

# Digitize your Collaboration with your preferred Suppliers

MANAGEDSUPPLIERS.COM

## **Inefficient vendor management** causes firms to lose between 5% to 40% of value on a given deal

(Harvard Business Review)

Customers have 10+ preferred suppliers with significant volume of work across the globe

Every preferred supplier has 10 – 50 ongoing engagements across various domains

Increased complexity in managing versatile documents and unstructured data: Framecontract(s), many SOWs, weekly / monthly presentations with KPIs, improvement lists, CRs, ...

This unstructured data makes it difficult to manage a preferred supplier across services / domains / regions

## **Product Features**



### SOW CREATION

Collecting requirements together, carrying out internal coordination and reviews and working out the optimal structure of the SOW (e.g. pricing model) in a full transparent and comprehensible manner. You do not need Word - you can collaborate with your colleagues easily to create new SOWs.



### SOW NEGOTIATION

The preferred suppliers can change / modify content of the SOW. The customer can evaluate / compare the modifications of preferred suppliers. Based on comparison of the suppliers, customer can decide which preferred supplier shall deliver the services as described in the SOW.



### SERVICE MEASUREMENT

All information about performance and other measurements are entered directly into the tool by the supplier. This allows you to keep track of all individual activities, entire SOWs, or the supplier relationship itself.



### SERVICE IMPROVEMENT

As soon as room for improvement is identified somewhere, regardless of who, it can be integrated into the tool and further defined. This way, you always stay informed about the details and progress.



### **SERVICE USAGE & FORECAST**

By constantly monitoring planned and delivered performance, you can easily identify deviations using the tools provided and create forecasts to plan budget.



### **MANAGE CHANGE REQUESTS**

Even the best contract may need changes due to external or unforeseen circumstances. Therefore, the tool also allows completely transparent processing of change requests, starting with the initiation by any party, through the joint review process, to the signature and implementation.

## managedsuppliers.com

A software that enables you to manage the lifecycle of your preferred suppliers. It allows you to have a complete overview of your supplier delivery and an easy way to add additional services to their scope.

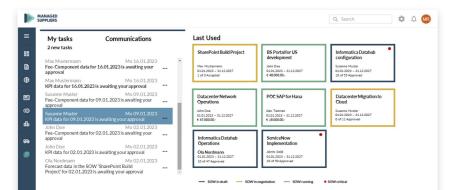
=	SOWs		Ð	103 SOWs – Sorted by Created I	Date			
	Select Supplier	v	) Ē	SharePoint Build	BS Portal for US development	Informatica Datahub configuration	Datacenter O	
	SOW Type Select SOW Type	Ŧ	7	Project Max Mustermann 01.01.2023 - 31.12.2027 6.48.000.00-	John Dow 01.01.2023 - 31.12.2027 € 48.000.00-	MaxMustermann 01.01.2023 - 31.12.2027 0 of 20 Approved	Network operations Max Mustermann 0.01.2023 - 0.11.22.2027 0.0f 20 Approved	CON
•	Domain / Sub-Domain Select Domain(s)/Sub-Domain(s)	Ŧ						CON
	Person Accountable Select Person Accountable SOW Manager	×		Webportal development John Doe 01012022 - 31.12.2027 30 of 55 Approved	Servicenow implementation Max Muslemman 01012022 - 31.12.2027 C 48.000.00.	SAP development to China Max Masternam 01012023 - 0111212027 Oof 20 Approved	POC SAP for Hana	Every u relevan
	Select SOW Manager	Ŧ						some ke
•	Select SOW Status	Ŧ		Datacenter migration to Cloud	Informatica Datahub operations			to cont
9	SOW List Select SOW(s)			John Doe 01.01.2023 - 31.12.2027 3 ef 3 Accepted	Max Mustermann 01.01.2023 - 31.12.2027 0 of 40 Approved			manage

### SOW Name

### **CONTENT VIEW**

Every user has easy overview about all relevant SOWs for his ongoing work incl. some key facts. This enables the user to contribute easily to ongoing vendor management activities.

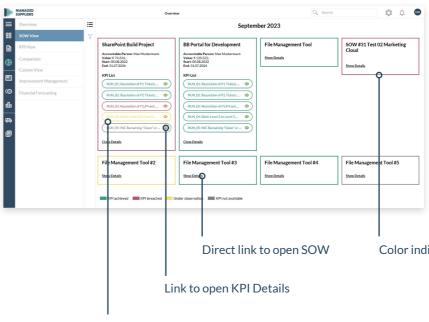
Color indicates SOW status



### **NEWSFEED**

The newsfeed gives you an overview of all important ongoing actions of your preferred suppliers. It also indicates when your input/feedback is needed.





Active KPIs with fulfillment status

### HIGH-LEVEL OVERVIEW

managedsuppliers.com offers a variety of dashboards and overviews to ensure that you are always informed about ongoing actions.

### PERFORMANCE OVERSIGHT

There is also a view that quickly and clearly displays the current performance of SOWs.

Color indicates KPI fulfillment

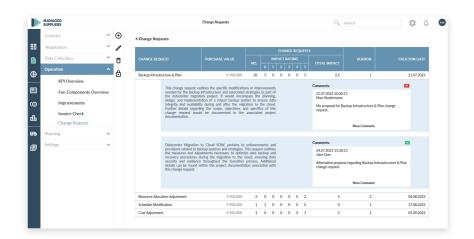
	MANAGED SUPPLIERS		Content	Q Search		1	<b>д</b> Ц	
	Contract  Basic Information Content				Chapter S History			
8			1 Introduction 1.1 Service Scope 1.2 SOW Duration			F	ô	^
b							ô	^
Versions     History								^
0	Negotiation	~	2 Transition Management		=	F	6	^
D	Data Collection	~	Transition Management is a critical chapter within a Statement of Work (SOW) that plays a pivotal role in ensuring the smooth and successful execution of a project or engagement. This section outlines the strategic plan for shifting from the existing state to the desired future state, encomposing the transfer of					
	Operation	~					Ó	
•	Planning	~	responsibilities, knowledge, and resources. Incorporating Transition Management into the SOW is crucial for achieving					
9	Settings	~	satisfaction. It provides a structured approach to navigating the completive operational state to another, minimizing risks, and ensuring a seamless hind Effective Transition Management sets the stage for a productive and colabor relationship, ultimately contributing to the overall success of the project					
			3 KPIs and Critical Deliverables		=	F	ô	^
			4 Fee-Components		=	F	÷	^

### **SOW CREATION**

A simple user interface allows the documentation of all requirements for the SOW

At any time, there is full transparence which SOWs are currently discussed with preferred suppliers (also in global organizations)

Instead of Word documents, all SOWs are written online to allow easy collaboration between customer and supplier



### **ADD CHANGES**

Even agreed requirements are not set in stone. If changes are needed, supplier or customer stakeholders can suggest them or comment on other proposals.



**BENEFITS** 

ALL SOWS ARE ACCESSABLE EASILY AT ANY TIME (BASED ON PERMISSIONS)	KPI FULFILMENT FOR ALL SOWS IS TRANSPARENT FOR APPLICATION MANAGERS, SERVICE MANAGERS AND MANAGEMENT	TRACK AND MANAGE PROGRESS OF SUPPLIER IMPROVEMENTS FOR ALL SERVICES / SOWS AT ONE PLACE	ess	
CONSUMPTION IS TRACKED PER SOW TO ENSURE TO STAY WITHIN BUDGET	BUDGET FORECAST CAN BE CREATED EASILY PER SUPPLIER AND ENGAGEMENT	DOCUMENT AND APPROVE CHANGE REQUESTS IN THE TOOL TO EXECUTE CONTRACTUAL UPDATES IN SHORT TIME	MANAGED- SUPPLIERS.COM IS THE DIGITAL COLLABORATION PLATFORM FOR YOUR PREFERRED SUPPLIERS	THE ENAE MA LIFI YOUR SL

E PLATFORM ABLES YOU TO IANAGE THE FECYCLE OF JR PREFERRED SUPPLIERS

<u>ج</u>



HAVE AN OVERVIEW OF YOUR SUPPLIER DELIVERY AND AN EASY WAY TO ADD ADDITIONAL SERVICES TO THEIR SCOPE office@managedsuppliers.com www.managedsuppliers.com

Aventario Solutions GmbH Triesterstrasse 11 A-8073 Feldkirchen bei Graz

**POWERED BY AVENTARIO**