

Supplier Enablement Overview

Supplemental Information

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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 segmentation & spend analysis

Cleanse supplier database.
Segment potential
suppliers into
implementation waves and
identify enablement
suppliers based on current
spend data and fill in gaps
as appropriate

Supplier enablement strategy (by Tier)

Determine proper order, match and invoice enablement methodsfor each supplier, tier and wave

Supplier communications

Inform suppliers about upcoming changes and impacts to their processes through various methods of communication

Content enablement

Enable and test all internally and supplier hosted catalogs as well as Punch-out catalogs and Webforms



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PO Transmission and elnvoicing enablement

Maximize the number of suppliers trained and onboarded for electronic purchase order transmission and elnvoicing



cXML Enablement

Enable and testcXML PO transmission and cXML invoicing transmission in orderto minimize all manual efforts for invoicing processing

Supplier training

Train suppliers on howto use the new system to maximize adoption rates and drive Success Metrics

GO-LIVE Support

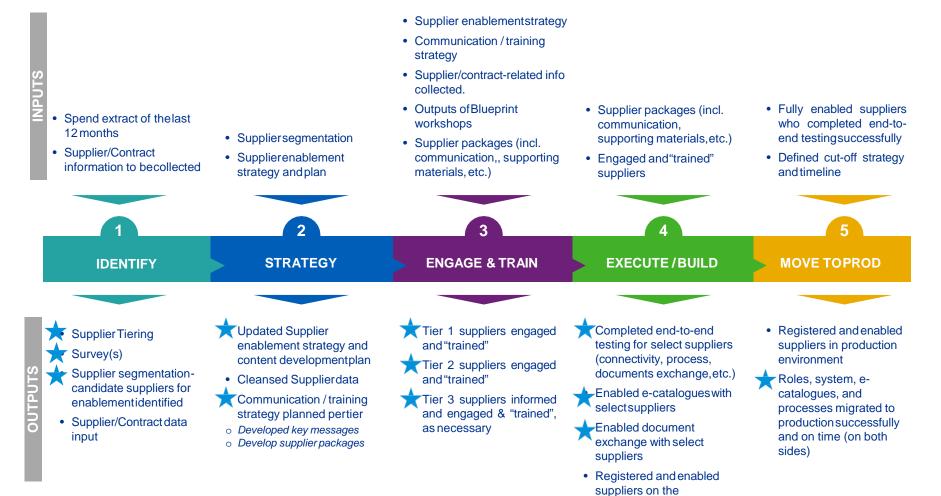
Provide supplier enablement support post go-live and continue enablement of resistant and other tiered suppliers





Supplier Enablement Approach

We have developed a proven methodology following 5 key steps:





platform

Key Decisions & Stakeholders

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

| | DELIVERABLES | KEYDECISIONS | KEY STAKEHOLDERS |
|----|---|---|---|
| #1 | Supplier tiering | Analyze suppliers spend, strategic importance and define tieringcriteria. | Supplier Enablement LeadVendor Manager |
| #2 | Suppliers Segmentation based on the survey's responses and tiering. | Validate supplier segmentation groups (e.g. Tier 1 – catalogues) | Supplier Enablement Lead |
| #3 | Supplier enablementstrategy | Validate supplier grouping, content, and transmission strategy. | Supplier Enablement LeadVendor Manager |
| #4 | Supplier communications and training plan | Validate communications and training approach by supplier grouping | Supplier Enablement LeadChange Management |
| #5 | Content enablement | Develop and enable catalogues content (hosted/punch-out) and test | Supplier EnablementLeadIT (Tier 1 suppliers) |
| #6 | Integration enablement (cXML,EDI) | Enable the suppliers to use the platform through cXML | Supplier Enablement LeadIT (cXML.EDI) |
| #7 | PO transmission ande-invoicing enablement | Enable the suppliers to use the platform | Supplier EnablementLead |
| #8 | Supplier training | Confirm the training approach (i.e waves of training) | Supplier Enablement LeadChange Management |







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