



# DIGITIZING THE END-TO-END INDUSTRIAL MANUFACTURING SUPPLY CHAIN

## TO ENSURE THE EFFICIENCY, TRANSPARENCY, AND CONTINUITY OF DIRECT MATERIALS

Since the pandemic began disrupting supply chains around the world, industrial manufacturers have experienced shifts in demand, tariff increases, higher costs, and longer lead times. Many of their existing supply chain models are ill-equipped to manage these new complexities due to:

- ✓ **Manual Sourcing Processes for Direct Materials** – relying on inefficient tools such as Excel and email for sourcing purposes vastly limits supply chain transparency, collaboration, and cycle time
- ✓ **Inefficient Product Launches** – engaging procurement too late in the product development process hinders their ability to find the right suppliers to meet cost, quality, and timing criteria for direct materials
- ✓ **Siloed Data** – using multiple systems that are not integrated reduces data accuracy and disrupts process flows, causing leaders to make decisions based on information that is missing, outdated, or incorrect
- ✓ **Poor Collaboration with Suppliers and Stakeholders** – ERPs, internal portals, and Excel lack collaborative capabilities, preventing crucial communication that could prevent supply and quality issues as well as opportunities for innovation
- ✓ **Lack of Visibility into Supplier Risk and Performance** – managing supplier data is complex, so many manufacturers lack visibility beyond their tier 1 strategic suppliers and face increased exposure to various types of risk
- ✓ **Increased Safety Stock or Stock-Outs** – during a crisis, manufacturers experience more stock-outs and missed/delayed shipments, so they increase expensive safety stock to avoid shutdowns

ONLY  
**37%**

of industrial manufacturers  
say they are effective at  
meeting supply-chain  
requirements

**76%**

of execs report a  
significant ROI from  
predictive supply chain  
analytics

**69%**

of companies furthest  
along digitally improved  
supply chain speed &  
reliability

Source: IBM - Digitize the Industrial Machinery Supply Chain

According to IBM, only 37% of industrial manufacturers say they are effective at meeting their supply chain requirements. Managing the complex network of suppliers, components, and spend requires Source-to-Pay (S2P) technology.

S2P platforms create a fully integrated experience that ensures the efficiency, transparency, and continuity of direct materials across the industrial manufacturing supply chain.

The decision for many manufacturers to invest in S2P technology may have been pushed forward by the pandemic, but those that have made the change are not just surviving in these challenging times, they have created a more efficient and competitive supply chain model that will help them to thrive in the “next normal”.

“ During a time of uncertain demand and the danger of shocks to globalized supply chains, the goal is to enhance capabilities, invest in technologies & digitize end-to-end value chains. ”

– PwC Industrial  
Manufacturing Trends 2020



For Industrial Manufacturers

Ivalua's complete, unified Source-to-Pay platform empowers industrial manufacturers to achieve maximum product success and supply chain resilience through better supplier engagement, spend management, and collaboration across the product lifecycle.

**All Spend  
All Suppliers  
No Compromise.**

## IVALUA MANUFACTURING SOLUTIONS



**Supplier  
Management**



**Product  
Quality**



**Sourcing**



**Contract  
Management**



**Procure-to-Pay**



**Supply Chain  
Collaboration**



**Strategy  
& Analytics**

**These solutions result in benefits that pay dividends and provide industrial manufacturers with:**



A more secure and agile supply chain with reduced risk of disruption



Standard, automated direct procurement processes that reduce errors and cycle time



Increased team capacity to generate new value and pursue innovation opportunities



Centralized, integrated, and transparent data for informed decision-making



Improved collaboration with suppliers that reduces the incidence of supply and quality issues



A proven quality management process that maximizes product launch success

**A proven and reliable partner for industrial manufacturers around the world**



**>98%**

Ivalua holds the highest customer retention rate in the industry at over 98%

**Gartner FORRESTER**

**LEADER**

Ivalua is the ONLY platform recognized by both Gartner and Forrester as a leader in Source-to-Contract and Procure-to-Pay technologies.

**”**

**“Ivalua has one of the smartest, most flexible, and easy-to-use suites.”<sup>3</sup>**

**Duncan Jones**

VP & Principal Analyst, Forrester Research

<sup>1</sup>Accenture: The Re-Making of Industries: Automotive

<sup>2</sup>IBM “Automotive 2030: Racing Toward a Digital Future”

<sup>3</sup>Forrester Wave™: eProcurement Platforms Q4 2019



**Ivalua's Direct Materials Solution in action: [ivalua.com/demo-direct-mat](https://ivalua.com/demo-direct-mat)**

**Connect with a Sales Rep: [ivalua.com/lets-talk](https://ivalua.com/lets-talk)**

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