



Supplier Enablement Overview

Supplemental Information

**Canadian Institute for Procurement and
Materials Management CIPMM Conference**

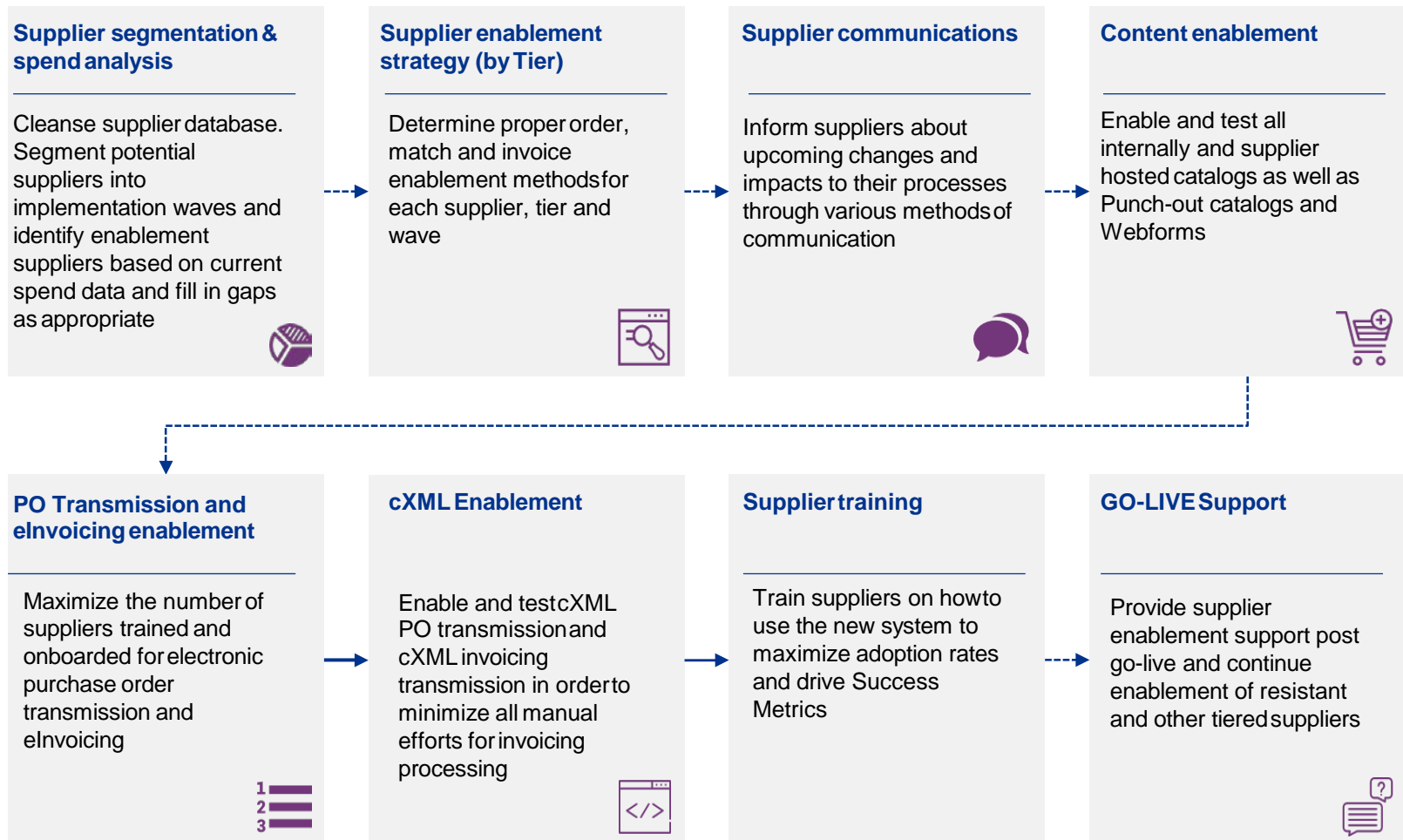
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Supplier Enablement Approach

Supplier enablement is the process of onboarding an organization's key suppliers electronically onto a new eProcurement system in order to ensure successful and efficient P2P processes between organization and supplier. KPMG uses the below supplier enablement approach to ensure success:



Supplier Enablement Approach

We have developed a proven methodology following 5 key steps:



Key Decisions & Stakeholders

It is critical to see supplier enablement as a stream that does not stop at Go-Live, but continues:

	DELIVERABLES	KEY DECISIONS	KEY STAKEHOLDERS
#1	<ul style="list-style-type: none"> Supplier tiering 	<ul style="list-style-type: none"> Analyze suppliers spend, strategic importance and define tiering criteria. 	<ul style="list-style-type: none"> Supplier Enablement Lead Vendor Manager
#2	<ul style="list-style-type: none"> Suppliers Segmentation based on the survey's responses and tiering. 	<ul style="list-style-type: none"> Validate supplier segmentation groups (e.g. Tier 1 – catalogues) 	<ul style="list-style-type: none"> Supplier Enablement Lead
#3	<ul style="list-style-type: none"> Supplier enablement strategy 	<ul style="list-style-type: none"> Validate supplier grouping, content, and transmission strategy. 	<ul style="list-style-type: none"> Supplier Enablement Lead Vendor Manager
#4	<ul style="list-style-type: none"> Supplier communications and training plan 	<ul style="list-style-type: none"> Validate communications and training approach by supplier grouping 	<ul style="list-style-type: none"> Supplier Enablement Lead Change Management
#5	<ul style="list-style-type: none"> Content enablement 	<ul style="list-style-type: none"> Develop and enable catalogues content (hosted/punch-out) and test 	<ul style="list-style-type: none"> Supplier Enablement Lead IT (Tier 1 suppliers)
#6	<ul style="list-style-type: none"> Integration enablement (cXML, EDI) 	<ul style="list-style-type: none"> Enable the suppliers to use the platform through cXML 	<ul style="list-style-type: none"> Supplier Enablement Lead IT (cXML, EDI)
#7	<ul style="list-style-type: none"> PO transmission and e-invoicing enablement 	<ul style="list-style-type: none"> Enable the suppliers to use the platform 	<ul style="list-style-type: none"> Supplier Enablement Lead
#8	<ul style="list-style-type: none"> Supplier training 	<ul style="list-style-type: none"> Confirm the training approach (i.e waves of training) 	<ul style="list-style-type: none"> Supplier Enablement Lead Change Management



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