

Supplier Relationship Management

The COINS Supplier Relationship Management (SRM) module provides for the implementation of corporate strategy within the framework of specific supplier relationships.

It is aimed at a whole range of users from heads of procurement, chief buyers, category managers through to more contract-based professionals such as project managers and site buyers. SRM provides a central source of supply chain information which can dramatically raise awareness in all critical relationship areas.

Key business and functional processes supported:

- Spend analysis.

- Procurement strategy - structured approach to supply chain partners, preferred suppliers and approved suppliers.
- Category management.
- Vetting – simple and advanced.
- Trading agreements and reporting on non-compliance.
- Extensive search capabilities.
- Continuous improvement – performance monitoring and history.
- View by project.
- View by trade and commodity.
- Performance Workbench with specific emphasis on critical areas such as Health & Safety.

Spend analysis

Detailed spend analysis allows you to conduct spend profiling on your current supply base thereby providing a solid knowledge base on which an improved SRM strategy can be built. It assists in the process of supplier rationalisation, identification and leverage of group spending.

Category management

SRM allows you to focus on your key trades and provides extensive dig deeper capabilities both from an historical performance perspective as well as detailed trading information.

Trading agreements

Up to 5 levels (typically group, company, region, branch and contract) can be maintained. These agreements can be configured to control the raising of purchase orders for a specific commodity or trade. Detailed non-compliance information is readily accessible thereby providing early visibility of “agreement leakage”.

Search capabilities

Assists in the researching and sourcing of appropriate suppliers and subcontractors.

Continuous improvement

SRM builds on the performance review data already available and places greater emphasis on trends over time. The module also provides greater control and monitoring of the periodic review cycle.

Vetting

The simple vetting option allows you to highlight the trades and commodities for which the supplier has achieved their particular supply chain status. The detailed option provides a flexible method of describing supplier capabilities in a more structured approach.

View by Project

Performance reviews can be managed by project and viewed alongside other data such as orders placed, packages etc.

View by trade and commodity

These workbenches provide access to your supply chain information by trade and commodity.

Performance Workbench

Provides multi-dimensional analysis of performance data (for example by project, supplier and trade).