

# Supplier Lifecycle and Performance: Solutions for Your Biggest Problems



**“I’d love to use our preferred suppliers, if I knew who they were.”**

If you don’t use preferred suppliers, odds are you’re spending more and increasing risk.

Go ahead and play favorites with your suppliers.



Save money and improve outcomes with every purchase by putting preferred suppliers front and center.



**“If supplier management and procurement are related, why aren’t they connected?”**

Disjointed systems means you don’t have the right insights when you need to make important decisions.

Make integrated supplier management central to success.



A single place to onboard, qualify and manage supplier performance lets you scale compliance across your organization.



**“When qualifying suppliers, one size does not fit all.”**

Sourcing needs differ by category, region, business unit and risk. Using the same qualification questions doesn’t make sense.

Qualify suppliers in a way that’s both consistent and intelligent.



Adjusting criteria more specifically allows you to qualify suppliers based only on the information that’s most relevant.



**“The sanctity of the supplier record really matters.”**

When suppliers can’t easily update their information in one place, out-of-date vendor profiles multiply.

Control information by allowing suppliers to help themselves.



Achieve a single view of truth by enabling suppliers to update information once and have it update everywhere.



**“It’s tough to manage suppliers with blinders on.”**

Fragmented information makes it impossible to manage supplier performance and reduce risk.

Insist on a supply chain with a 360° view.



A complete view of supplier information, performance and risk means smarter decisions across the supply chain.