

Supplier Management

When considering the transparency of your business

Would it be helpful

To be able to link the end consumer to the original supplier?

When considering stock turns

Would it be helpful

To minimise the time that a supplier takes to fulfil your order?

When dealing with purchasing costs

Would it be helpful

To pass the responsibility and cost of stock maintenance to your supplier?

Management 2000 offers an expanding chain from the original supplier to the end customer

The relationship between supplier and the channel has always been complicated by self interest. However, the global scope of today's marketplace ensures that if there is a windfall advantage to one party, it doesn't last very long. However, in place of that there is an emerging cooperative advantage represented by effective branding.

The more the supply chain is integrated, the more dependent it becomes on its members.

- **If the supplier can see sales figures and trends**
 - Volume investments are likely to be made to meet known rather than speculative demand
 - Staff may be retained during a brief trough which reduces the cost of gearing up
 - Specialisations can occur such as label printing and other special value adding processes
 - FCL can be achieved thus reducing delivery delays and transport costs
- **If the supplier can create product in the channel partners database**
 - Errors and confusion are reduced as the supplier gets orders in familiar formats
 - Pricing can be reduced as the cost of administration falls
 - Timings can be tightened as the interested party is empowered to complete on time
 - Budgets can be linear and not inflated by mismatched units
- **If both supplier and channel partner can see the same reports then both will trust them**
 - If there is a problem, it is not a problem of fact, but rather one for decision
 - If there is a problem that is shared then there is no longer one solution available
 - Based on shared information, both parties can work to better serve the customer

- Based on better service and communication, it is possible to Value Add the product range
- **If all of this information interchange is electronic then the costs of both parties are reduced**
 - Electronic information can be generated anywhere in the world
 - Electronic information can be changed regularly at almost no cost
 - Electronic information can readily be shared with an expanding group of members
 - This sharing can exponentially reduce costs and provide for added value

Management 2000 supports both the import and export of data through ad hoc measures including EDI files, XML and csv files. These file transfers operate in both directions, creating masterfile data conveying orders and receipts in both directions. In addition to this, a more formal interface is supported through NZ Telecom's InfoXchange, and a number of Web Services support the real time operation of 3rd party Web shops and other applications.

Management 2000 also supports direct web access to restricted views of the suppliers data so that the supplier can assess sales trends, review the effects that existing and proposed orders will have and make better decisions.

Customer access is encouraged and customers are able to review details, place orders, make payments, change some data and increasingly will be encouraged to participate in the supply chain.