



Large CPG Company Gains Global Vendor Advantage

**Optimizes Operations, Reduces Costs,
Increases Supply Chain Reliability**

A Decisyon App Composer Vendor Management Use Case

A consumer/pharma giant needed a centralized point of management over their global network of thousands of manufacturers and suppliers that would provide instant access to all of the data for each vendor, and the tools to select, rate and manage vendors across their supply chain.

One of the largest consumer products and pharmaceutical companies in the world has a geographically dispersed global vendor network consisting of thousands of external manufacturers and direct suppliers. The company required a centralized view, and a sophisticated vendor management system. The solution had to present all of the relevant data in a single place, and enable their external vendor and supplier management team to quickly identify the right vendor, negotiate the best terms, and address any issues that might affect their supply chain.

After evaluating internal capabilities and other marketplace solutions, the company chose Decisyon App Composer (DAC) — the only technology environment that enabled the consumer/pharma company to build applications that would meet its needs. DAC is the flagship product of Decisyon, providers of the industry's only visual app-building environment with rich built-in services to accelerate the design, development, sale and deployment of IoT solutions, without requiring coding.

AT-A-GLANCE

Vendor Management Use Case for Multinational Consumer/Pharma Company

- The global consumer/pharma giant needed to effectively manage global vendors across its vast supply chain of manufacturers and direct suppliers.
- The company lacked a single point of contact on all suppliers, and had multiple data sources that made integration difficult.
- DAC provided a comprehensive vendor management solution that included real-time data collection, supplier intelligence, social collaboration, and more.
- The solution helped the external supplier and vendor team optimize its operations with greater efficiency, streamlining reports, and getting instant access to vendor ratings. It also helped reduce costs through better supplier visibility and increased supply chain reliability.



Decisyon App Composer (DAC) is the flagship product of Decisyon, providers of the industry's only visual app-building environment with rich built-in services to accelerate the design, development, sale and deployment of IoT solutions, without requiring coding.

THE CHALLENGE

Managing Thousands of External Partners and Preventing “Spreadsheet Tsunamis”

Thousands of individuals at the company are involved in the vendor evaluation and management process. The company also had multiple data sources that were difficult to integrate, and it required a single point of access to information on all its suppliers. Further, the company needed a way to include and streamline the numerous vendor surveys that had become burdensome to send and collate. Staff was overwhelmed by “spreadsheet tsunamis” because vendor evaluation often encompassed hundreds of sheets. In addition, the company wanted to incorporate outside ratings, such as Dun & Bradstreet, in the vendor management process, and lacked a way to quickly analyze key performance metrics on vendors.

THE SOLUTION

Vendor Management Gathers Real-Time Data, Identifies the Right Vendors, Enhances Supply Chain

The DAC vendor management solution collects global supplier data in real time, pulling in data from many disparate sources. It provides the analytical tools necessary to make accurate and timely in-context decisions around that data and enables the company’s external supplier and vendor team to adjust processes based on the decisions they make.

The DAC solution delivers key vendor management capabilities, encompassing real-time data collection, supplier intelligence, social collaboration, market intelligence, and supplier surveys. The solution enables the company’s external supplier and vendor team to quickly identify the right vendor to get the job done, negotiate the best terms, and identify any issues that might affect the supply chain.

The solution provides:

- Access to the same set of information from all locations worldwide
- Integration of multiple data repositories
- Rationalization of information that eliminates duplication and unifies suppliers under one master file
- Optimization of end users’ effort to navigate the data
- Real-time access to external market information via semantic analysis of both subscription and public information, together with internal data

VENDOR MANAGEMENT DASHBOARDS

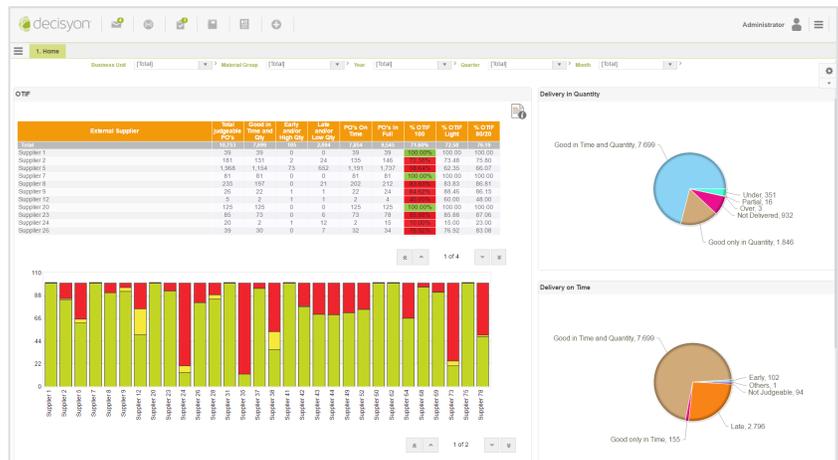
Customized Dashboards Eliminate Hundreds of Spreadsheets

The DAC solution pulls data from numerous internal and external data sources and systems, and combines that information for reporting purposes directly in customized dashboards. Previously, that information was managed using hundreds of separate spreadsheets.

DAC brings together a wide range of data including:

- The company's external supplier data repositories
- Connected systems such as SAP, Clarity, and TrackWise
- Information sourced from the web via semantic search
- Information that users input manually

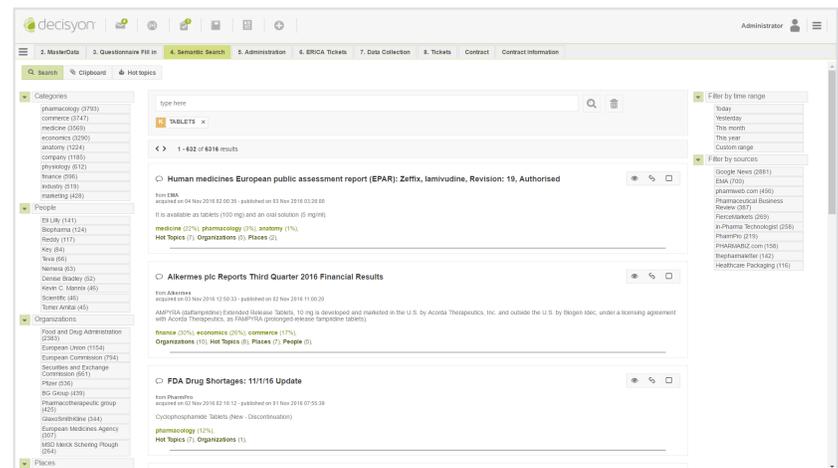
All of this information is connected seamlessly and presented in a visual way, enabling the company's external supplier and vendor team to collaborate in real time around all relevant supplier data.



MARKET INTELLIGENCE PAGE

DAC Collects Market Intelligence, Delivers Relevant Results

The DAC solution gives users a "Google-like" advanced search capability via a semantic search engine that returns only pharma-relevant results. Using the DAC solution, the external supplier and vendor team collects market intelligence coming from the web via news feeds, industry publications, press releases, analyst reports, and Dun & Bradstreet reports, and can filter this information by date and source. Because the DAC solution understands the intent of the search and the contextual meaning of terms, it provides greater speed and accuracy to the team by delivering more relevant results.



SUPPLIER SURVEY PAGE

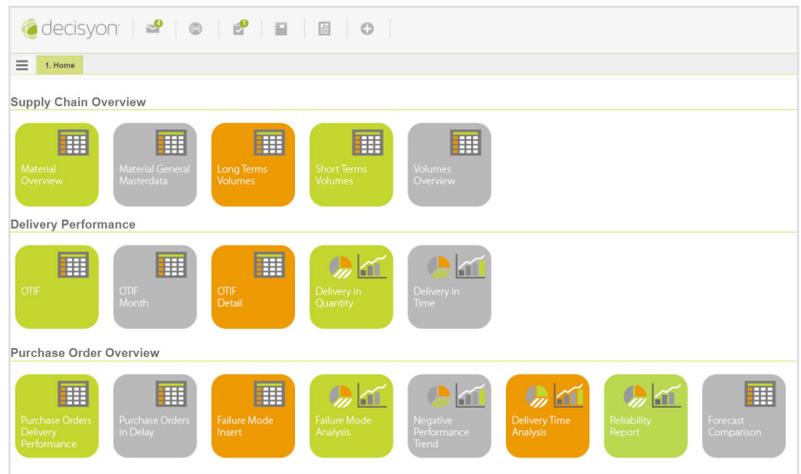
Survey Capability Delivers 360° View of Suppliers' Operations

The DAC solution's survey capability enables the external supplier and vendor team to collect information directly from suppliers to obtain a 360-degree view of the suppliers' operations. Business users own the process and can create and define new templates autonomously, without the need for custom coding. Business users define the questions, the related answers, and for each answer the related score, using a wizard built in to the solution. DAC manages the survey campaigns, and transforms all the collected data into reports within the vendor management solution.

SUPPLIER SCORECARDS

Scorecards Give Instant Analysis of Suppliers' Performance Metrics

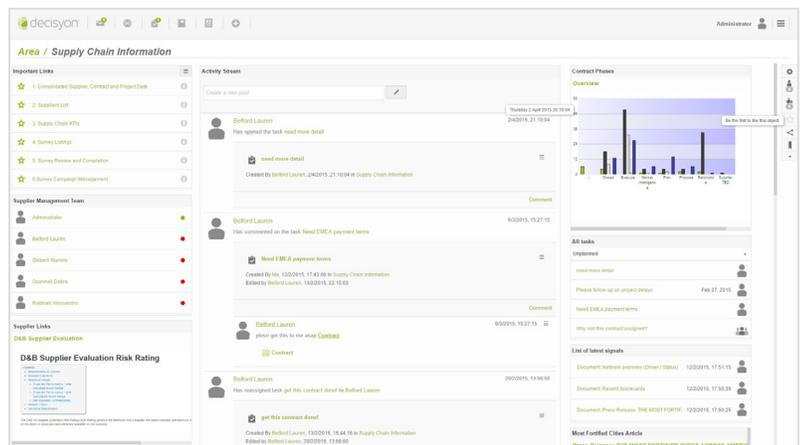
The DAC solution presents all of the information obtained on a supplier within a "scorecard" that gives the external supplier and vendor team instant analysis of the supplier's key performance metrics. These scorecards enable the company's supplier and vendor team to quickly rate vendors, determine the best vendor for a project, negotiate terms, and identify any issues before they affect the supply chain.



SOCIAL COLLABORATION PAGE

Social Reporting Manages Real-time Discussion and Decision Making

The Social Collaboration page allows managers across functions to have real-time supplier requirement, selection, and performance discussions. Managers can share information, documents, and links to manage projects, and create workflows by assigning tasks to different people, monitoring the execution of the project at any time. The solution gives immediate visibility into any task that needs to be executed, the number of tasks that have been executed, and the person in charge of the next task. Within these pages, managers can also highlight useful elements such as additional information, documents, links or dashboards to the company's community.



OVERALL BENEFITS

A Single, Consolidated View for Managing Global Vendors

The DAC vendor management solution collects, harmonizes, and shares data related to third-party manufacturers and suppliers in a single place for use by the company's global external supplier and vendor team. It provides the team with the analytical, evaluation, and collaboration tools needed to manage thousands of vendors efficiently.

The DAC solution has helped the company achieve these results:

- **Optimized Operations:** Achieved by greater efficiency in data collection, reporting and analysis, streamlining supplier surveys, and instant availability of vendor ratings
- **Reduced Cost:** Achieved through better visibility into supplier performance, yielding improved leverage in supplier negotiation
- **Increased Supply Chain Reliability:** Resulting from improved availability and timeliness of supplier information, leading to better risk management and risk reduction.



About Decisyon

Decisyon enables business users to rapidly build solutions using a code-free visual software development environment. Our products accelerate your data journey from aggregation to visualization, insight, analysis and decision thru action. Decisyon offers the leading code-free visual software development environment for mission critical enterprise operations requiring real-time awareness and adaptability to their business operations and processes. We have developed and deployed many vertical solutions for the manufacturing, renewable energy, aviation, pharmaceutical, financial services, transportation and automotive industries. With built-in microservices such as data management, BI, mashboarding, rules engine, collaboration and execution, Decisyon offers a dramatic increase in speed to outcome for building and modifying vertical solutions. Decisyon's products and software solutions, ideally suited for IIoT applications running on any PaaS, are used in over 200 companies globally. Decisyon is headquartered in San Francisco, California.

Corporate HQ

795 Folsom Street, 1st Floor
San Francisco, CA 94107

www.decisyon.com
sales@decisyon.com