



Supply Spend Analysis

Transforming Data Into Opportunity

Find the Money

Your management team is looking to you to find the hidden pockets of profit. In order to do that, you need a clear vision of your supply management process. You want to uncover the who, what and how of your company's spending, but where do you begin?

With a partner who understands where you want to go and how to get there.

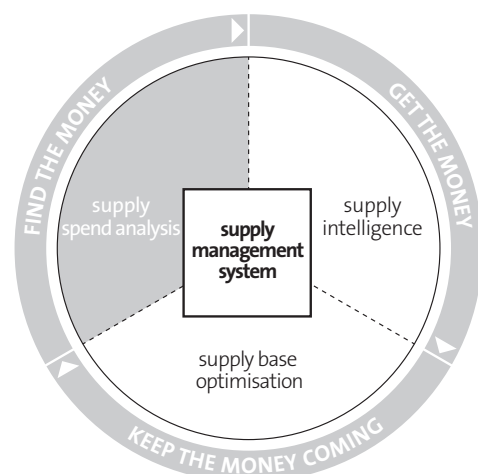
D&B Supply Management Solutions can help you transform your sourcing strategy into a competitive advantage. Our focus is to help you Find the Money and uncover opportunities that will pay off quickly for your organisation. No one combines information, technology and expertise like D&B to help you bring immediate value and profit to your company's bottom line.

We've developed a seamless approach that is a fast, easy and non-intrusive way to optimise your entire supply management process: The D&B Supply Management System. This unique solution is a powerful combination of information, technology and business process that empowers you to make confident business decisions.

The System is comprised of three modules that operate in tandem as an end-to-end system or are delivered independently as you need them. Our Supply Spend Analysis module identifies the areas in your supply management process that can have the biggest impact on profitability. It's a logical first step in gaining bottom line control over strategic sourcing.

Breaking Through the Sourcing Barriers

When we sit down with you to improve the supply management process, we perform an in-depth analysis, focusing on what you spend, whom you spend it with and how you spend it. We will help you understand the barriers of strategic sourcing such as multiple and disparate systems, inconsistent supplier names, multiple chart of accounts and a difficulty to discern between actual and perceived spend.



The Path to Profitability

In the Supply Spend Analysis module, we'll take you down the path to profitability. We'll assess the supply opportunity, and we'll analyse your supplier relationships.

Assess the Opportunity. We'll look at what you're doing now and identify the places where you can improve your supplier relationships. During the assessment phase, we use standard data templates to extract and capture all negotiable spend over a pre-determined period for analysis. We create a powerful picture of all spend information throughout your company, no matter where it is or how it's being recorded. We then validate that spend against the General Ledger for accuracy.

Using D&B's patented D-U-N-S matching process, we compare your supplier master file with D&B's referential database. Using this highly regarded matching process, we develop critical information about your suppliers and their relationships with one another. During our assessment of your supply base, you'll find potential opportunities to leverage your spend, as well as uncovering supply base risk and dependencies.

Analyse Your Supplier Relationships. In today's economy, risk in your supplier base can wreak unnecessary havoc on your organisation. That's why the scrutiny of your supplier relationships is so important. We'll work with you to take an analytical, in-depth look at your supplier relationships, and drill down to what you're spending with each supplier, what you're buying and where in your organisation the spend originates.

Using our Supply Management System, we take your company's supplier information and D&B's proprietary information, and add the insight and experience of our global team of experts to uncover both the inefficiencies and opportunities in your organisation.

We identify duplicate suppliers and let you know if you're using different suppliers to get the same product or service. We can ascertain if certain suppliers are 'related' so you can properly leverage your relationships when negotiating contracts. Our team will alert you to the risk of being too dependent on one company and pinpoint suppliers whose identification does not meet D&B's acceptable accuracy.

We'll also provide socio-economic information to help you determine whether you're complying with specific local country policies.

When it comes to risk and dependency, we'll show you which suppliers are dependent on your business, as well as those that are critical to the health of your business. This invaluable insight helps you negotiate with key suppliers and leverage your spend with them, to understand your overall risk and dependency and to protect yourself against fraud. Understanding your risk and dependency not only strengthens your position, it also enables you to drive more profit to the bottom line.

The Path to Profitability

In addition to Supply Spend Analysis, the Supply Management System offers two other modules. In Supply Intelligence, we work with you to locate and qualify suppliers based on your corporate objectives and risk and performance measures. Supply Base Optimisation automates information transfer and renewal so the integrity and accountability of your supply base is as dynamic as your business. Our system brings a new level of business intelligence to your entire supply management process.

Please contact us to help you Find the Money in your supply management process; Get the Money to your bottom line and Keep the Money coming with our renewable and repeatable approach.

D&B Solutions

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Sales & Marketing Solutions
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