



# Successfully Connecting Your Supply Chain...

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**Why** - Every company has *growth* goals

*Supply Chains* are critical to growth

**How** - *Investigate* and *invest* in your Supply Chain

**Successfully Connecting Your Supply Chain...**



# *Supply Chains are built of Critical Connections.*



Eventually everything connects - people, ideas, objects.

-Charles Eames

And Supply Chains...

**Successfully Connecting Your Supply Chain...**

# ○ Successfully Connecting Your Supply Chain...

Well Connected Supply Chains



Reduce Complexity

## ○ Successfully Connecting Your Supply Chain...

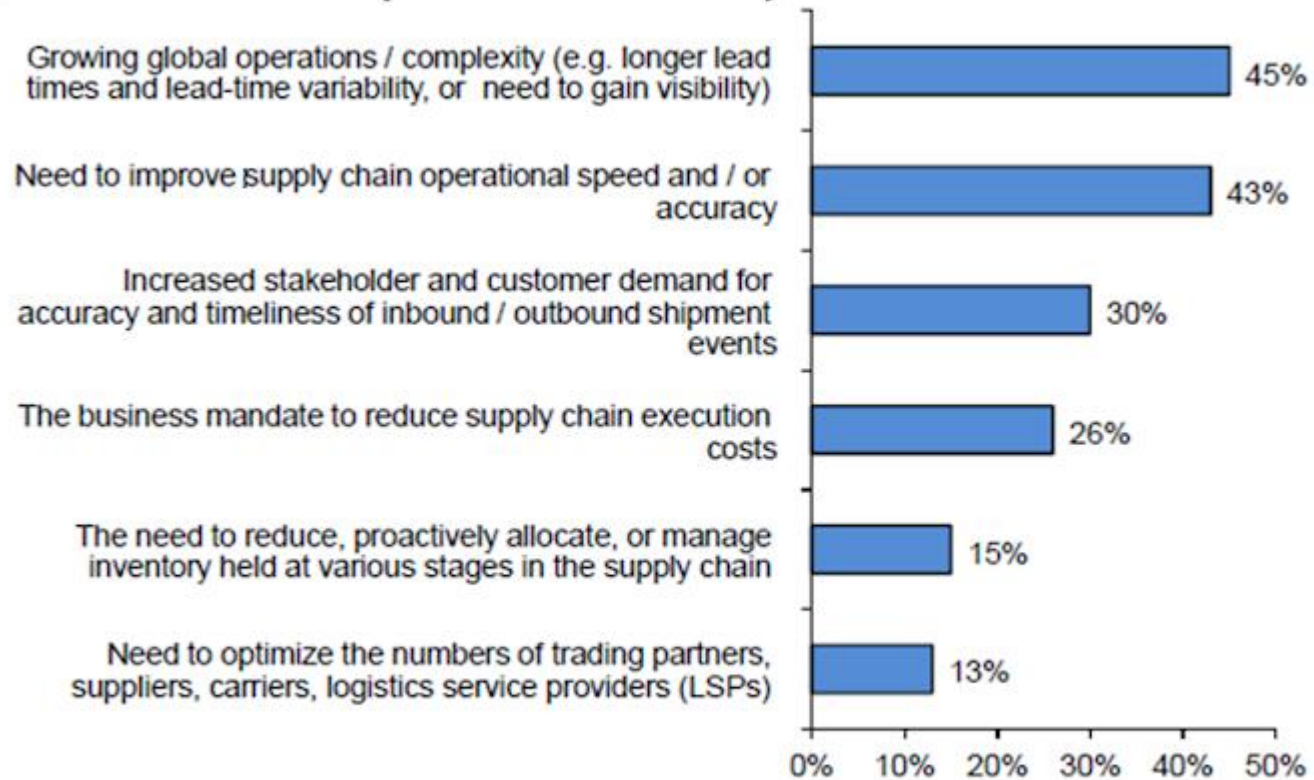
Well  
Connected  
Supply Chains  
Offer Visibility



# Successfully Connecting Your Supply Chain...

## Top Pressures to Improve Supply Chain Visibility

### Top Pressures to Improve SC Visibility



Percent of Respondents, n = 149

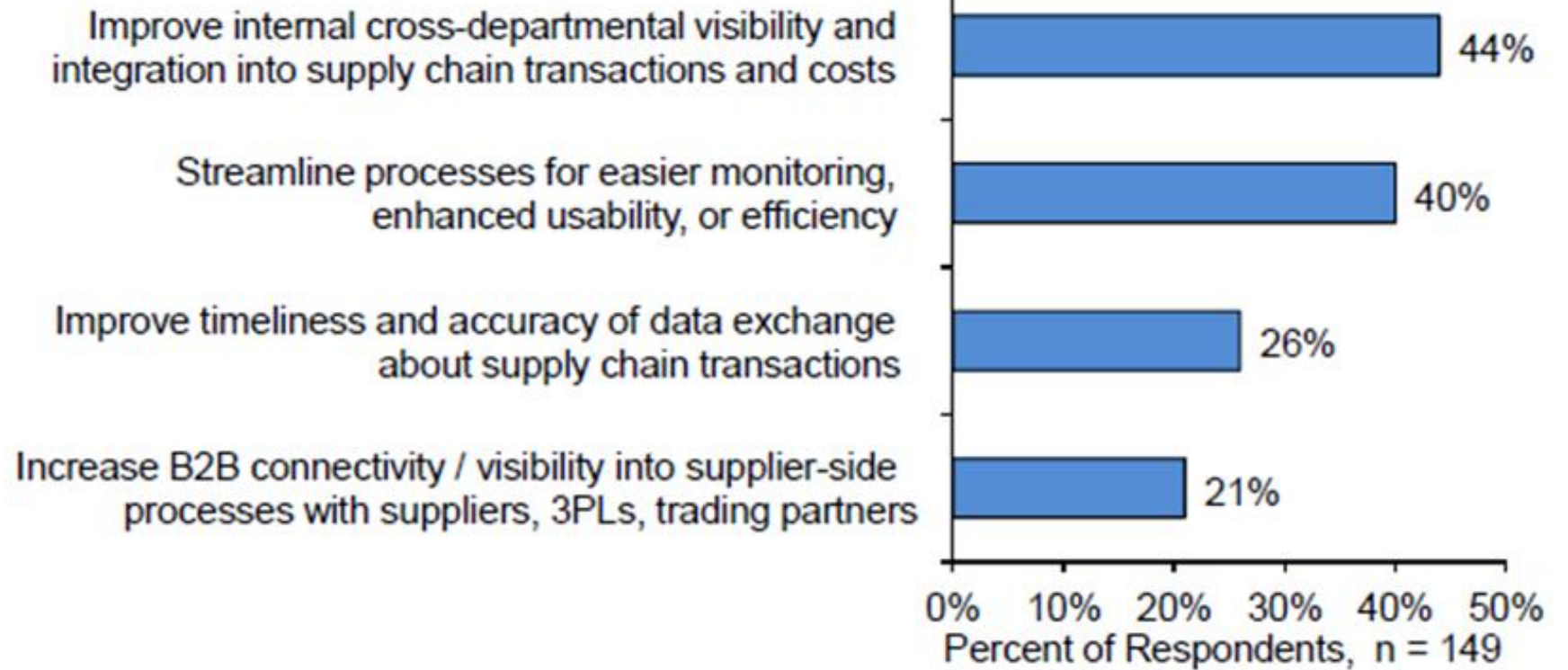
Source: Aberdeen Group, May 2013

# Successfully Connecting Your Supply Chain...

## Top Strategic Actions

- Collaboration

- Visibility



Source: Aberdeen Group, May 2013

## ○ Successfully Connecting Your Supply Chain...

Well Connected Supply Chains

Decrease time to revenue





# ○ Successfully Connecting Your Supply Chain...

Well Connected Supply Chains



Are Critical to Growth

## ○ Successfully Connecting Your Supply Chain...

- Faster and more effective reaction time to supply chain issues
- Improvement in demand driven operations
- Better customer and supplier relationships

## ○ Successfully Connecting Your Supply Chain...

- Shorten order to delivery cycle time
- Reduced total landing costs on orders

# ○ Successfully Connecting Your Supply Chain...

Well Connected Supply Chains

Are Critical to Growth



## ◎ Successfully Connecting Your Supply Chain...

- EDI is a critical component in achieving connectivity between supply chain partners in today's business.
- True order visibility relies heavily on EDI documents being trading between partners in as close to real-time as possible.

## ◎ Successfully Connecting Your Supply Chain...

- Various studies have shown that a trading community utilizing EDI can reduce the costs of processing an order by as much as 90%.
- Additionally the time from manufacturer to the sales floor can be reduced by as much as a week when using EDI.

## ○ Successfully Connecting Your Supply Chain...

What does this mean?

If you have vendors not trading order information electronically you have to have people and processes in place to process those orders!

## ◎ Successfully Connecting Your Supply Chain...

What does this mean?

You can't have real-time order visibility without electronically trading that order information with your connected supply chain



## ○ Successfully Connecting Your Supply Chain...

How do you solve these issue?

There is technology available today that make it possible for anyone to support EDI communications with their trading community

## ○ Successfully Connecting Your Supply Chain...

### Vendor Solutions?

- Direct integration
- Cloud based EDI portal
- Localized EDI tools
- Service Bureau (EDI-Fax/Email, Fax/Email-EDI)

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Questions?

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Thank You  
Let's Eat!