



Supplier Relations for Dynamics 365

Creating Impact on Procurement

The new level of process
automation on supply chains

Executive summary

Value proposition

Roadmap

Target group

Our customers



Executive summary (I)

Value proposition

- Short term ROI by
 - Optimized cycle times
 - Reduced processing costs
 - High degree of automation
 - Early indicators and system generated actions
 - Increase of processing efficiency
 - Higher transparency
- Dynamics 365 as best in class xRM framework
- Dynamics 365 is the only available SRM Tool with an integrated platform and xRM approach

Executive summary (II)

Roadmap

Extended integration capabilities using new Azure Services as part of Supplier Relations standards

- Customer Engagement
- Business Apps
- Data and AI – Data Platform and Analytics
- Modern Workplace - Collaboration



Executive summary (III)

Target Group

- Public Sector
- Professional Services
- Retail & Travel
- Manufacturing
- Financial Services
- Healthcare

Executive summary (IV)

Our customers



Supplier Relations for Dynamics 365

Key features

Key benefits

Functionality highlights

Supplier Relations for Dynamics 365 (I)

General key features

- Supplier-Life-Cycle
- Supplier Rating / Scoring
- Supplier Applications / Evaluations
- Supplier Portal
- Master Data Management
- Contracts / Certifications
- KPIs / Benchmarking
- Sourcing Strategies
- Audits / Action plans / 8D Reports

Supplier Relations for Dynamics 365 (III)

General key benefits

- Strategic supplier management on the basis of indicators
- Sustainable supplier evaluation and continuous supplier development
- Implicit risk management (metrics, thresholds defined, implemented escalation processes)
- Sustainable corporate management of harmonized processes and daily updated data
- Mapping of the entire supplier lifecycle (Qualification, evaluation, development incl. Target definition, fitness and annual meetings, etc.)
- Category Management incl. Interfaces to various ERP systems (SAP, PSI Penta, Infor, etc.)
- Ideal basis for the implementation of lead buyer concepts

Supplier Relations for Dynamics 365 (II)

Digital transformation for procurement and logistics

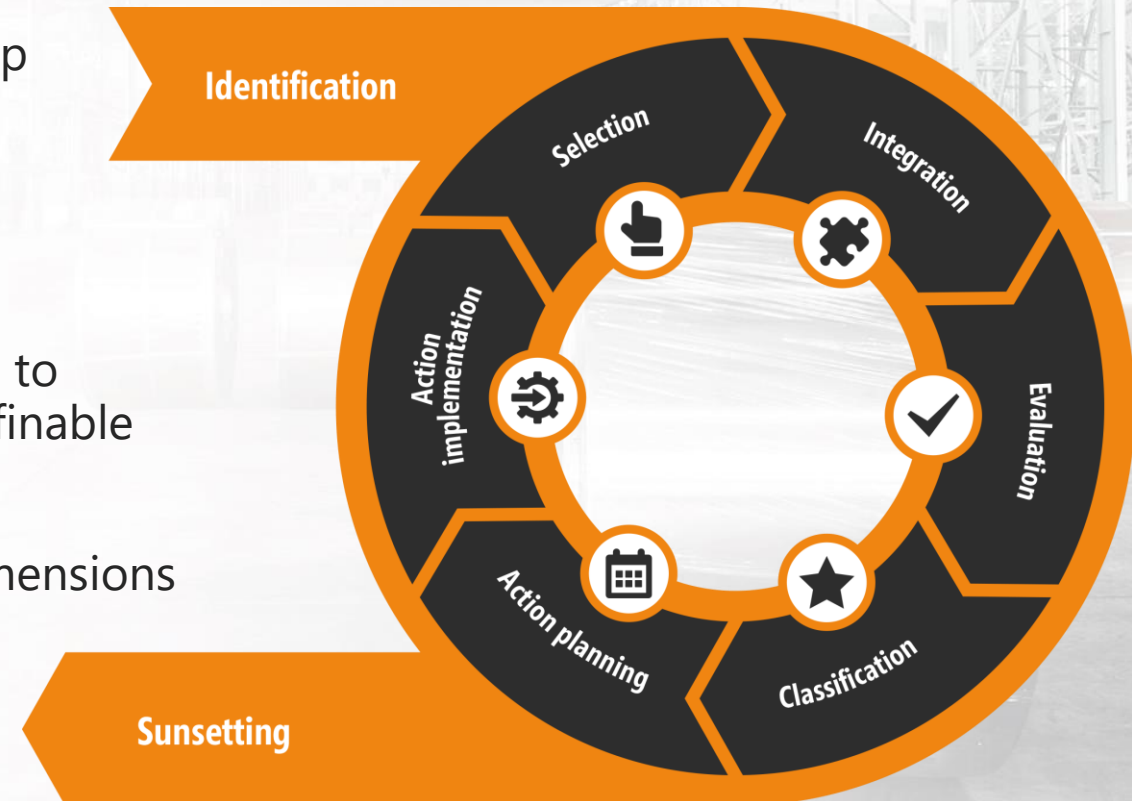
- Central provisioning of all SRM-relevant master data incl. release and QM processes
- In connection with the portal:
 - Groups of goods (ecl@ss), specifications, classifications
 - Certificates
 - Contract
 - Catalogue management & updating price lists
 - Managing action items / claims
 - Higher transparency
- Dynamic supplier information comprising all data within the SRM
- Provisioning of generic supplier interfaces via Azure API Management



Supplier Relations for Dynamics 365 (IV)

Supplier lifecycle management

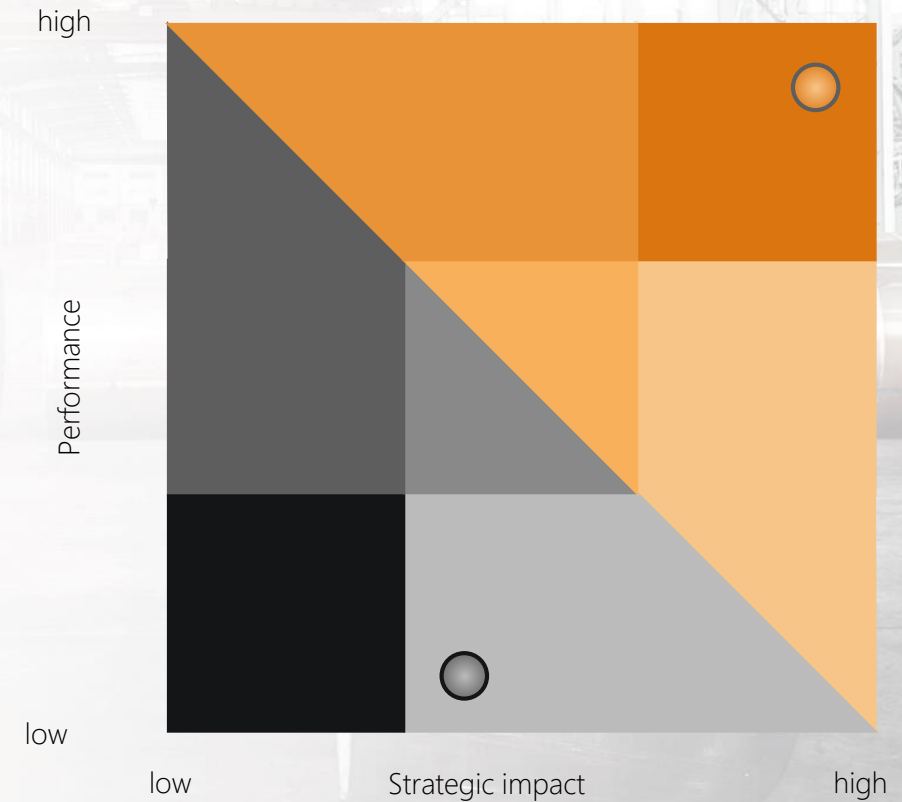
- Supplier application process in dependence of group of products / materials / specification
- Supplier surveys (dynamic, rolling)
- Vast possibilities to evaluate suppliers (due date, up to date, using subjective or objective criteria, freely definable evaluation matrix)
- Classification of suppliers within freely definable dimensions
- Strategy supplier development and planning (both manually and calculated)



Supplier Relations for Dynamics 365 (V)

Process & strategy

- Action item management derived from the strategy per supplier / group of products / material (both manually and automated)
- Visualization / clustering along the strategy
- Mapping of the (optimized) processes to the Dynamics 365 platform.



Supplier Relations for Dynamics 365 (VI)

KPI calculation, consolidation, visualization

- Freely definable performance indicators based on master and transactional data of connected systems including performance baselining concepts
- Definition of thresholds, levels of criticality, degree of fulfillment per indicator in dependence on group of products / materials / specifications
- Subjective indicators based on surveys /evaluations / supplier visits / audits
- Analysis of behavior based on historical data (purchasing/sales) including prediction models using machine learning
- Measuring process performance / cycle times / benchmarking / identification of cost saving opportunities



Supplier Relations for Dynamics 365 (VII)

Add on services to optimize data quality and benchmarking

- Integrate external data sources (e.g., for credit rating, compliance, organizational structure, financial data, credit insurances)
- Worldwide address validation
- Integration of referencing data sources, e.g., to ensure dynamic pricing or catalogue management
- Phonetical / fuzzy recognition algorithms to enrich and align data with existing data
- Use of benchmarks to optimize the procurement strategy



Supplier Relations for Dynamics 365 (VIII)

Additional functionality provided by Supplier relations

- Integrated contract management incl. Docu Sign connector
- Management of received invoices incl. OCR, indexing, booking management
- Document management processes in connection with SharePoint or other ECM systems
- Seamless integration in the office and Microsoft landscape
- QM and complaint processes (supplier < > customer)
- Generating fact sheets
- Offer platform | e-Procurement
- Brand Relations and Insurance Relations as additional add on modules



Anywhere.24

About the company

Anywhere.24 – The xRM Specialist!

The Anywhere.24 group is developing sustainable relations between organizations, processes and technologies.

The Anywhere.24 company philosophy follows the motto „**Creating Impact**“ – achieving lasting added value for our customers.

„Perfection is achieved, not when there is nothing more to add, but when there is nothing left to take away.“

Antoine de Saint-Exupéry



Anywhere.24 – Part of the Acando Group

ACANDO

2000 employees

5 European countries

240 Million Euro revenue

NASDAQ OMX Nordic

1982 founded



Anywhere.24 – Our practice areas



Digital Strategy and Transformation

How will I design the digital future?



Customer Experience and Commerce

How will I engage my customers?



Digital Workplace and Collaboration

How will I work in the future?



Digital Delivery Management and Services

How will I work more efficiently?



Smart Life

How will my life change in the new digital world?

Anywhere.24 – Solutions for Dynamics 365

Supplier Relations

Creating Impact on Procurement & Supply Chain

Insurance Relations

Creating Impact on Risk and Claim Management

Brand Relations

Creating Impact on Media Sales

Event Relations

Creating Impact on Events

Member Relations

Creating Impact on Networking

Predictive Relations

Creating Impact on Data Analytics



Empowering Cloud Value



<http://supplier-relations.de>

SUPPLIER RELATIONS

xRM SOLUTIONS FOR DYNAMICS 365

Thank you for your attention!