**L**everage

How to use the latest Al advancements to increase supplier response rates





ISM—Twin Cities, Inc.

### Agenda for today

- Status quo
- How can AI help
- How to move forward

Buying teams cannot answer the fundamental question:

# Where's my Stuff?

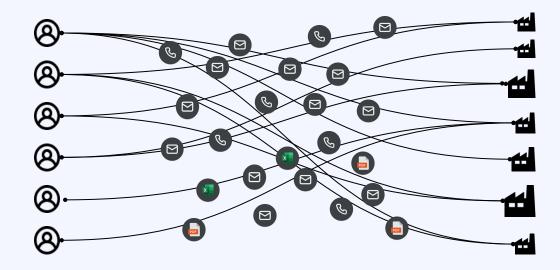


## **Today: Manually Collecting PO Updates**

Buyers **spend >50%** of their time manually chasing down PO statuses, handling exceptions, and writing back to their ERP

#### **BUYERS**

#### **SUPPLIERS**



## **Challenges with Manually Collecting PO Updates**

#### Hundreds of thousands being spent to process and track POs

The current PO management process requires **6 people doing 6 hours of manual work per day to manage suppliers and track POs.** Automating this manual busywork will give companies months worth of time back every single year.

#### **Productivity**

Admins will increase their productivity by 45% through the power of automation. This will save them time they spend today on tedious tasks and enable them to operate more efficiently and strategically.

#### **Visibility of Exceptions and Issues**

A manual PO and inventory management system is inherently reactive and riddled with blind spots. A lack of visibility is not only frustrating to the supply chain, but production, customer service and sales all also feel the pain when order and shipment info is not available in real-time and items stock-out.

#### **Report on Critical KPIs in Real-Time**

Reporting today is a manual process that inherently lags behind real-time. With AI, you can gather statuses instantly and report on the PO-level data we gather automatically. Just like your PO statuses, **you'll get live reports and alerts delivered to your fingertips such as OTIF, unit cost and more.** 

# How can Al help

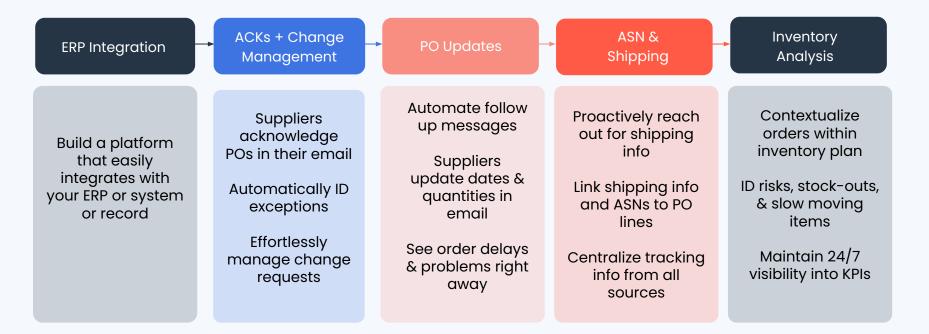


## How AI helps buying teams

- 1. Visibility: Build a platform to increase visibility to key metrics
- 2. **Supplier Comms:** Automate Purchase Order acknowledgements and follow ups
- 3. OCR for POs: Digitally read and write critical information from PDFs to your ERP
- 4. **Notifications and Scorecards:** Create actionable notifications with your system of record and live scorecards

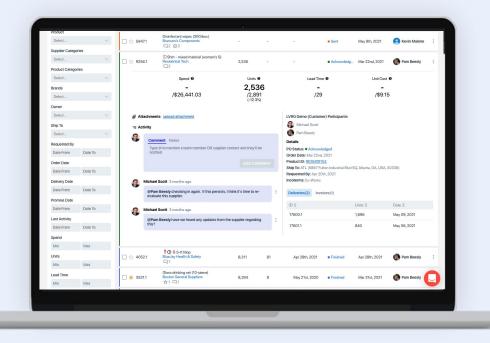
# 1. Visibility for the entire PO lifecycle

Auto-generate your purchase order statuses to get visibility from the moment it's planned to moment it's sold, by meeting suppliers where they are



## **ERP Integration**

- Able to both pull in POs as they are created within your ERP and write data back as your PO platform automatically collects it from vendors'
- Changes or deviations from expectations on POs are detected and the appropriate individual is alerted to address
- Your ERP is maintained as a more accurate and real-time "source of truth", and orders are available for management and analysis in Leverage



# 2. Automated Supplier Communications

#### Increase supplier response rate

- Purchase order statuses are generated and written to your ERP automatically with pre-configured interactive outreach
- Configure automatic messages to follow up with unresponsive vendors and collect crucial PO data
- Proactive notifications surface risks and non-responses as they occur, so your team has the time to strategically problem-solve
- The intuitive and low-lift interface was built in collaboration with hundreds of vendors to maximize responsiveness and ease of use

Y	ello, Dwight Schrute
	ease acknowledge the following order with 100% upfront payment terms and CIF cost, Insurance and Frieght) for the following items:
	Acknowledge
	(90) Nice Test Item (9928810)
	1 unites at \$5.0000 per each delivered to Fleet Distribution Center by Feb 25th, 2022
	Acknowledge
	ave questions or need to provide updates to this order? Reply directly to this email to art a thread with the customer.
	II the best,
A	

#### PO Acknowledgement with Changes - Supplier View

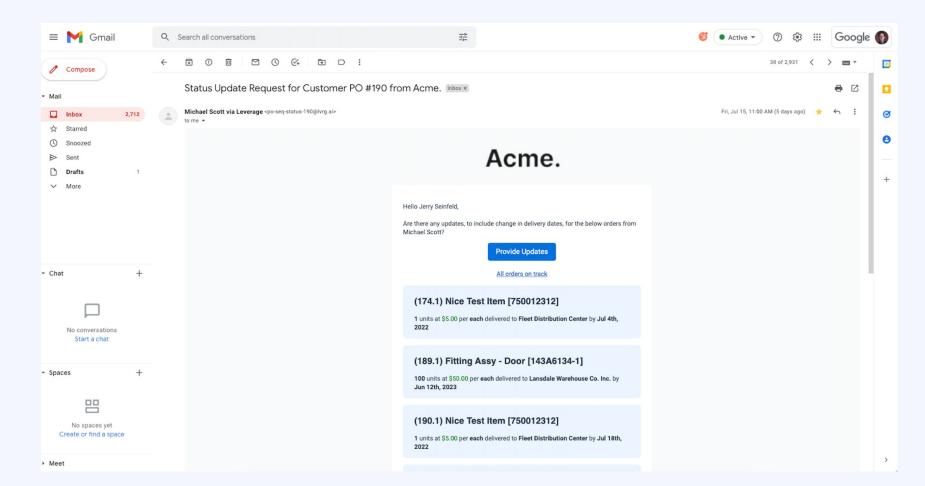
#### Purchase Order Acknowledgement

Awesome Supplier Submitting as jerry@awesome.supplier

#### Customer Purchase Order #7221

Order Date: Incoterm: Payment Terms:	Nov 16, 2021 FCA - Free Carrier (named plac Net 60	e of delivery	r)					Buy	er: ice To:	Michael Sco michael@ao 1725 Slough		
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												Acknowledge Reject

#### **Open Order Reports and Reminders**



### ASN Request Page - Supplier View

						ipment Notice @awesome.supplier					
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## 3. OCR for PDF Parsing

- Works with any PO: Suppliers can send over PO acks just as they do today, regardless of format
- Supercharged team: let your team spend their time solving strategic problems, not data entry. As your POs scale, your headcount won't need to.
- **100% Supplier Adoption:** Al-driven PDF parsing technology operates in the background, you get 100% supplier adoption, without any behavior or workflow changes on their end.

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## 4. Actionable Notifications and Scorecards

- When a change request is made
- Lead time changes
- Impacts to sales
- Demand targets are at risk
- Scorecards ie;
  - $\circ$  OTIF
  - Unit Cost Drift
  - Response Rate

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	Prace shields (5/pack)     Branson's Components	ltern	HENSCH33002	Item Unit Cost Change	-2.51%	06/08/22	(
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## **Recap: How AI helps buying teams**

- 1. Visibility: Build a platform to increase visibility to key metrics
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# **Getting started**



## **Getting Started**



### **Build it internally**

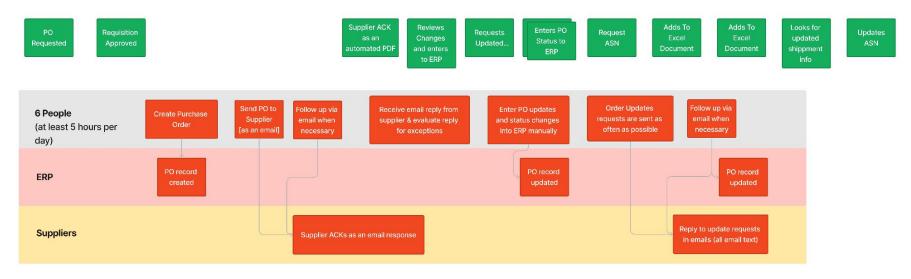
Working with your internal IT teams, you can bolster your ERPs current abilities. This is costly and takes internal resources and buy in



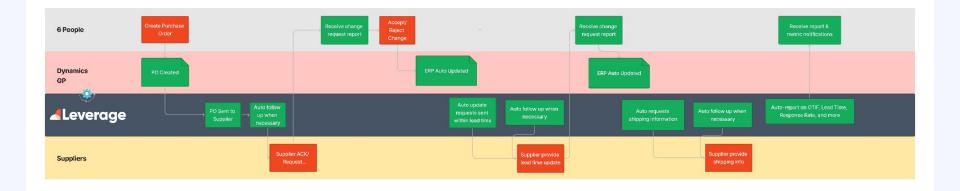
Our team provides a low IT, implementation as a service, so your IT team only needs to advise. We do all the heavy lifting so you can reap the benefits

## Map your current process





## Map how you want your process to look



# Have more questions?

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