



Establish global
supplier governance



Align around shared
objectives



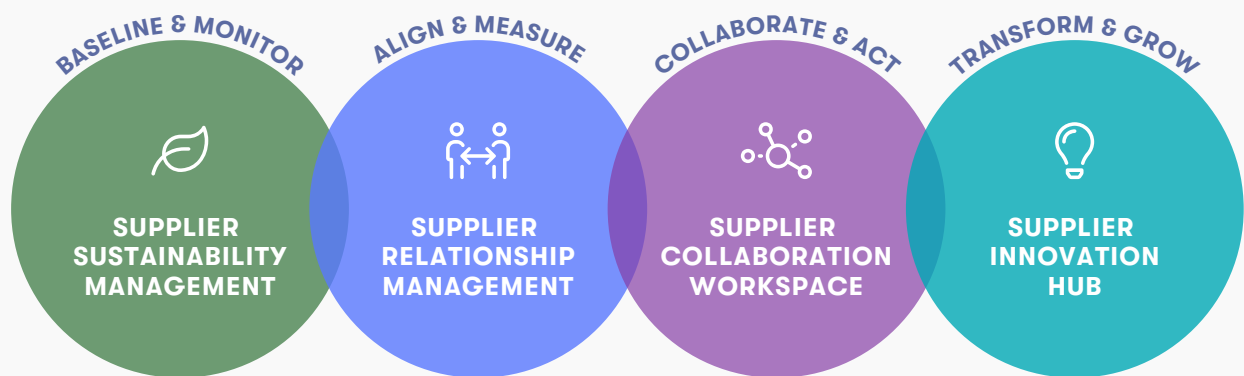
Centralise
supplier information



Supplier Relationship Management

Establish, govern & optimise key supplier
relationships, all in one place.

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 Relationship Management?



Procurement functions are increasingly turning towards Supplier Relationship Management (SRM) as a controlled and systematic approach to ensuring the supply of the materials and services they need at the right price, and of the right quality.

SRM comes with proven benefits for reducing costs, improving efficiency of operations, and forms the foundations to become 'Customer of Choice'. A well-managed supplier relationship is a relationship that is more efficient in addition to being more agile and resilient in times of disruption.

Yet despite the importance of robust supplier relationships to not only the procurement function but also to the business at large, procurement frequently lacks the information and processes required to make the most informed, effective, and efficient decisions about their suppliers.

Much of this difficulty stems from siloed, offline ways of working which lead to difficulty accessing information, undermining the efficiencies SRM seeks to establish.

Supplier touchpoints frequently take place across various tools and email threads with no overarching source of master data. These issues are compounded by lack of transparency around org charts, escalation processes, and historic performance. As a result, SRM can be a slow, incomplete, friction-filled process.

This inefficiency is accompanied by one-sidedness in the traditional SRM process – with supplier relationships managed unilaterally by the procurement team as opposed to relationships being viewed as a joint venture to be managed by both of the parties which constitute it. There is no standardised process to mutually set the terms of the relationship, or to agree upon shared goals and objectives.

For SRM to deliver on its promises to its full potential, procurement needs one centralised repository where they can get information on all relationships at the touch of a button. Vizibl SRM provides just that.

Supported by transparent, standardised processes baked into the platform's architecture, this 'one-stop-shop' approach lowers the time and resource required for robust SRM. In doing so it improves procurement's effectiveness and efficiency, bolstering the goals of each individual relationship, and of Supplier Relationship Management as a whole.



Get visibility over key information and stakeholders

Vizibl's Supplier Relationship Management embeds robust people governance at the heart of supplier management, allowing procurement to overcome complex org charts to more effectively orchestrate within their own organisation, and across their relationships with suppliers.

With its Circles, Teams, and Organisation Tree features, Vizibl allows its users to map key stakeholders on both buy and supply side of the relationship, to establish relationship structure across different lines of business, OpCos, and geographies at both a local and global level.

Teams allows for the creation of organisation-agnostic teams with custom permissions for every member, while Circles allows you to group these stakeholders by area of responsibility, such as creating a 'Commercial' circle to deal with the commercial, financial, and contractual elements of the relationship team.

Organisation Tree allows for a macro view, allowing you to create a multi-level visual hierarchy of how both buy and supply side stakeholders are structured.



In addition to visibility over stakeholders, Vizibl SRM creates transparency around supplier information, allowing you to consolidate all operational information on each supplier in one central location. This includes data such as goods and services provided, revenue, and risk which can come from anywhere, including D&B, ERP, or procurement application suites, with the ability to request updates to this information from the supplier directly.

Vizibl's category, segment, and custom tag fields allow for easy categorisation and searching of these relationships.

Centralise and consolidate performance data

Vizibl SRM allows procurement to overcome the challenges posed by fragmented data and the imprecise assessments of performance that result.

Instead of data on supplier quality and performance being spread across ERP and S2P suites and assessed retrospectively, Vizibl ensures that supplier performance data is dynamic, real-time and always accessible.

Thanks to easy integration through Vizibl's open API, it doesn't rely on batch updates that are out of date by the time they reach the platform, granting procurement the most up to date view of performance possible.

To allow procurement to fulfil their expanding role and responsibilities, Vizibl SRM looks beyond purely operational performance and assesses relationships based on multiple dimensions such as operational, relational, and transformational performance, to



provide a more holistic view of a supplier's contribution to the business.

The operational dimension assesses the usual metrics around cost, compliance, and quality to ensure this aspect of procurement's work continues, while relational performance assesses the health of the partnership from the perspective of both buy and supply side.

Transformational performance refers to the performance of the relationship beyond the usual operational metrics, looking at the wider impact a supplier has on the business in fields such as innovation, resilience-building, or sustainability.

All dimensions are custom-configurable in Vizibl, and are rolled up into a blended scorecard to give a more holistic view of the value of a given supplier relationship.



Mutually manage relationships towards shared objectives

Where traditional SRM is one-sided, undermining the relationship between buyer and supplier, Vizibl SRM instead allows procurement to embed an ethos of transparency and mutual benefit into their relationships.

Establishing a relationship in Vizibl begins with constructing an Account Plan with the supplier, similar to a joint business plan. This plan consists of a Shared Vision, Intended Behaviours for the relationship, its Guiding Principles, and its Shared Objectives.

These should be agreed upon by the team responsible for relationship governance. The Account Plan acts as a mission statement for

the relationship, defining its purpose and its aspirations.

Perhaps the most important part of this account plan is the Shared Objectives, allowing the team on both buy and supply side to agree upon a set of measurable, time-bound objectives for the relationship.

Every project in Vizibl's Supplier Collaboration Workspace can be directly linked to these objectives, allowing procurement to quantify, visualise, and report on how the relationship is contributing to the operational, relational, and transformational performance of the organisation.

Features



Map multi-level stakeholder hierarchies across OpCos, geographies, and different lines of business with Organisation Trees, Teams, and Circles.



Consolidate all operational supplier data with Supplier Information Hub and use customisable tagging to categorise suppliers in line with your business needs.



Establish a joint Account Plan with a Shared Vision, Intended Behaviours, Guiding Principles, and Shared Objectives to chart the course for your relationships.



Use real-time centralised data to inform Supplier Performance Management across customisable performance dimensions.



Link Strategic Objectives to Projects further on in the Vizibl application in order to quantify, visualise, and prove the value of a given supplier relationship.

Benefits



Quickly understand complex organisational structures and find the right person to contact, improving efficiency, accountability, and productivity.



Work from one single source of truth to access better-quality data, faster.



Get a holistic view of performance beyond operational metrics to understand the true value of your supplier relationships and better predict future performance.



Cement alignment around strategic goals and measurement with suppliers and partners, and ensure accountability in performance.



Demonstrate your commitment to your supplier relationships and build Customer of Choice status by mutually managing your relationships with suppliers.

About Vizibl

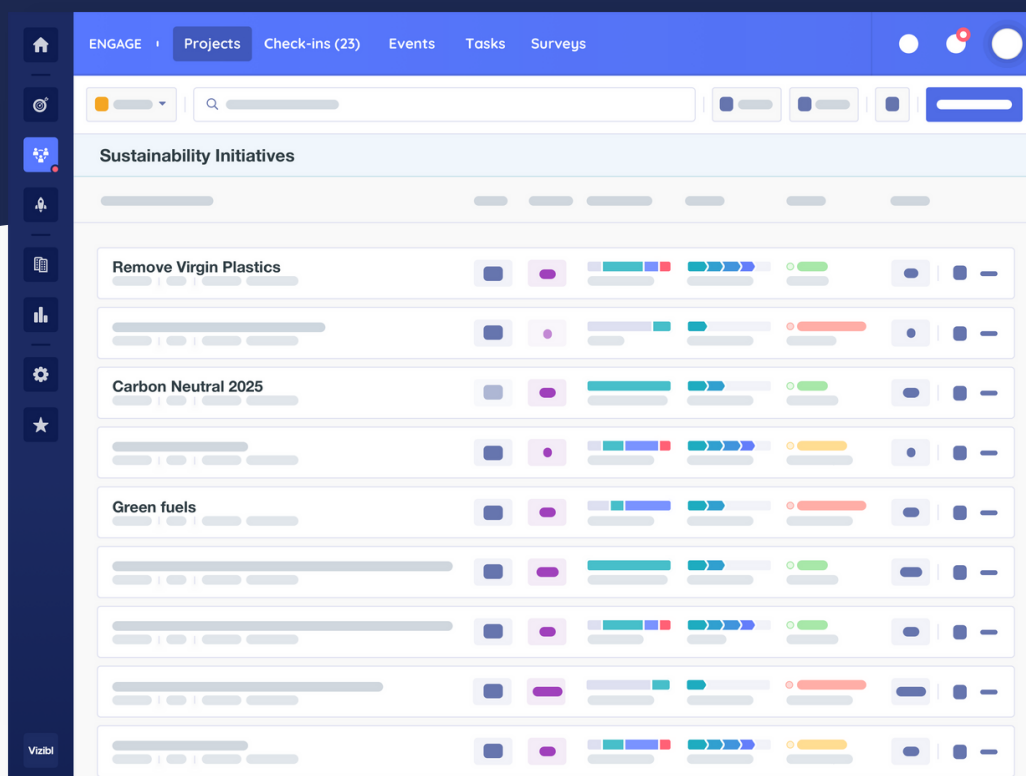
At Vizibl, we put collaboration, innovation, and sustainability at the heart of supplier relationships.

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 relationships to meet your business goals.