



# Qlik® for supply chain: sourcing and supplier performance

## Drive supplier collaboration and compliance

### Challenge

Strategic collaboration with suppliers can drive efficiencies in the supply chain and improve overall sales performance. Supply chain and merchandising professionals need access to supplier data to plan and execute effectively. Inaccurate or latent data regarding supplier shipments can ruin even the best plans leading to out of stocks and lost sales. Furthermore suppliers that do not ship on time or routinely ship a less than perfect order will also cause havoc in the supply chain. Providing visibility to suppliers around key performance indicators like on time shipments and perfect order fulfillment, while subsequently holding suppliers accountable to those key performance indicators, will drive compliance. A Sourcing and Supplier scorecard provides a common platform for communicating supplier performance thereby strengthening relationships with key suppliers, jettisoning poor performing suppliers, and providing objective supplier performance data that can be used during negotiations with the supplier.

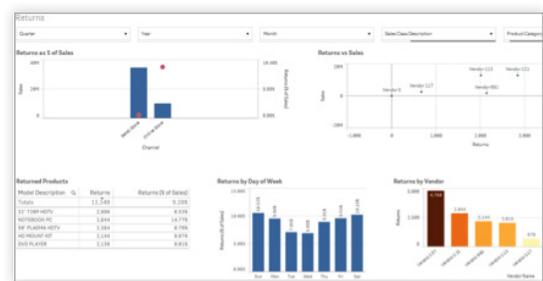
Visibility is fundamental for efficient procurement. Not only can it ascertain what is being bought and from whom, but more pertinently, it can help answer the question: "Are we buying in the right way?"

### Solution

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

*Qlik 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 supplier and sourcing data into one view, allowing merchants greater visibility into the supplier shipments and supplier performance to make better sourcing decisions
- Continuously evaluate supplier performance against agreements and use this to inform future SLAs and contracts
- Collaborate with key suppliers by sharing data and insights to improve efficiency, remove cost, and drive joint success
- Identify opportunities to consolidate supply base, and jettison poor performing suppliers
- Ensure internal employees are buying on contract with approved suppliers



**Example: A dashboard view of returns of specific items tied to suppliers through a consolidated omni-channel perspective**

“ Until recently, we were data rich but information poor. We didn't know if we were paying suppliers to term, whether our procurement contracts were effective, and how many invoices were processed without a purchase order. We also needed a better idea of any spending that was being incurred “off contract.” ”

— Dave Richmond, *Business Development Manager, British Sugar Group*

## Customer examples

- Design Within Reach - employs a Qlik® supplier performance scorecard to measure supplier performance against key metrics like sales against returns as well as to spot trends around which pieces of furniture customers would like to purchase
- A Top 10 Global Retailer - analyzes return data with Qlik and ties returns to supplier performance in an effort to enforce compliance and correct supplier specific issues around product defects and excessive returns
- Intres Retail Group – negotiates with suppliers and tracks supplier performance with a Qlik Supplier Performance Scorecard



**Example: A Supplier Scorecard showcasing vendor performance across key supply chain KPI's**