Cherrywork – Supply Chain Collaborative Portal
### Key critical areas in procurement process

<table>
<thead>
<tr>
<th>Area</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Processing Purchase orders manually to suppliers/vendors or from ERP</td>
<td></td>
</tr>
<tr>
<td>Tracking goods/services delivery in appropriate time</td>
<td></td>
</tr>
<tr>
<td>Processing invoices from suppliers/vendors</td>
<td></td>
</tr>
<tr>
<td>Tracking supplier queries for invoice processing, payments processing, remittances advice</td>
<td></td>
</tr>
<tr>
<td>Managing supplier information up to date</td>
<td></td>
</tr>
</tbody>
</table>

### Key issues people faces while managing procurement process

<table>
<thead>
<tr>
<th>Issue</th>
</tr>
</thead>
<tbody>
<tr>
<td>Manage paper based purchase orders/invoices every year- Purchase manager</td>
</tr>
<tr>
<td>Tracking invoice processed/payment status for suppliers- Accounts receivables</td>
</tr>
<tr>
<td>Validating supplier data multiple times in a year to keep up to date - Supplier manager</td>
</tr>
<tr>
<td>Handle supplier queries regarding invoice &amp; payables- Support</td>
</tr>
<tr>
<td>Frequent communication to track deliveries in proper time- Procurement manager</td>
</tr>
<tr>
<td>Manage storage space (hard drives, equipments) to record paper based supplier documents- Administrator</td>
</tr>
</tbody>
</table>
TCO Shoots up every year

15% to greater than 20% of a company's operating revenue is spent on **establish proper supplier communication**

**Manual process:** Manually manage purchase orders/supplier invoices/supplier information

**Payment reconciliation:** Issue tracking supplier payments

**Communication:** Supplier/vendor communication issue for invoices & payables

**Order Delivery:** No firm process in sharing delivery information by suppliers in REAL-TIME
Supplier Network Collaboration

Internal Employees (Buyer, Receiving, Finance, Admin)

Suppliers

Source
- Supplier Evaluation & Selection
- RFX & Bid Management

To
- Contract Management
- Collaborative Order Management

Contract

Procure
- Shipping Info & ASN

To
- Invoice Processing & Accounting Status
- Performance, Vendor Rating & Rankings

Pay
- My Data & Reports
- Message Board & Alerts
- Service Request Management

SAP ERP, S/4 HANA, WMS etc...

Non-SAP, Third Party
Integrate your Suppliers with the supply chain eco-system

Suppliers

- **Low volume**
  - Web browser

- **Mid volume**
  - Up/Down Load files

- **High volume**
  - Backend Systems

**Direct EDI / XML based integration via ESB with buyers backend systems**

**My Company**

**Supplier Collaboration Portal**

- Source
- To
- Contract
- Procure
- To
- Pay
- My Data & Reports
- Message Board & Alerts
- Service Request Management

- Supplier Evaluation & Selection
- RFX & Bid Management
- Contract Management
- Collaborative Order Management
- Shipment Info & ASN
- Invoice Processing & Accounting Status
- Performance, Vendor Rating & Rankings
- New SAP, Third Party

SAP ERP Vehicles...
### Key Features & Functions

<table>
<thead>
<tr>
<th>Supplier Exclusive</th>
<th>Collaborative Features</th>
<th>Company Exclusive</th>
</tr>
</thead>
<tbody>
<tr>
<td>Self Registration</td>
<td>PO Reconciliation / Updates</td>
<td></td>
</tr>
<tr>
<td>Documents &amp; Agreements</td>
<td>ASN</td>
<td></td>
</tr>
<tr>
<td>Administration and maintenance of new users</td>
<td>Posting Invoices</td>
<td></td>
</tr>
<tr>
<td>Catalog Upload</td>
<td>Returns</td>
<td></td>
</tr>
<tr>
<td>PO Confirmation</td>
<td>Price Updates</td>
<td></td>
</tr>
<tr>
<td>Invoice Posting</td>
<td>SKU Creation</td>
<td></td>
</tr>
<tr>
<td>Invoice Tracking</td>
<td>Reports</td>
<td></td>
</tr>
<tr>
<td>Payment Schedule</td>
<td>Ledger Reconciliation</td>
<td></td>
</tr>
<tr>
<td>Vendor Performance</td>
<td>Confirmation of Balance</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Vendor Rebates</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Service Request Management</td>
<td></td>
</tr>
<tr>
<td></td>
<td>PR / PO Approval</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Delivery Schedule</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Forecasting</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Inventory levels across locations</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Auto Replenishment</td>
<td></td>
</tr>
<tr>
<td></td>
<td>AP Automation</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Internal Supply Chain related Reports</td>
<td></td>
</tr>
</tbody>
</table>
Key performance indicators

Supplier Performance

- Delivery in Full on Time
- Accurate ASN’s
- Proactive price updates
- Min/Max inventory levels

Financial Compliance

- Purchase Order visibility
- PO’s and PO revisions automatically recognized
- Acknowledgements
- Planning schedules

Supply Chain Effectiveness

- Inventory below required levels
- Schedule driven replenishment

Inventory Effectiveness

- Timely reconciliation
- Minimal queries related to payments
- E-invoicing
- Days Payables Outstanding
Key Benefits

- Allows companies & suppliers to share information using effective technology
- Supplier self service to avoid any miscommunication
- With process automation & validations, drastically reduce manual errors
- Reduce storage cost for paper documents by moving electronically
- Supplier can share information
- Effective reporting for complete supplier management
- More time for sales / purchase dept, to focus on strategic issues
- Helps in reducing delivery lead times and inventory level
- Track goods / services / deliveries
- 24*7 real time info - Speeds up all processes of supply chain
- Operational Efficiency
- Information Access
Supply Network Collaboration provides you with a 360° view of your supply network, including your customers, suppliers.

Supply Network Collaboration drives supply chain efficiencies and transparency by optimizing information and data flows between your supply chain partners.

Supply Network Collaboration enables all your business partners, independent of their IT sophistications, size, or volume of data exchange (web based, file uploads, EDI / XML).

Collaboration capabilities in Supply Network Collaboration are “plug-n-play” extensions of business processes managed in SAP ERP today.

Benefits derived from Supply Network Collaboration can be quantified as reduction in inventory, increased response times, operating cost reduction, and reduced lead time leading to increased customer satisfaction!