



Source bright ideas
from anywhere



Build a portfolio of
innovation projects



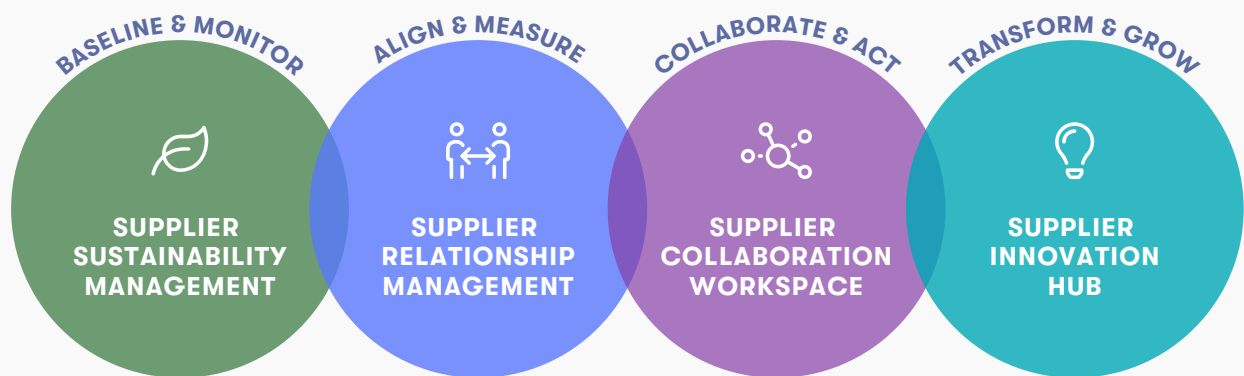
Prove the value of
supplier innovation



Supplier Innovation Hub

Source innovation from your extended
ecosystem to meet key business goals

Achieve your most ambitious goals...



All on one platform, all Vizibl.

Build active, collaborative relationships

Vizibl brings Relationship Management, Collaboration Management, Sustainability Management, and Innovation Management together into one powerful platform, enabling enterprise organisations to manage every aspect of their relationships with suppliers and partners more effectively.

With strategic objectives and demonstrable outcomes linked end-to-end from the establishment of a relationship through to alignment, collaboration, innovation, and reporting, our best-in-class procurement platform underpins truly active relationships, allowing you to realise the full value locked in your supply chain.

Active collaborative relationships are the key marker of successful Supplier Collaboration and Innovation, providing a leading indicator of later success against your most ambitious goals.

Robust people and process governance, centralised data, and security architecture purpose-built for global enterprise ensure Vizibl lays the foundations for a successful Supplier Collaboration and Innovation programme, equipping your team with the tools they need to get the most out of your relationships – systematically, and at scale.

Vizibl

Why Supplier Innovation?



Enterprise companies are facing a broad set of challenges. Whether it's an increasingly competitive market filled with disruptive newcomers, changing consumer and investor demands, widespread supply chain disruption, technological need, talent shortages, or the pressure to overhaul sustainability credentials, big business needs to act quickly. Some are even tasked with overhauling their entire business model in the fight to secure longevity.

To deliver on key goals in the face of these challenges, many businesses are turning to their extended ecosystem. They are right to; suppliers and partners come armed with their own talent pool, a wealth and breadth of knowledge of competitors and even entire verticals, and an intimate understanding of local conditions in a global marketplace.

Supplier innovation can come in many forms – from small incremental changes that combine to improve a process or outcome, to larger more impactful innovations that transform entire categories.

Per McKinsey, supplier innovation is 40% faster to market than homegrown ideas, translating to considerable advantage in a competitive landscape. And in the wake of the COVID-19 crisis and its effect on our supply chains, and with the battle on to secure priority access to scarce sustainable commodities and capacity, it has become increasingly clear that capturing supplier

innovation could be the difference between transformation and survival, or stagnation and failure.

Though supplier innovation signals a promising route to overcoming key challenges, enterprise business frequently finds it difficult to tap the innovation and IP potential in their supply chain and beyond.

Lacking a systematic way to source innovation, triage ideas, and bolster conversion rates from ideation into innovative deliverables, the supplier innovation process suffers from extensive value leakage, and what value is driven becomes difficult to prove. As supplier innovation becomes challenging to capture, govern, manage, measure, and report on – particularly at scale – its benefits are undermined.

That's why we built Innovation Hub.



Source ideas from anywhere

Vizibl Innovation Hub allows procurement to source novel ideas from the supply chain and beyond through its Initiatives and Opportunities features.

Initiatives can be thought of as ‘problem statements’ or a ‘request for ideas’, and can encompass any variety of goal, from small operational improvements such as ideas to improve OTIF, all the way up to reducing supply chain emissions, or inventing brand new products to suit changing consumer demands.

Suppliers and other extended ecosystem partners respond to Initiatives via Vizibl’s Opportunities functionality – templated response forms pre-formatted by the procurement team which allow suppliers or partners to expand on their proposed solution.

Because good ideas can come from anywhere, these responses can be opened beyond the existing supplier base; Vizibl facilitates open innovation by allowing Initiatives to be shared using a public URL or embedded on a custom landing page.

Once an Initiative is live, all submitted Opportunities are displayed on the overview page for the Initiative, meaning the problem



and all possible solutions sit in one centralised location alongside related Discussions, Documents, Files, and Tasks.

From here, Opportunities can be triaged by the team, with fully customisable reasons for discarding unsuccessful ideas.

To ensure promising ideas are followed through with, successful Opportunities can be transformed into Projects in Vizibl’s Supplier Collaboration Workspace, allowing procurement to join the supplier and their colleagues in other functions on one centralised platform to move the innovation into further POC and development stages.

Build a portfolio of projects

With Projects, Vizibl enables procurement to collaborate with suppliers and partners on innovations that directly impact the goals of the organisation – not only with suppliers but also with other internal lines of business.

Through the Projects functionality businesses can work with their extended ecosystem systematically to run proofs of concept or to manage the end-to-end development of an idea.

Vizibl's Projects are designed with governance and accountability in mind to minimise value leakage during the supplier innovation process, and ensure that its value back to the business can be proven robustly.

Projects are time-bound and linked to the Strategic Objectives established in the original Initiative, allowing them to be automatically judged against the initial business need.

The addition of custom stage gates, project status, and check-in functionality allows users to tightly manage and monitor the progress of innovation projects in Vizibl.



Projects can be assigned Value Trackers which allow you to more effectively target, forecast, and prove innovation performance over time.

All Proofs of Concept and Innovation Projects can be pulled into Vizibl's performance management functionality and contribute to the Transformational dimensions of performance.

They can also be tagged using the flexible tagging structure that sits across the entire Vizibl platform.

The result is an ability to both roll up and to drill down, allowing as broad or as granular a view of performance across the entire innovation portfolio as is desired.



Prove the value of supplier innovation

Due to the global functionality that sits across the entire Vizibl platform, our Supplier Innovation solution allows you to attribute value to every Opportunity, every Initiative, every Proof of Concept, and every fully-fledged Innovation Project.

Tags and Value Trackers follow every Opportunity end-to-end from initial submission through to triaging, testing, implementation, and final measurement, providing full visibility over conversion rates and return on investment, not only at the individual supplier level, but also across custom segments of the supplier base, or across the entire portfolio of innovation suppliers.

This visibility not only helps to prove the value of individual projects or supplier relationships, it also optimises the Supplier Innovation process over time, allowing procurement and the wider business to deploy resources where they have been proven most effective in line with the organisation's overall goals.

In addition to proving value back to the business and allowing procurement to prioritise effectively, end-to-end mutual transparency cements ongoing customer of choice relationships with innovation partners, maximising the innovation potential of the supply base over time.

Features



Pose problem statements to colleague functions, incumbent suppliers, extended business partners, and beyond with Vizibl's Initiatives.



Collect possible solutions to your problems or pursue outcome-based buying with Opportunities, and triage them with fully customisable statuses & stage gates.



Transform promising Opportunities into Projects in Vizibl, allowing you to collaborate alongside colleague functions and suppliers from one centralised workspace.



Assign value trackers to POCs and innovation Projects, allowing you to track and measure the performance of individual Projects & your entire innovation portfolio.



Get full visibility over your entire innovation Project portfolio, including conversion rates between stages, and overall contribution to business goals.

Benefits



Source, triage, manage, measure, and report on your supplier innovation efforts all from one centralised platform.



Prevent value leakage from the poor project governance typical of other, fragmented solutions.



Prove the value of supplier innovation and of your team's work to the business by assigning Value Trackers to innovation opportunities.



Get end-to-end visibility of innovation, from initial ideation to Opportunity submission, through to proof of concept, implementation, and contribution to KPIs.



Develop a more holistic view of supplier performance by appraising transformational performance from innovation potential alongside operational metrics.

About Vizibl

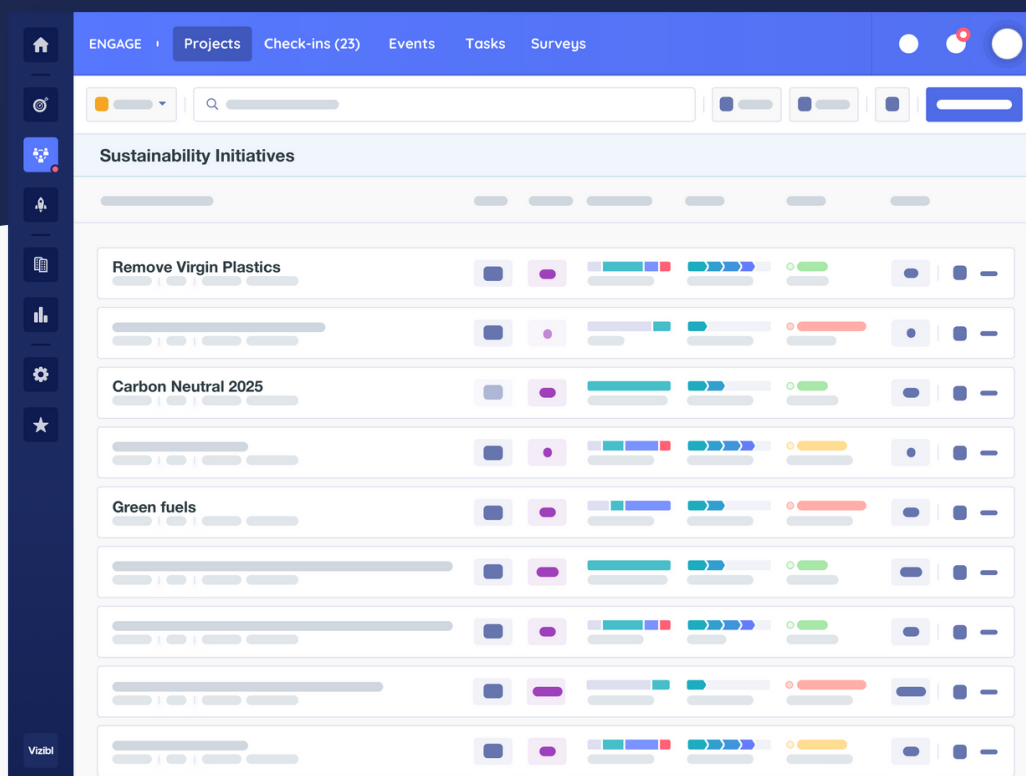
At Vizibl, we put collaboration, innovation, and sustainability at the heart of supplier relationships.

Our best-in-class digital platform enables enterprise organisations and their suppliers to manage every aspect of their relationship more effectively.

Whether it's discovering new revenue streams, developing innovative products and solutions, or taking joint action towards your sustainability targets, Vizibl helps to align your suppliers with your business goals to deliver mutual value.

Trusted by giants in pharmaceuticals, oil & gas, FMCG & communications, the Vizibl platform connects buyers and businesses with their suppliers, on every continent across the world.

Connect your extended ecosystem all in one collaborative platform, all Vizibl.



Speak with Vizibl today and learn how we can help you leverage your supplier ecosystem to meet your innovation goals.