e.g. Windchill
- Change management

SOLUTION HIGHLIGHTS

- Create, maintain contact data, invoice and maintain hierarchy of suppliers using web application
- Create supplier codes for Supplier Creation Process through Supplier Registration tool
- Scalable platform to maintain supplier data
- Global accessibility
- Automatically create controlled supplier space
- Augment collaboration between OEMs and suppliers globally
- Enhance supplier master data and formulate a strategy for procurement and manufacturing teams and other value chains

WHY Us?

- A leading global IT and KPO service provider
- More than 30 + delivery centers in North America, Europe and Asia
- Flexible Global Delivery Model
- Dedicated Centers of Excellence (CoE) for Application Testing, BI-DW and Analytics, Infrastructure Management along with domain expertise

Business Benefits

- **80% reduction** in process non-compliance
- Up to **50% reduction** in vendor call handling
- **20% reduction** in vendor reconciliation
- Proactive communication to improve delivery, based on performance QCD (Quality, Cost and Delivery)
- Application management across multiple geographies
- Increased efficiency and productivity
- Improved invoice accuracy and reduction in expenses
- Augment collaboration between OEMs and suppliers to meet compliance
- Approximately **30% increase** in availing vendor discount

Delivering Excellence

Increased Bargaining Power of a Leading German Auto Manufacturer by Enabling Global View of Suppliers

Challenges

- Every Procurement team had a different supplier creation process
- Multiple maintenance efforts and confusions due to different spellings for the same location
- Inconsistency and inaccuracy in supplier data

Solution

- Dashboard with global view of suppliers
- Implemented a standardized and unified process to create supplier codes within business units
- Eliminated data redundancy in master files
- Document administration and e-mail notification along with workflows
- Flexibility in business processes for approval of new suppliers

Business Benefits

- Standardized and unified process to create supplier codes across business units
- Strategic platform that will become a supplier hub for future
- Unified platform for supplier creation for over 80,000 suppliers
- Increased bargaining power

Improved Operational Efficiency of Invoice Handling Processes for a Leading German Auto Manufacturer

Challenges

- Complex, manual and cost and labor intensive handling of paper documents for 80,000+ suppliers worldwide
- Incorrect data captured due to non-standard invoicing formats, resulting in discrepancies in account payables
- Non-standard processes, leading to reconciliation issues and long lead-time in processing supplier payments

Solution

- Designed, built and deployed solution to automate invoicing process
- E-mail notification to notify the approver when invoices are submitted
- Transmit of invoices in predefined format for compatibility with the existing underlying system

Business Benefits

- Enhanced operational efficiency by 90% by reducing errors associated with invoice handling
- Designed and developed 12 critical reports