
Sourcing Strategy, Selection and Supplier Management

Supply Chain Visions is a specialized consulting firm dedicated to assisting companies with supply chain strategy development, implementation and education. Our expert advice and collaborative approach help clients develop solutions that are strategic as well as practical, cost effective and focused on driving measurable performance improvements.

Globalization is driving companies to reassess and adjust their sourcing strategy. Supply chains and supplier relationships have become more complex and are being extended across the globe with added lead-time and risk. Suppliers are becoming an even more critical player in a company's ability to successfully meet strategic objectives and goals. As the landscape changes so too must the strategic decisions related to outsourcing and selecting sources of supply.

Supply Chain Visions has extensive experience helping companies, assess and meet these challenges. Our broad base of experience aids companies in the development of their *sourcing strategy*, *supplier selection strategy* and *supplier management strategy*.



©2007 Supply Chain Visions

Supply Chain Visions Support

Sustainable change requires that we tailor each engagement to the client's individual needs and circumstances. Our consulting team provides guidance and subject matter expertise, and your project team provides the corporate knowledge and commitment to change.

Sourcing Strategy

Aligning your sourcing strategy with your corporate strategy can be a challenge. Do you move some or all of your supply sources to low cost countries? Do you outsource more of your manufacturing or distribution processes to third parties? Do you change your current "push" system to a "pull" system? Supply Chain Visions can assist your team as you seek answers to these questions and develop effective sourcing strategies. We start by assessing how your current strategy impacts cost, risk and lead-time and making recommendations in consultation with your team on process improvements.

Supply Chain Visions also performs SKU stratification through Volume, Variability and Values analysis. Using this methodology we can help you determine the best procurement methodology at the SKU level, commodity level or supplier level.

- ❖ Outsource strategy and assessment
- ❖ Low cost sourcing strategy and assessment
- ❖ Total supply chain risk assessment
- ❖ Total supply chain cost assessment
- ❖ Procurement sourcing processes and metrics
- ❖ Process assessments and benchmarking
- ❖ SKU Stratification - Volume, Variability and Value analysis
- ❖ Determination of procurement methodology by SKU classification
- ❖ Alignment of supply chain processes to new sourcing strategy

Supplier Selection

Supply Chain Visions can support your team in supplier selection and RFP/RFI development, especially when outsourcing is being considered. Our consultants can assist you in the development of qualification criteria, evaluation matrices and supplier assessments.

- ❖ Supplier qualification criteria
- ❖ Statement of Work (SOW) development
- ❖ Pricing and evaluation matrix development
- ❖ RFP/RFI generation and management
- ❖ RFP/RFI analysis
- ❖ Supplier assessments

Supplier Management

Supplier management is critical in today's global supply chains. We can help you develop supplier management programs that engage partner collaboration that utilize effective performance measures and scorecards.

- ❖ Partner goals and objectives alignment
- ❖ Supplier performance metrics and scorecards
- ❖ Supplier management process development
- ❖ Alignment of strategic objectives across supply chain partners
- ❖ Partner education and collaboration

Our Approach

All of our partners, principals and associates bring a unique blend of consulting, practitioner and general management experience to the firms we work with. This blend of skills ensures that solutions are both practical and cost effective. The Supply Chain Visions philosophy is to "teach a company to fish" rather than bring in herds of consultants costing thousands of dollars which generally wind up as "Vinyl Binder" studies that sit on a book shelf. Instead Supply Chain Visions works to "coach" client employees/teams through the projects they are tackling by embedding our consultants as part of the client team, serving an educational role as much as a consulting role. This unique approach leaves the client team better able to enact genuine and enduring change in the organization in support of strategic objectives.

Please feel free to contact Supply Chain Visions to discuss your requirements or email us at info@scvisions.com.