



ON-DEMAND WEBINAR

4 Keys to Successful Supply Chain Implementation

TAKE SUPPLY CHAIN

FEBRUARY 2016



Introduction: The Crucial Supply Chain

Mid-market companies are looking to improve their supply chains via upgrading existing tools or implementing new solutions ... and that's a smart move

- Companies that position their supply chain as a strategic asset deliver 70% better results than their peers¹
- 79% of “supply chain leaders” reported revenue growth “significantly” above the industry average²

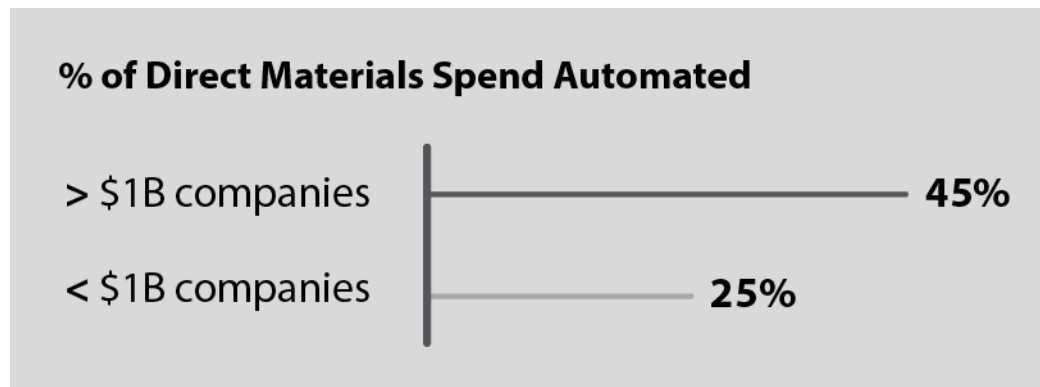


“Leadership, collaboration and effective strategies for new talent were also noted as ‘crucial competitive advantages’ for supply chain leaders.” – Deloitte study

Introduction: Start with Supplier Collaboration

Projects to improve Collaboration with Suppliers are gaining in popularity, especially among mid-market companies...

- Lack of automation throughout Procure-to Pay (P2P) process
- ChainLink Research: average 31% automated, but larger vs. smaller company variation



Proper planning and preparation are necessary to ensure a successful implementation and quick ROI...

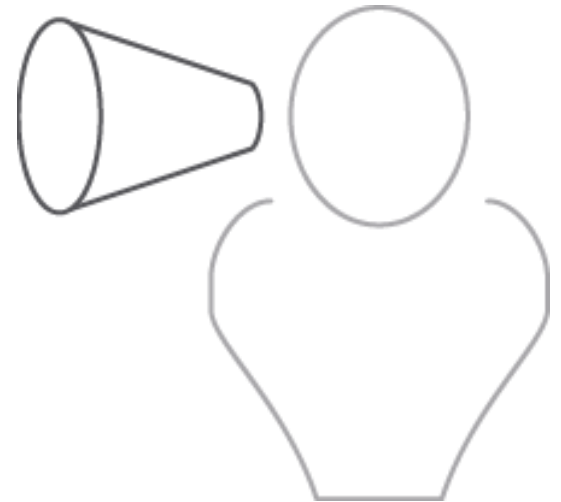
4 Critical Areas for Successful Supply Chain Implementation

- **Internal Staff Communication (Change Management)**
- **Set Up Implementation for Success**
- **Key Systems Choices**
- **Supplier Participation**

Internal Staff Communication (Change Management)

While supply chain executives may inherently understand the importance of supply chain management, the rest of the company may not.

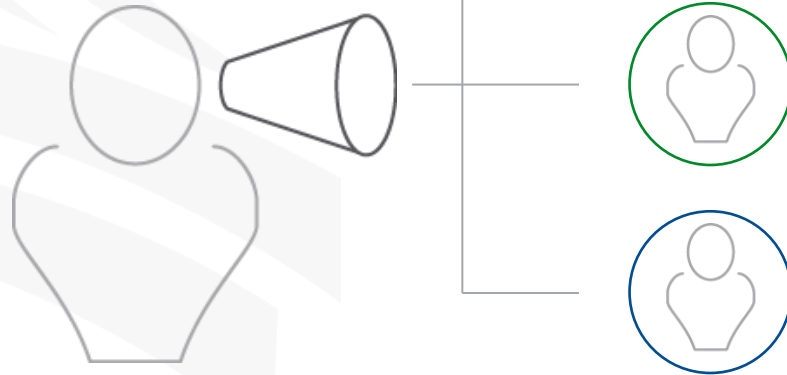
- **“Supply Chain Evangelist”**
 - Formal or informal role
 - Clear vision for the project
 - Why it’s important for the entire company



“If you want to make enemies, try to change something.” – *Woodrow Wilson*

Internal Staff Communication (Change Management)

- **Communicate Early and Often**
 - Buy-in from peers and stakeholders
 - Affected by the changes
 - Early consultation and inclusion



Set Up Implementation for Success

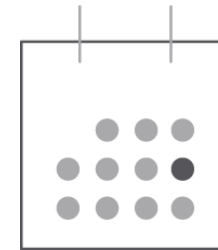
1. Functional Scope

- Business process before IT tools
- Required vs. nice-to-have



2. Realistic Schedule

- Mitigate risk / phases
- Focus leads to momentum and success



3. Clear Metrics

- Define “success”
- Key categories



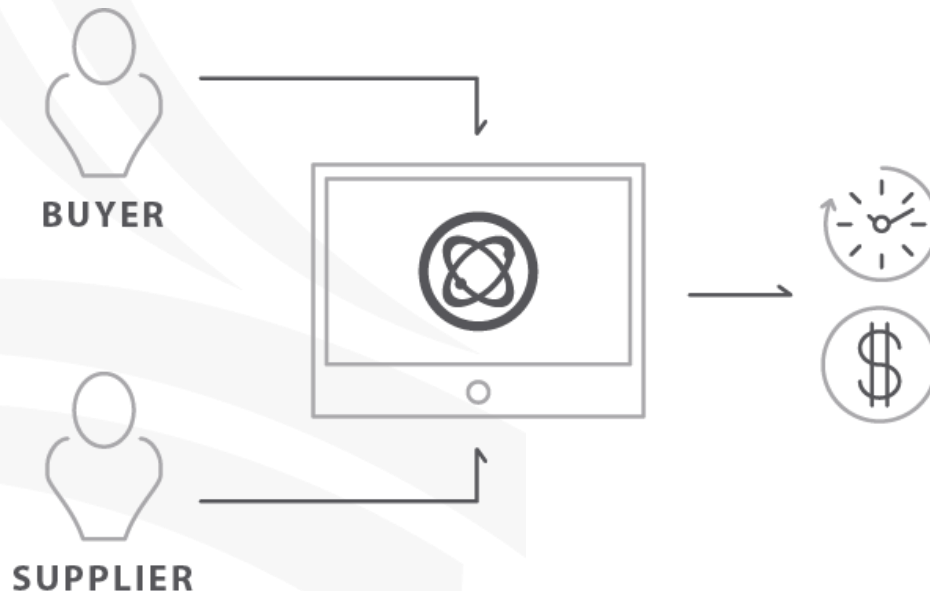
Systems Choices

- **Existing ERP enhancement vs. 3rd Party Solution**
 - Available modules, functionality, and cost?
 - Need for multi-system integration?
- **SaaS vs. On-Premise**
 - ROI considerations
 - IT resources and support considerations
- **Integration**
 - Variety of protocols and formats
 - Resource availability and expertise



Supplier Participation

- **Supplier participation and acceptance are absolutely critical**
 - Larger companies have an advantage, but mid-size companies must adjust
 - Ongoing success requires benefits for BOTH sides



7 Key Steps to Supplier Onboarding

1. **Proactive and preemptive communication**
2. **Prioritize by importance and volume**
3. **Plan how suppliers will connect**
4. **Easy or automatic user registration**
5. **Plan for future growth**
6. **Prioritize processes**
7. **Training, Training, Training**

Recap

- **Mid-Market Companies**
 - Upgrading or implementing new SCM tools... smart move
 - Supplier Collaboration projects gaining popularity
- **Planning and Preparation are Key to Success**
 - Support throughout the company – tops down... bottoms up
 - Supplier partners see benefits and participate.
- **4 Key Areas**
 - Internal Staff (change management)
 - Set up for Success
 - Systems Choices
 - Supplier Participation

TAKE Supply Chain

- Focused on helping manufacturing and distribution companies increase profits and productivity throughout their supply chains
- Cloud, on-premise, and on mobile devices
- More than two decades of experience in supply chain collaboration and data collection with leading companies

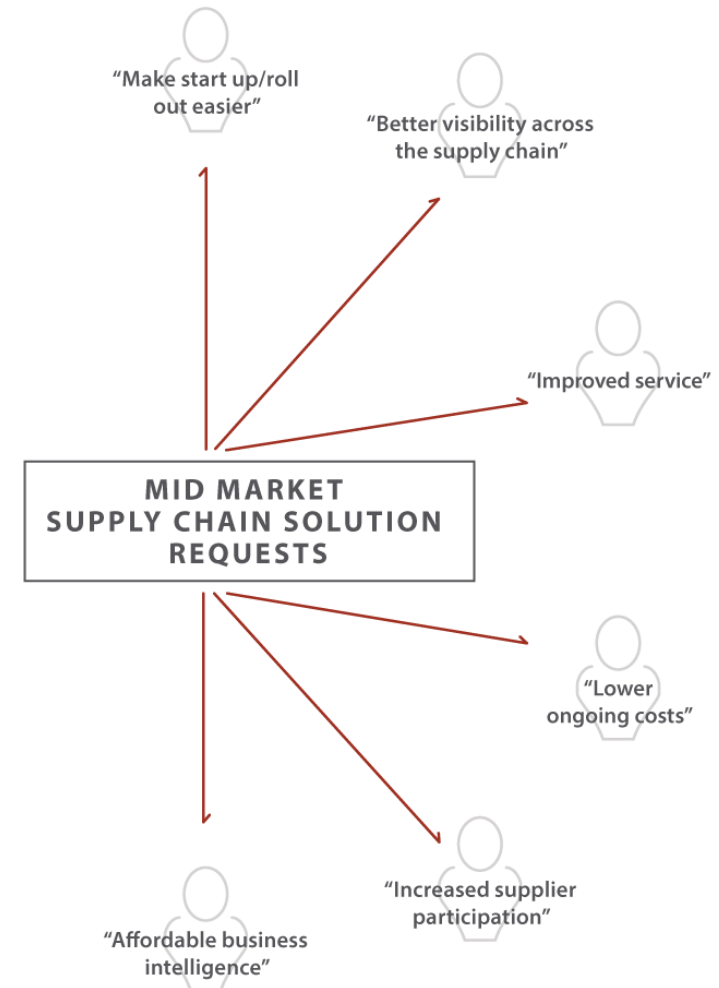


“...TAKE clearly understands the nature of successful supply chain management...”

— Ann Grackin, CEO, ChainLink Research

OneSCM® Supply Chain Collaboration and Management

- **Solution as a Service built for Mid-Market Supply Chains**
 - Focus on top areas of cost/inefficiency in mid-market supply chains
 - Procurement Collaboration
 - Inbound Materials
 - AP / AR Automation
 - SaaS-based collaboration system that facilitates automated transactions through configurable workflow
 - Scalable to support growth initiatives
 - **TAKE Forward Program**
 - Rapid, non-disruptive solution roll out
 - Ongoing managed services and support for internal users and external partners
 - **Delivers real-time visibility and interaction between trading partners**
 - **Low TCO**



Contact Information

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ABOUT TAKE SUPPLY CHAIN

For more than a decade, TAKE Supply Chain has been selected by leading companies across the globe for solutions that deliver increased accuracy, visibility and responsiveness across their supply chains. We offer robust collaboration and data collection solutions that leverage existing and emerging technology to support the increased challenges of expanding global supply chains. Together with our customers, we are regular recipients of supply chain industry awards for technology, value and innovation

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