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THE NEED FOR SUPPLIER MANAGEMENT AUTOMATION
The Need for Supplier Management Automation

Supplier critical information dispersed and retained in different locations and un-synchronized databases

- Supplier to supplier relationships unknown
- Supplier financial viability unknown
- Supplier certifications compliance unknown
- Supplier product lines unknown
- Frequently asked questions by SCM professionals who use manual systems:
  • Who are my suppliers and where are they located?
  • What products and services do they provide?
  • What is the relationship of the suppliers to each other and to my enterprise?
  • Which suppliers are dependent on other suppliers in my supply chain?

Solution = VSAAM™ Visibility and Relationship Modules
The Need for Supplier Management Automation

Natural & Manmade disasters often disrupt supply chains
- Not proactive
- No supply chain resiliency strategy
- Suppliers vulnerability to natural disaster unknown
- Customer impact unknown
- Cost impact unknown
- Frequently asked questions by SCM professionals who use manual systems:
  - Which of my suppliers and customers are threatened by natural or manmade disasters?
  - What is the impact to my customers and my business of a key supplier disruption?
  - How soon can my supplier resume delivery after a major disruption?

Solution = VSAAM™ Disaster Assessment Module
The Need for Supplier Management Automation

Finding new or alternative suppliers manually using internet search tools is time consuming and often incomplete

- Inconsistent or no prescribed search criteria / strategy
- Unreliable information
- Poor supplier match
- Frequently asked questions by SCM professionals who use manual systems:
  - What other / alternative suppliers supply the component which is in short supply?
  - Which suppliers are most capable of providing the best response to my new RFP?

Solution = VSAAM™ Supplier Discovery Module
The Need for Supplier Management Automation

Managing RFP and RFQ activity with manual tools is time consuming, and enables risk of missed opportunities

- Spreadsheet analysis often incomplete
- Email for tracking and communication is error prone
- Frequently asked questions by SCM professionals who use manual systems:
  - Which suppliers provided the best proposal response to my RFP?
  - How do the proposals compare?
  - Did they meet all of the RFP requirements?
  - Where are the RFP’s in the management review cycle?
  - Who did we send the proposal to?
  - Has the customer responded to the proposal?

Solution = VSAAM™ Supplier RFX Module
The Need for Supplier Management Automation

Tracking Supplier Performance & Certification Compliance and managing Supplier Qualifications surveys / questionnaires with manual tools is time consuming, error prone, and a source of lower productivity

- Certification expiration risks
- Poor or nonexistent supplier accountability strategy and plan
- Unable to do continuous performance improvement
- Inaccurate KPI database and scorecards
- Frequently asked questions by SCM professionals who use manual systems:
  - How do my suppliers perform relative to my Supplier KPI’s (Key Performance Indicators)?
  - Are my suppliers’ process and quality certifications current?

Solution = VSAAM™ Supplier Assessment Module
The Need for Supplier Management Automation

Accessing and storing BOM component drawings, images and specifications with manual tools is time consuming, error prone, and a source of lower productivity

– Loss of valuable engineering and production time
– Delayed root cause failure analysis
– Inefficient searches for alternative components or suppliers
– Component drawings, images, specifications and supplier data not synchronized
– Frequently asked questions by SCM professionals who use manual systems:
  • What are the specifications and visual characteristics of the component in short supply and needed urgently?
  • What other / alternative suppliers supply the component which is in short supply?

Solution = VSAAM™ Component Visibility Module
The Need for Supplier Management Automation

Federal suppliers are unaware of who influences which programs and funding budget approval

- Unable to influence program decision makers
- Loss of competitiveness
- Capital acquisition out of sync with program approval
- Frequently asked questions by SCM professionals who use manual systems:
  - Which legislator impacts the funding for the federally funded program / project my company is proposing or in process of completing?
  - What other programs does the legislator impact?

Solution = VSAAM™ Legislative Impact Module
The Need for Supplier Management Automation

Sales forecast, demand plan, production plan, inventory plan, and supplier orders are out of sync

– Unable to fill customers’ demand
– Incorrect inventory level and mix
– Poor production capacity utilization
– Cost of goods sold is too high
– Frequently asked questions by SCM professionals who use manual systems:
  • Why is the sales forecast always wrong?
  • Why can’t manufacturing produce what I need when I need it?
  • Why do we have so much inventory?

Solution = VSAAM™ S&OP Processor Module
CAPABILITIES OVERVIEW
VSAAM™ Capabilities
Dashboard & Navigation

• VSAAM™’s user navigation system starts with its dashboard and is designed with two main objectives in mind: **Intuitiveness and Efficiency**.

• VSAAM™’s dashboard is the users’ window into the entire supplier management system. In addition to being the main navigation guide, it provides real time status alerts for key events such as supplier environmental threats and updates to KPI’s. Users quickly learn to navigate through VSAAM™’s functionality by recognizing the relationship of the dashboard alerts and icons to its functionality modules.
VSAAM™ Capabilities
Supplier Visibility Module

- The VSAAM™ **Visibility Module** extracts the name and physical location of each supplier from the BOM, accounts payable and warehouse receiving records.
- It then uses an external commercially available database to get the longitude and latitude coordinates of each supplier and displays them on a geographical world map as color coded pin head graphics.
- A D&B business summary, website URL, components supplied, process & quality certifications, projects / products and customers supported are displayed when the user clicks on a particular supplier’s pinhead.
VSAAM™ Capabilities

Supplier Relationship Module

- The VSAAM™ Visibility and Relationship Modules work together to provide a visual display of the relationships and services and products provided by each supplier.
- The VSAAM™ Visibility module extracts the name and physical location of each supplier from the BOM, accounts payable and warehouse receiving records.
- The Relationship module extracts part / component / service names and numbers from the BOM, accounts payable and warehouse receiving records.
VSAAM™ Capabilities
Disaster Assessment Module

The VSAAM™ Disaster Assessment Module compares supplier and customer locations to the locations of predefined impending environmental, weather or manmade disasters (i.e. wildfires, hurricanes, earthquakes, demonstrations, riots, etc.) by accessing external weather, environmental and news databases. It also provides the latest status of impending disasters.

The information is displayed using multi-colored representative icons for each disaster type on a geographical world map with the suppliers’ and / or customer locations.
VSAAM™ Capabilities
Supplier Discovery Module

• The VSAAM™ Supplier Discovery Module accesses numerous public and proprietary external databases to find all suppliers in the user specified geographical region that supply the particular product or service.

• VSAAM™ prioritizes the suppliers based on the supplier’s compliance with the search criteria (i.e. component name, part number, specification, location, etc.)
The VSAAM™ Supplier RFX Module accesses its internal supplier RFX database based on the RFX number entered to find the latest status of the RFP. It then displays the responses from all suppliers that have responded via the VSAAM™ Supplier Portal. Each supplier that posted a response to the RFP is displayed on a geographical world map as color coded pin head graphics.
VSAAM™ Capabilities
Supplier Assessment Module

• The VSAAM™ Supplier Assessment Module captures and maintains client defined supplier performance information. This information typically includes supplier certification status, quality performance, on time delivery, inventory replenishment, etc.
• It also summarizes the information in a Supplier Assessment Scorecard
• New suppliers can answer new vendor qualification questions in the electronic survey administrator via the Supplier Portal.
VSAAM™ Capabilities
Component Visibility Module

• The VSAAM™ Component Visibility Module will extract the exact component part number and supplier from the BOM.
• It then pulls the mechanical drawings, renderings, etc. from the internal CAD / CAM design server, or externally from the supplier’s server.
• The user can also have VSAAM™ pull the complete assembly or subassembly drawings and “drill down” each assembly level until the component of interest is in view. Then click on it to retrieve the relevant information.
The VSAAM™ Legislative Module extracts the legislator’s name from the applicable program contract, and accesses an external data base to capture all pertinent details about the legislator, and the programs he or she impacts.

This information is then displayed in an easy to read graphic overlaying a map of the legislator’s district.
The VSAAM™ Analysis and Report Generation Modules can extract data from any internal or external databases required to perform customized analysis or generate reports.

- Standard pre-configured activity reports
- User defined analysis and reports
- RFX Proposal Comparisons
- Supplier KPI Scorecards
THE MAGIC OF VSAAM™
VSAAM™ (Visual Supplier Assessment & Analysis Modules) is a tool designed to capture all relevant information and manage all aspects of supplier relationships.

- It captures all supplier information in one place and makes it easily accessible when needed
- It provides the analytical tools needed to be proactive in supplier management
- It facilitates efficient and effective supplier collaboration
- It brings internal enterprise information together with external data to form an integrated, intuitive, visual assessment and analysis environment
The magic of VSAAM™ is its ability to integrate data which resides in multiple internal and external databases, and intelligently configure and analyze it to produce impactful supplier information. VSAAM™ brings internal enterprise information together with external data to create an integrated, intuitive, visual assessment and analysis environment which enables unprecedented supplier visibility, collaboration, and risk mitigation.
VSAAM™ is a “scalable” solution. It will grow with your supply chain analysis needs by merely adding additional data elements. Users can realize the power of VSAAM™ level 1 and 2 capabilities within 60 days of deployment and add additional capability onto the existing platform over time. It provides ever greater functionality / capability as the supply chain data elements increase.
THE VSAAM™ VALUE PROPOSITION
The VSAAM™ Value Proposition

It's all about Opportunity Cost

- Companies waste millions of dollars in loss productivity due to inefficient supplier management activities and millions more in supply chain disruptions due to lack of disaster awareness and supplier resiliency strategies.
- It is tremendously more cost effective to have Advanced Core Technologies deploy VSAAM™, rather than divert internal IT resources for years to create software that only provides a partial solution. Or worst do nothing…
The VSAAM™ Value Proposition
VSAAM™ System Integration and Deployment

- Coordinate with client IT team to identify the host site
- Gain access to the host server
- Identify Enterprise systems required for data feed to VSAAM™
- Identify required data elements from each Enterprise system and External databases
- Map data elements between VSAAM™, Enterprise systems and External databases
- Create data connections between VSAAM™, Enterprise systems and External databases
- Install VSAAM™ modules, test and release to client.
The VSAAM™ Value Proposition
About Advanced Core Technologies

Advanced Core Technologies is a business analysis and process simulation software development company noted for its Advanced Algorithm R&D. Typical commercial applications include Supplier Management & Relationship tools, Supply Chain Risk Mitigation & Resiliency Analysis, Supplier Performance Assessment, Decision Management tools, Obsolescence Visibility, Technology Mapping & Prediction, and Technical Natural Language Processing. We routinely develop business solutions involving all aspects of business, and are especially adept at providing solutions which combine the benefits of “standard” software modules, with customized functionality and user interfaces.

We’ve found that the most effective and successful solutions are those which optimize accuracy and efficiency around process best practices without forcing users and process owners into a pre-determined / shrink wrapped process flow. Rather we work with our customers to determine the most effective process flows, data handling techniques, analysis and reporting tools which are optimized for their business. Our prime concern is our customers’ success. We enable customer success by developing and deploying the most effective business and technology solutions.
For More Information:

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