Supplier Relationship Management Solution

Enables Supplier Collaboration and Performance

The solution enables:

• Management of supplier relationships to maximize quality of supply base
• Secure supplier collaboration by providing direct access to real-time product information early in design process
• Enhanced strategic sourcing by having supplier capability, quality and performance information readily available for buyers when they need it
• Managing supplier information by creating supplier master and profile information to support supplier collaboration processes
• Better supplier performance through plans and scorecards for new and existing suppliers
• Improved product quality by jointly defining part quality plans with suppliers from beginning of development process
INCREASING SUPPLY CHAIN VALUE
Across all High-Tech industries, the percentage of value created in the supply chain is increasing. The globalization of design, manufacturing and increased usage of the ODM (Original Design Manufacturer) model calls for a product development platform that can handle the complexity of a globally dispersed ecosystem. With direct materials and engineered goods representing more than 50% of an organization’s spending, engaging value-chain members early in the process brings the greatest benefits.

Supplier Relationship Management Solution Overview
The Dassault Systèmes High-Tech Supplier Relationship Management solution covers the entire spectrum of managing a High-Tech product sourcing ecosystem. This includes understanding the business drivers that can differentiate consumer electronic products with shorter life cycles vs. high variant engineer-to-order market products with much longer service phase requirements. With this solution, engineers and quality managers can give their suppliers real-time access to relevant product information, making them an integral part of any early design collaboration, quality management and supplier execution processes.

Assign supplier responsibilities
The suppliers are assigned responsibilities related to specific parts, allowing multiple suppliers to work together on the same assembly with differing visibility and access. Part quality plans can be assigned at the same time, ensuring the suppliers follow standardized improvement and planning methodologies and best practices.

Track supplier performance through KPIs
Supplier performance is tracked through supplier scorecards comprised of report metrics on Key Performance Indicators (KPIs) from plants, certifications and supplier capabilities. As a result, development plans can be devised with suppliers, maximizing the value of strategic relationships. This enables the ability to perform continuous improvement to processes and hand-offs between OEMs, EMS (Electronic Manufacturing Services) and other key supply chain stakeholders.

Quick and easy RFx process
Organizations can reduce operational costs and improve profit margins by leveraging bill of material and other related data to build standard request-for quotes (RFQs) and quote responses for complex products and as well as off-the-shelf components. The solution streamlines sourcing and product cycles through improved supplier communication, resulting in reduced supplier bid response time and improved bid accuracy. Suppliers can submit engineering change requests (ECRs) and collaborate with different functional groups early and throughout the product lifecycle allowing companies to reduce development costs and accelerate time-to-market.

Supplier Relationship Management solution includes:
- Supplier management, qualification and ranking
- Supplier capabilities management
- Manufacturer management and qualification (AML)
- E-RFx & bidding
- Intellectual Property (IP) management
- Engineering package exchange
- Multi-dimensional sourcing analysis

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