RheinBrücke

M⊘RLIN®
Strategic Sourcing
Simplified

STRATEGIC ROLE OF THE SOURCING FUNCTION

Background

Digital transformation (DX) is reshaping supply chain organization's business processes, employees work, and enterprises business outcomes globally, especially in the post Covid-19 world. Mid-market enterprises have turned their focus to easy to implement simple and agile applications and cloud-enabled procurement software because they need flexible solutions that are relatively easy to implement, configure, and update while also bringing in the latest innovation. Demand for such procurement applications continues to grow because of the ability to access and analyze massive amounts of data in near real time while providing context for optimal decisions, so employees can execute quickly and with the best outcome in mind. There is a huge gap for procurement software which can address both light weight direct and indirect market needs. The solutions must be able to keep up with the volume of purchases, identifying and sourcing new suppliers, authoring and managing the contracting process, procuring goods and services in a timely manner. They should manage supplier relationships seamlessly, while also delivering an excellent experience to line-of-business users of procurement applications. Buyers need to be able to quickly identify the most flexible and adaptable suppliers in the ecosystem and prioritize procurement to them to avoid supply chain disruptions.

Fact

The Global Procurement Software Market in the pre-Covid-19 scenario was expected to expand at a 9.6% CAGR during the forecast period from 2018 to 2023 from a base of $ 5.1 billion to over $ 8 billion. Adoption is expected to rapidly accelerate in the post Covid-19 world.

For an enterprise, material and services costs have a huge impact on the bottom-line. Yet the organization has a responsibility to its customers, its shareholders and its partners, to make every effort to minimize the impact of price volatility on its supply chain operations. Additionally, businesses are under constant pressure to respond rapidly to changing market requirements and supply chain risks by identifying and quickly engaging with the most appropriate suppliers in the ecosystem.

As companies continue to compete for customers and market share, those taking a more analytical and strategic approach to managing the sourcing function will win in this market of rising commodity costs.

Why Do You Need RheinBrücke's MeRLIN?
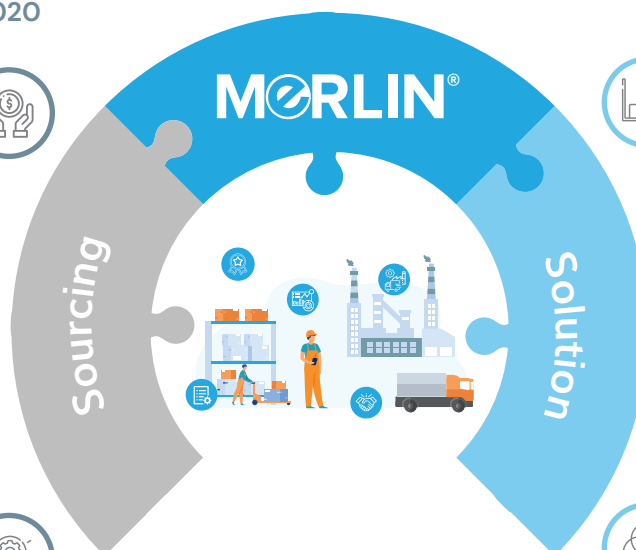

Sourcing
Top 5 Challenges of 2020

- Value Creation & Cost Management
- Supply Chain Resilience & Risk Management
- Enhancing Productivity in a remote working environment
- Managing Supplier Relationships in a dynamic market
- Easier, Quicker New Product Development

MeRLIN®

Sourcing

Solution

Our Solution

- Strategic Sourcing, Extensive Spend & Cost Breakdown Analytics, Demand Consolidation
- Supplier Dependency Analysis, Supplier Bottle-necks, Order Expediting
- End-to-End Digitization, Commodity Templates Workflows, Collaboration etc
- Develop Transparent Supplier Partnerships, Identify & Nurture the top Suppliers
- Seamless Engineering Collaboration for Co-innovation, BoM Analytics

RHEINBRÜCKE'S MeRLIN

Strategic Sourcing Simplified

RheinBrücke's MeRLIN is a Sourcing Solution for Direct & Indirect Procurement that offers a seamlessly integrated sourcing process automation with supplier r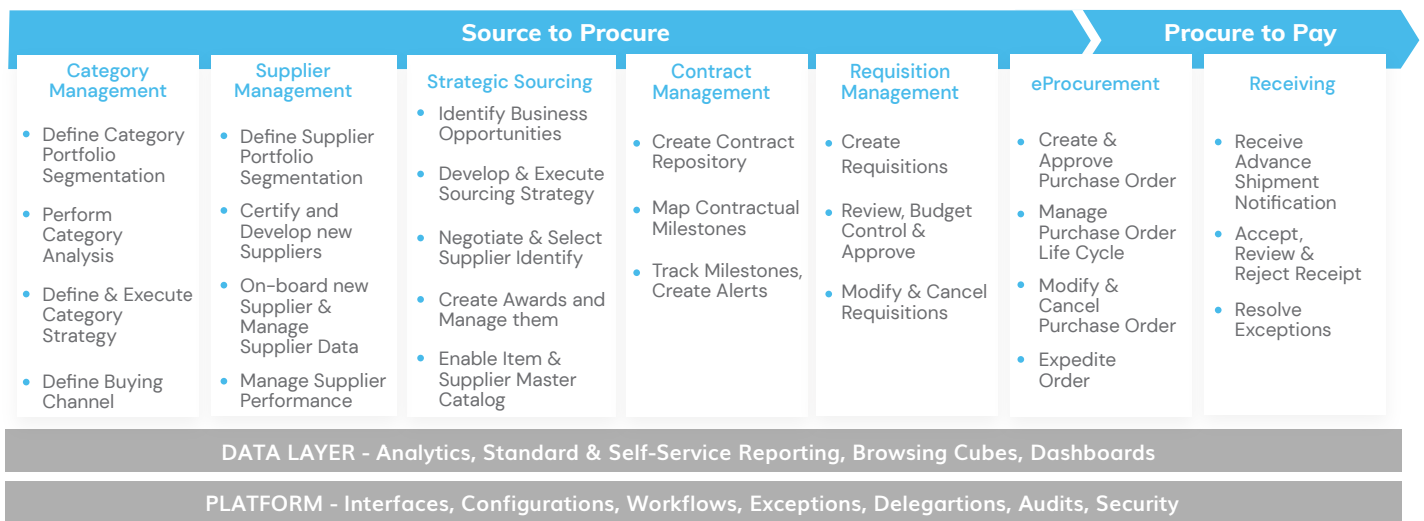elationship management and planning functions augmented by advanced analytics. It plays a key role in enhancing collaboration between buyers and suppliers offering an intuitive and easy to use platform. MeRLIN is modular, flexible, configurable, integrated and easy to deploy. It is developed on Microsoft technology platform and can be hosted either on-premise or on the cloud. It is the go-to solution for strategic sourcing needs of enterprise sourcing organizations.

Key Functional Components of RheinBrücke's MeRLIN

Source to Procure					Procure to Pay	
Category Management	**Supplier Management**	**Strategic Sourcing**	**Contract Management**	**Requisition Management**	**eProcurement**	**Receiving**
• Define Category Portfolio Segmentation • Perform Category Analysis • Define & Execute Category Strategy • Define Buying Channel	• Define Supplier Portfolio Segmentation • Certify and Develop new Suppliers • On-board new Supplier & Manage Supplier Data • Manage Supplier Performance	• Identify Business Opportunities • Develop & Execute Sourcing Strategy • Negotiate & Select Supplier Identify • Create Awards and Manage them • Enable Item & Supplier Master Catalog	• Create Contract Repository • Map Contractual Milestones • Track Milestones, Create Alerts	• Create Requisitions • Review, Budget Control & Approve • Modify & Cancel Requisitions	• Create & Approve Purchase Order • Manage Purchase Order Life Cycle • Modify & Cancel Purchase Order • Expedite Order	• Receive Advance Shipment Notification • Accept, Review & Reject Receipt • Resolve Exceptions

DATA LAYER - Analytics, Standard & Self-Service Reporting, Browsing Cubes, Dashboards

PLATFORM - Interfaces, Configurations, Workflows, Exceptions, Delegartions, Audits, Security

MeRLIN enables digital transformation of your procurement function, progressing from supporting cost control to driving strategic sourcing initiatives. It provides a platform to clearly understand spend, identify sourcing needs, successfully define and execute sourcing strategies using data driven insights, manage suppliers, RFx and eAuctions, and simplify decision-making using clear actionable analytics.

Category Management – MeRLIN's Category Management Solution helps you in the creation, classification and mapping of items & suppliers to commodity categories. It improves visibility and transparency and helps you take a strategic approach to your procurement management.

Supplier Management – Supplier Relationship Management in MeRLIN gives all features you need to onboard, develop and manage your supplier base. Analyze and rate supplier performance and manage multi-country, multi-site vendors, simplifying Global Sourcing.

Strategic Sourcing – MeRLIN provides seamless automation to identify sourcing needs from requisitions, PLM, ERP, MRP, etc and consolidate demand across the organisation. Its sophisticated RFx and Auction management features like configurable response templates and ability to provide part level inputs, volume-based pricing, configurable workflows and exception approvals, etc help streamline the sourcing processes and arrive at supplier agreements that deliver the best sourcing results. This efficiency translates to savings across the business and it frees up the processing capability and bandwidth of the sourcing team to focus on business-critical decision making.

The eSourcing module simplifies RFI, RFQ, Auctions, Price Discovery and Award Management resulting in significantly greater efficiency, accuracy and compliance of sourcing functions. It makes procurement planning and sourcing globally integrated, competitive, compliant and cost effective.

Contract Management – MeRLIN's Contract Management Solution provides an intuitive user interface to create, search and manage all your contracts easily and stay on top of them always with timely alerts and notification on key contractual milestones.

Requisition Management – MeRLIN's requisition management solution allows users to create, authorize, track and consolidate purchase requisitions within the organization. It allows you to eliminate maverick spend and enhance budget control using configured automated workflows for user generated as well as system generated requisitions.

eProcurement – MeRLIN simplifies the process of creating, sending Purchase Orders to suppliers and manging the entire purchase order lifecycle. Users can create POs from scratch or use already saved templates to re-order. Users can modify, approve or cancel POs and follow up with the suppliers to expedite order. MeRLIN also allows suppliers to send Advance Shipment Notifications (ASNs) to share advance details of the delivery. Users can accept, review and reject receipts and resolve exceptions by comparing the information on the receipt for amount, quantity, unit price, etc against the information in PO.

Procurement Analytics – MeRLIN's best of breed real-time analytics capability gives you enterprise-wide visibility to establish the best strategies and make smarter sourcing decisions that drive business excellence. It facilitates what-if analysis and help uncover the true potential of your procurement data beyond the productivity gains offered by automating your sourcing function. Procurement teams can collect real-time data on spend, category, suppliers, etc and evaluate key data points to better meet demands across the entire supply chain.

Who Needs RheinBrücke's MeRLIN?

Organizations with decentralized, disparate, disconnected multi-location, multi-plant, multi-currency systems and do not have a centralized source of supplier and pricing data will reap significant benefits

Enterprises that have a high Buy vs Build ratio and have a large global supplier base supplying to multiple global locations can compare & rationalize sourcing parameters such as logistics, delivery timelines, taxes etc.

Sourcing teams that need to handle and analyze huge amounts of data with a high degree of security and compliance. MeRLIN's advanced analytics functions give a real-time view of complex supplier, spend and project/program analytics out of the box.

Enterprises that frequently need quick turnaround of customer or internal user requests can extensively automate manual processes and expedite complex approvals & exceptions, delegations & transfers using configurations and workflows

Why Should You Consider RheinBrücke's MeRLIN?

MeRLIN has been deployed at a Global Tier 1 Automotive Supplier and is used for sourcing components of over USD 2.5 Billion annually from a global supplier base of several thousands for various commodities, including Engineering changes and non-design price changes as well as for program level BOM analytics.

The implementation has resulted in standardization of processes across commodities and regions resulting in significant efficiency. It has also resulted in significantly enhanced visibility of pricing of items across organizational silos.

As a result, the customer RFQ response rates have doubled from 100 to 200 with the same sourcing team size. The 35 member back office team could be redeployed for other responsibilities, such as spend and cost analysis. Also, they can now aggregate demand of standard commodities across customers & geographies thus enabling volume advantage and achieving cost saving.

MeRLIN License Model is based on number of users – Buyers, Approvers / Finance, Admin, Suppliers. It is available in Slabs, On a Subscription basis.

Learn more

For more information, please visit www.merlinsourcing.com where we have a short video explaining the features of MeRLIN.

We would be happy to give a demonstration of MeRLIN and showcase the value it offers to your organization.

ABOUT RHEINBRÜCKE

Background

RheinBrücke designs and delivers products and solutions that enable global enterprises to thrive in today's complex business environment. We help our clients achieve measurable business benefits by connecting people and technology.

A European company with a global mindset, we provide reliable and trusted technology solutions to a global clientele.
We have execution capability in 34 countries.

As a reflection of our tagline "Wir verbinden Menschen und Technologie" (We Connect People and Technology), RheinBrücke Technologies focuses on offering innovative products to solve complex business challenges of enterprises and leverages its subsidiary which focuses on distribution channel and consulting services to support for its growth ambitions. Our aim is to bring technological innovation to your complex business processes, making your teams more flexible and agile in adapting to today's complex business environment.

Our Products

MeRLIN – Strategic Sourcing Solution
Procurement solution for Direct and Indirect Sourcing augmented with Advanced Analytics

Brücke

- Secure real-time closed group enterprise collaboration framework available on iOS and Android that you can plug into any Enterprise application

- Digitally manage information such as calendar events, surveys & broadcast messages across all stakeholders and store all such communication in your own infrastructure

RheinBrücke Brings

- Global best practices, proven methodology and track-record of achievement to its customers.

- Experience in building Products, Proof of Concepts – POCs, Industry Vertical Process Models and enabling of Hands on Immersion Lab experience.

- Extensive experience in implementing products and solutions across the world.

RheinBrücke has been awarded the German Stevie Award for Company of the Year, Top IT Consultant Award by the German Ministry of Economy and the Beste Berater Award (Best IT Consulting Company)

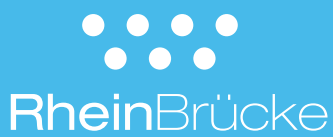| Top IT Berater 2014 \| 2015 | Stevie – Company of the year 2015 | Technische Fachkraft des Jahres 2016 | Produkt oder Team des Jahres im Bereich Kundenservice 2017 | Top IT Berater 2018 | Best New Product of the Year – MeRLIN Stevie Gold 2019 | Top IT Berater 2019 | Beste Unternehmens –berater 2020 |

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