



ACHIEVE EXCELLENCE
CREATE VALUE

SUPPLIER RELATIONSHIP MANAGEMENT

The SAP Supplier Relationship Management application automates, simplifies and accelerates procure-to-pay processes for goods and services.

Evaluate your supply and sourcing strategy

SAP SRM provides a systematic approach for formulating and optimizing a global sourcing strategy. By consolidating and anticipating your supply needs, analyzing historical buying patterns, and tracking current market trends, SAP SRM can help you evaluate the capacity of suppliers all over the world to deliver quality goods that match your specific needs. With a sound supply strategy in place, SAP SRM gives you the means to put your plan into practice. It helps define the criteria by which suppliers are qualified and identify partners that meet those criteria. It facilitates the negotiation process and aids in the development of contracts.

SAP SRM supports the request for quotation process and other communications-intensive business processes. It provides a medium for collaboration, and it helps you analyze the entire spectrum of purchasing operations. It allows you to truly examine your procurement practices and to find out which suppliers contribute the most value. From there, SAP SRM helps evaluate the performance of your sourcing partners. The solution collects information about volume, compliance, quality, price, and inventory levels. It provides hard data about relationships with all your suppliers and allows you to rank them according to what's most important for your business.

Enable your supply base

The result is dramatic procurement savings. SAP SRM gives you the tools to unify your entire supply base, from providers of mission-critical parts to dealers of everyday office supplies. Instead of putting the squeeze on suppliers through massive competition, SAP SRM brings your trading partners into the fold and involves them in your mission-critical business processes.

Engage your supply relationships

For planned goods or office supplies, contracted services, or ad hoc purchasing needs, SAP SRM allow you to tap into a rich base of global and local processes to optimize all facets of the supply chain - whether you need a customer-engineered, mission-critical widget or a cafeteria tray.

Improved control by:

- Separation of duties (Buyers vs. Requisitioners)
- Reduction of FI invoices (Ok to Pay)
- Increase of MM (Purchase Orders)

Cost saving:

- Better electronic data is captured
- Reduction of transaction costs (Auto PO)
- Negotiate of better deals
- Usage of preferred vendors enable volume leveraging
- Orders are professionally sourced (Best value)
- Improved Payment on Time
- More efficient work processes: e.g. approval process



SAP® Recognized Expertise
in Automotive

SAP® Certified
Mobile App



One Towne Square, Suite 1580, Southfield, MI 48076, (248) 359-3000 www.pmc-america.com

© 2017 pmc America, Inc.