

QlikView

QLIKVIEW FOR SUPPLY CHAIN: SOURCING AND SUPPLIER PERFORMANCE

Building long term partnerships

CHALLENGE

Businesses continue to consolidate the supply base into fewer, larger strategic suppliers as a means of reducing costs and guaranteeing both quality and continuity of supply. Suppliers are collaborating across a broader scope of activities from development and sourcing to manufacturing and distribution so partnerships are developing with an increasing need for data and information exchange in addition to structured performance measures and indicators.

Visibility is fundamental for efficient procurement. Not only can it ascertain what is being bought and from whom, but more pertinently, it can help answer the question: "Are we buying in the right way?"

SOLUTION

QlikView and the partner community have built a number of 'QlikView Apps' to address and demonstrate capabilities related to this supply chain solution area.

QlikView for Sourcing and Supplier Performance apps empower individuals and groups to manage complex supplier relationships to the benefit of all parties by allowing them to:

- Consolidate relevant data into one view, improving forecasting, security and inventory accuracy, resulting in more informed, and therefore better, buying
- Identify opportunities to consolidate supply base
- Monitor buyer productivity
- Improve supplier negotiating capability
- Continuously evaluate supplier performance against agreements and use this to inform future SLAs and contracts

CUSTOMER EXAMPLES

- Atlas Copco – uses QlikView to fully evaluate supplier performance scorecards
- Lifetime Brands – created a complete, single view of all past and present supply chain data. Employees are now able to perform consolidated analysis of vendor performance. "This agility has made a tremendous impact on our overall operational efficiency." *Clifford Siegel, Senior Vice President, Global Supply Chain, Lifetime Brands Inc*
- British Sugar – used QlikView to avoid a 5% cost increase from a supplier of hire cars
- Hauni – used QlikView to deliver a Procurement Cockpit for flexible analysis of supplier quality and performance to support supplier assessment

ABOUT QLIKVIEW



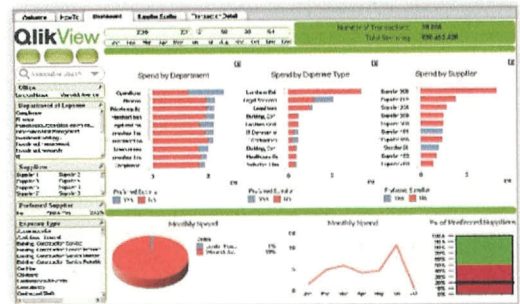
QlikView is the leading Business Discovery platform, delivering true self-service BI that empowers the business user by driving innovative decision-making.

Contact your QlikView representative to schedule a discussion and live demonstration related to this solution area.

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Example: Supplier Spend Analysis App

“QlikView will show our managers who may be buying with 1,000 suppliers how they could be working with just 100.”

Dave Richmond, Business Development Manager,
British Sugar Group

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