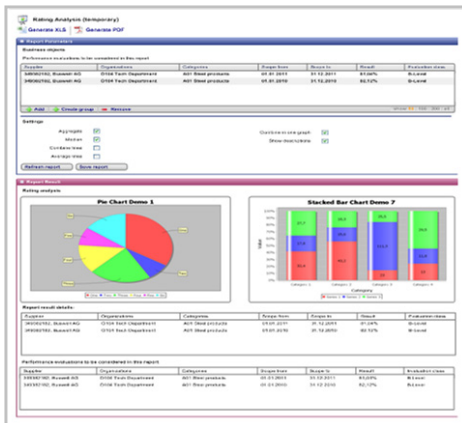


Emptoris Supplier Lifecycle Management

Emptoris® Supplier Lifecycle Management (SLM) is a modular, scalable and proven solution that provides comprehensive support for your end-to-end supplier management needs. The solution delivers full transparency to all aspects of your strategic relationship with your suppliers and enables you to on-board new suppliers, minimize risk and optimize the performance of your supply base.



As corporations have increased reliance on their supply chains to help them achieve mission critical objectives including product innovation and optimization of productivity, the role of Procurement organizations is likewise evolving from that of delivering cost-savings to being the key enabler for ensuring alignment and optimization of the supply chain. As a result, Procurement must now take a leadership role and proactively manage a host of new challenges. These challenges include

ensuring alignment with corporate standards such as Corporate Social Responsibility, Child Labor Laws and Sustainability initiatives. Additionally, supplier performance, monitoring of contractual SLAs and proactive management of supply chain risk are all now mandatory capabilities. All of these processes must be backed by a unified solution to remediate any shortcomings while fostering Supplier innovation and competition to enable procurement to meet its expanded corporate role. In this new brave new world, a unified solution is required to enable the strategically oriented Procurement organization to meet its expanded corporate role.

The Emptoris SLM solution has been evolving since 1999 to meet the expanded role of the Procurement organization and provides a comprehensive solution. Beginning with supplier on-boarding, the SLM solution enables you to register and qualify new suppliers with a consistent and repeatable process which ensures compliance with all corporate and category-specific standards and policies. SLM allows you to determine and manage the stratification of your supply base so that you can focus your limited resources on critical suppliers. Once your strategic suppliers are identified, robust programs for performance management and risk monitoring can be initiated. For any supplier not complying with corporate standards, missing contractual SLAs, falling below performance expectations or posing a risk to your reputation or supply chain, the SLM solution enables you to define and manage proactive remediation programs to redress the cause and track improvement.

KEY FEATURES:

- ▶ 360° view of suppliers, categories and organizations
- ▶ Deployable in chunks with tightly integrated modules
- ▶ User-driven configuration, low administration time and effort
- ▶ Seamless integration with other Emptoris solutions

BENEFITS:

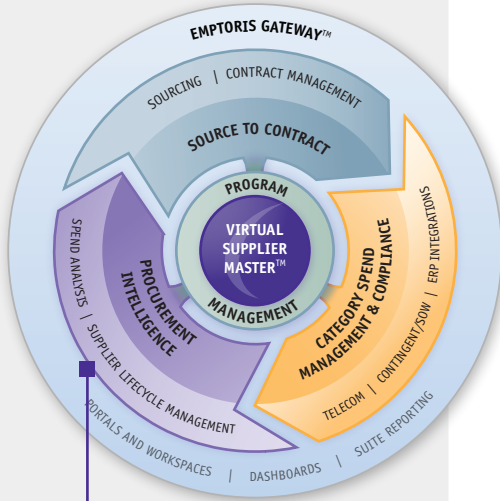
- ▶ Ensuring compliance to your corporate standards, policies and regulatory requirements by proactive management of all supplier with whom you conduct business
- ▶ Reduction of the complexity and number of supplier relationships in support of your efforts to focus spend with approved suppliers and reduce your costs of supplier management
- ▶ Ensuring synergies across lines of business by providing transparency to preferred supplier relationships and promotion of strong performing regional suppliers to other business units
- ▶ Viewing and managing risk holistically across the organization to ensure that the total impact of a supplier failure is understood with remediation plans in place
- ▶ Development of a high-performing supply-base to improve operational efficiency and competitive differentiation
- ▶ Achievement of Supply assurance by avoiding supply disruptions and reducing the impact of disruptive events
- ▶ Maximizing the impact of innovation stemming from cooperation with your suppliers by inviting your suppliers to share their ideas, capabilities and plans for future innovation



Emptoris SLM Modules

The Emptoris SLM solution is comprised of 5 modules. Each can be deployed individually according to your organization's priorities and unique business needs.

| Module | Description | Benefits |
|--------------------------------|--|--|
| Supplier Qualification | Emptoris Supplier Qualification module is a complete solution for supplier on-boarding, on-going management of supplier information as well as market analysis and benchmarking. | <ul style="list-style-type: none"> • Maintain One "Portal" For All Suppliers • Ensure Low Maintenance Costs • Enforce Compliance with Corporate Standards • Find the Right Suppliers for Sourcing • Conduct Detailed Purchasing Market Analyses • Benchmark new suppliers against market standards |
| Supplier Classification | With the Emptoris Supplier Classification module, you will be able to define and analyze the nature (e.g. Preferred, Alternate, Phase-Out, Unapproved) of your relationship with your suppliers at both the organization and category level. | <ul style="list-style-type: none"> • Transparency to the segmentation of your supplier portfolio • Focus your resources and efforts on strategic and important suppliers • Act with "one voice" and coordinated approach to the supplier corporate-wide |
| Supplier Evaluation | The Emptoris Supplier Evaluation module is a comprehensive and flexible solution to support your entire supplier performance management process. It provides transparency about supplier strengths and weaknesses and provides a basis for classification, supplier feedback and optimization. | <ul style="list-style-type: none"> • Identify and address weak links, as well as reward strong performers within the supply chain using the KPIs to ensure a well functioning and competitive supply chain. • Reduce supply risk by getting visibility into metrics that serve as an early warning system for potential supply interruption, quality issues, or price fluctuations. • Develop a scorecard on how well a supplier is doing against its contract terms and, as a result, get a mechanism to implement contract compliance • Increase organization-wide alignment on key operational objectives, e.g. a) reducing component costs b) improving component quality c) increasing component delivery flexibility d) accelerating volume ramp-ups • Build a strong foundation for implementing continuous improvement programs to identify future cost savings, improve quality, increase flexibility, improve delivery metrics, etc. • Gain a mechanism to evaluate the capabilities of a supplier, which serves as an input into future sourcing decisions. For example, if a company is looking to expand their supply base in anticipation of higher demand, they can use this information to select a supplier that has the best record for both delivery flexibility, as well as an ability to scale rapidly. • Due the efficiencies gained via the automation of the supplier evaluation process, an increased number of suppliers can be managed with the same resources |
| Supplier Risk | The Emptoris Supplier Risk solution supports you in your efforts to proactively manage the risk associated with your key suppliers. The solution enables you to track 3 independent measurements of risk; Probability, Likelihood and an overall risk index. Supplier Risk enables you to utilize both internal and external sources of information in the calculations as well as enabling you to proactively manage all risk scenarios via the definition of programs. | <ul style="list-style-type: none"> • Improve risk management with a systematic approach that ensures early risk identification across various pillars of exposure including financial, quality, logistics and geography • Avoid supply disruptions with an early-warning of potential failures • Reduce the impact of disruptive events by having documented corrective action and alternative action plans • Up-to-the minute Risk scoring for timely insights based upon near real-time risk calculations and alerting • Extend the reach of your risk program with highly automated supplier risk process with minimal maintenance cost |
| Supplier Development | Supplier Development supports proactive management of prospective and current suppliers. As a result of its tight integration with Supplier Qualification, Supplier Evaluation and Supplier Risk, Supplier Development allows you to define and manage remediation programs to bring your suppliers to expected levels of compliance and performance. | <ul style="list-style-type: none"> • Drive and realize performance improvements for key suppliers including: <ul style="list-style-type: none"> - Logistic: secure on-time delivery - Quality: reduction of problem incidents / warranty claims - Technology: revenue potential through supplier innovation - Improved supplier performance reduces costs - Company wide coordination of development activities - Management of preventive actions (pro-active) - Management of corrective actions (reactive) • Act with "one voice" and coordinated approach to the supplier • Free-up resources and reduce costs of development programs due to high-degree of automation and reusability • Provide a mechanism to aid new suppliers to meet minimal on-boarding requirements |



SLM Modules:

- ▶ Supplier Qualification
- ▶ Supplier Evaluation
- ▶ Supplier Classification
- ▶ Supplier Development
- ▶ Supplier Risk

Comprehensive and integrated approach

The individual Emptoris SLM modules are distinguished by their flexibility and comprehensiveness. When deployed together, the individual modules operate in a tightly coupled manner enabling information to be viewed, enriched and utilized throughout each of the modules.

360° View

The 360° view in Emptoris SLM provides a universal view of suppliers, categories and organizations. All information from the modules is consolidated here. Information from external sources can also be integrated for a richer supplier picture.

Providing a complete view of the supplier however does not stop here. Other aspects of the supplier relationship are required for comprehensive supplier management. A complete overview of the supplier also includes a thorough category strategy, transparency to purchasing volume through spend analysis, uniform master data as well as transparency to sourcing activity and contracts. This comprehensive view is available when Emptoris SLM is utilized in conjunction with other Emptoris' solutions.



Emptoris®, an IBM® company, is a world leader in strategic supply, category spend and contract management solutions that enable companies to maximize financial performance and optimize commercial risk. The company's suite of award-winning and industry-recognized sourcing, contract management, spend analysis, supplier lifecycle management, services procurement and telecom expense management solutions are successfully used by Global 2000 companies.

For more information about Emptoris,
visit www.emptoris.com

call 1 855 391 2561 (US)
+1 781 993 9212 (International)

e-mail sales@emptoris.com