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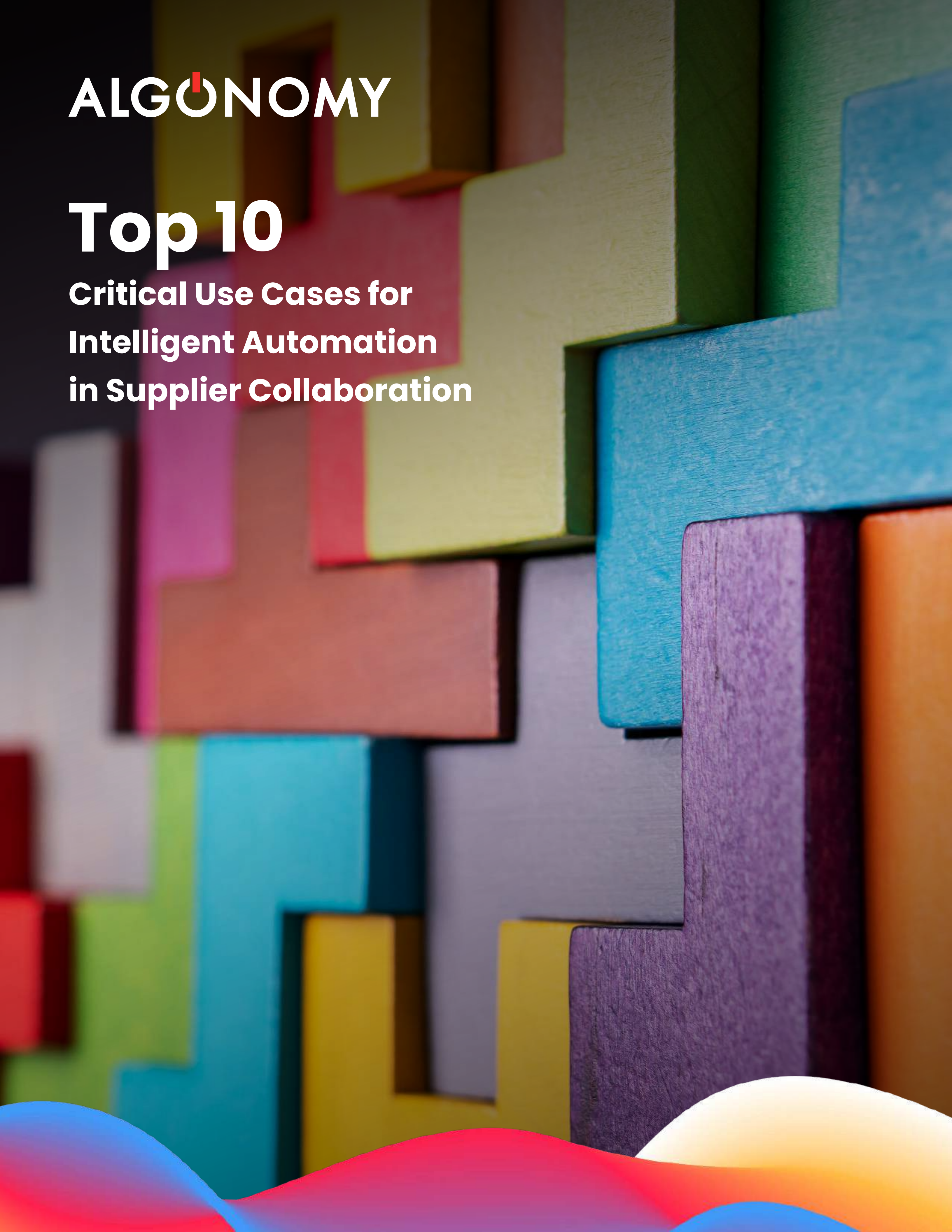
Top 10

Critical Use Cases for Intelligent Automation in Supplier Collaboration



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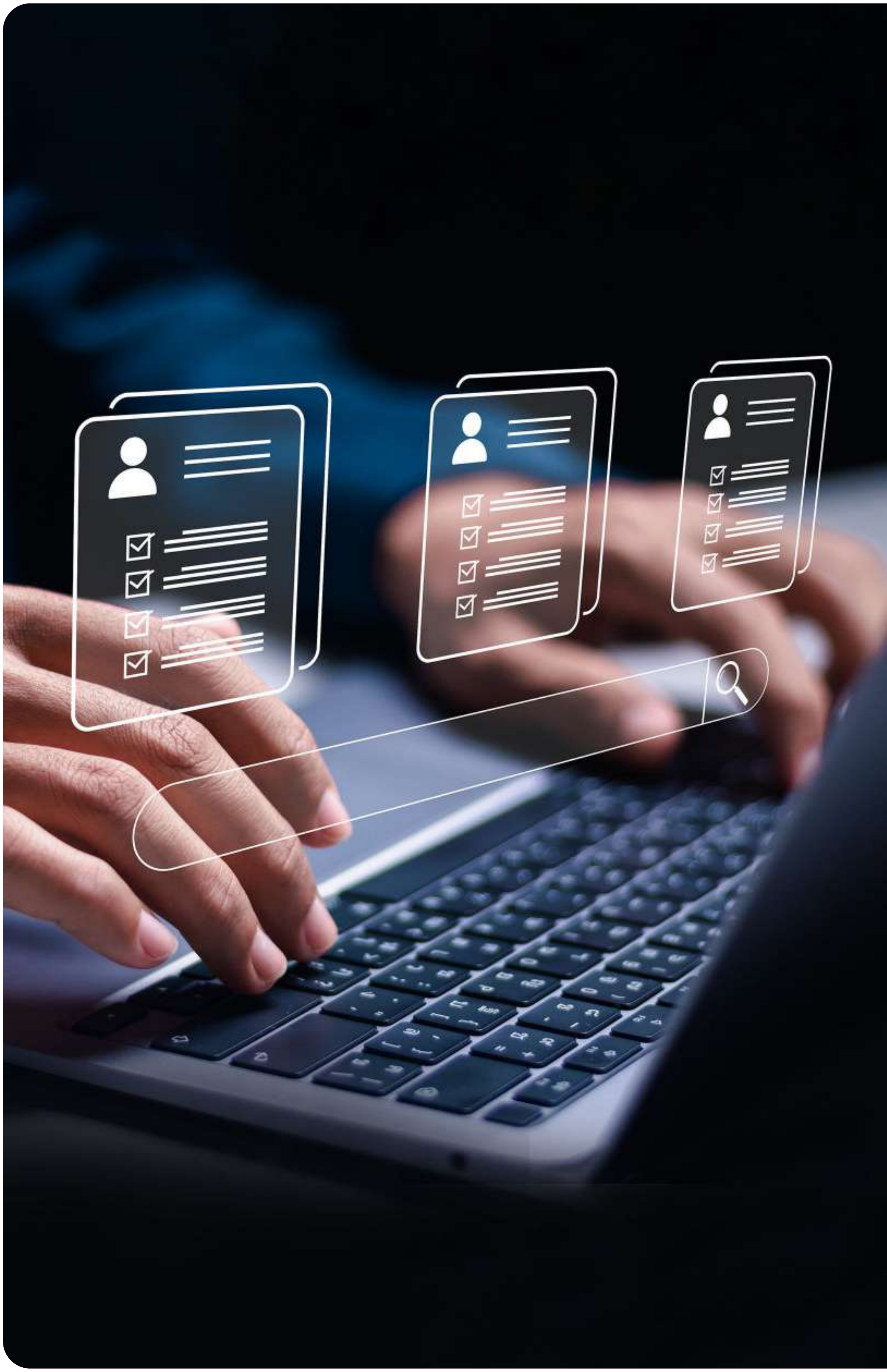

Communication challenges, technology gaps, and a lack of supportive infrastructure for collaboration across functions and external components are ailing modern supply chains. While automation emerges as a powerful tool, identifying the relevant use cases, and ensuring integrated management are crucial to the overall success.

Explore the **top 10 critical use cases** where intelligent automation finds applications in supplier collaboration.

#1 RFP Generation and Supplier Selection

On average, companies invest 40 hours per RFP response with a 5% close rate.

Manual RFP (Request for Proposal) creation and supplier evaluation is tedious, error-prone, and not scalable. With automated workflows and in-built intelligent algorithms, retailers can not only expedite the process, but they can also save valuable time and resources.

Automation facilitates supplier data analysis for strategic supplier selection, thereby unlocking greater value and fostering stronger partnerships. Businesses can check historical performance, individual scorecards, etc., to prioritize the most suitable suppliers.

#2 Contract Lifecycle Management

Automating contract management can accelerate negotiation cycles by 50% and reduce erroneous payments by 75 to 90%.

Managing contracts manually for the entire supplier network can easily become overwhelming. Automation simplifies contract management by digitizing them and creating automated reminders for key milestones such as renewal dates, expirations, etc.

Thus, retailers can minimize the risk of missed deadlines, improve compliance with regulatory requirements, and streamline supplier contract management.

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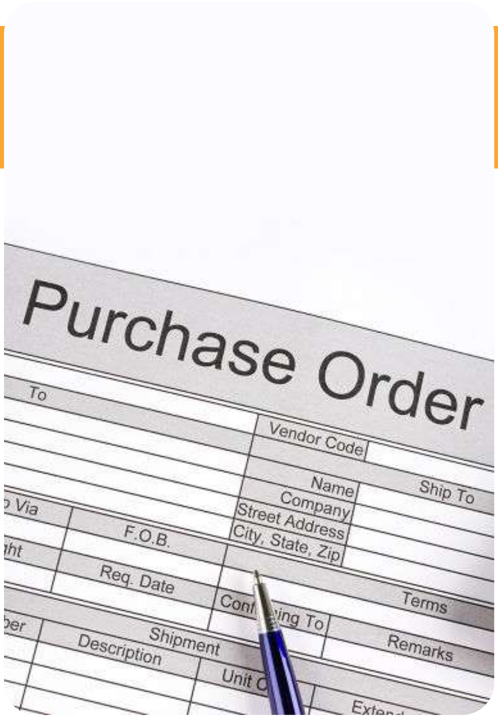


#3 Purchase Order Creation

Automating procurement can reduce procurement costs by 25% and procurement cycle time by 15%.

Automation-powered platforms offer advanced capabilities such as automated PO creation and finance operations management. Automated PO creation ensures greater accuracy and increased order validation, and elevates resource efficiency. As there are no manual interventions, the entire process becomes more reliable and transparent for all the involved parties, thereby strengthening supplier relations.

#4 Demand Forecasting and Replenishment

Automation-powered intelligent demand forecasting and replenishment facilitates accurate inventory management by analyzing real-time data, frequently changing demand patterns, and market fluctuations.

Improved collaboration in the supplier network directly influences as much as 20% of total revenue apart from other key metrics such as customer experience and cost of operations.

Sharing demand forecasting and replenishment data with suppliers enables them to meet the current business needs efficiently while boosting profitability for both parties and timely procurement of the right inventory. This collaboration not only helps suppliers plan production, fulfillment, and procurement, but it also fosters a strong and mutually beneficial relationship.

#5 Supply Chain Risk Mitigation

AI and ML-powered solutions can analyze vast amounts of data from multiple sources to identify potential risks and predict future disruptions, such as longer lead times. They can detect hidden patterns, trends, and anomalies, and indicate upcoming issues that can evolve into business risks.

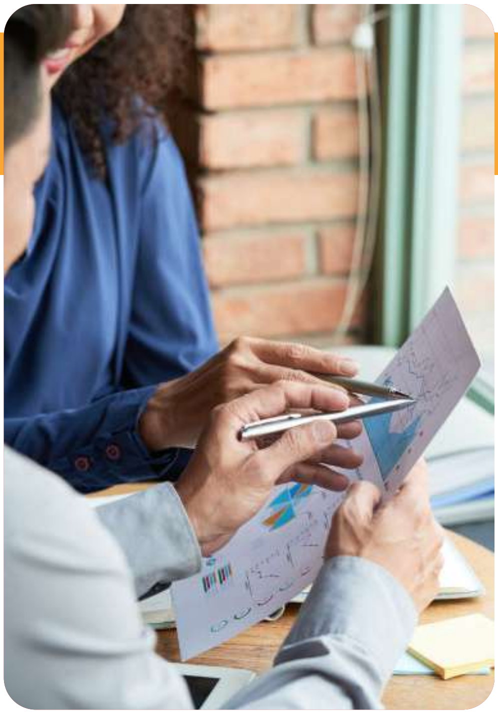
As much as 67% of CXOs globally are prioritizing and increasing investments in disruption detection and innovation processes.

Automated monitoring and alerts help retailers track supply chain performance metrics and simulate different risk scenarios in real-time to test the impact of potential disruptions. Such advanced capabilities help them develop contingency plans and devise effective mitigation strategies.

#6 Finance Operations Management

Automation can reduce invoice errors by 90% and 87% of suppliers consider invoice automation pivotal for enhancing supplier-retailer relationships.

Automating finance operations makes invoice reconciliation and claims settlements faster, more reliable, and more transparent. Retailers can leverage in-built customizable payment reminders and functionalities such as intelligent payment scheduling to ensure timely and accurate payments.



#7 Accounting and Payment Processor Integrations

Globally, 73% of finance personnel reported strained supplier relationships due to delayed vendor payments.

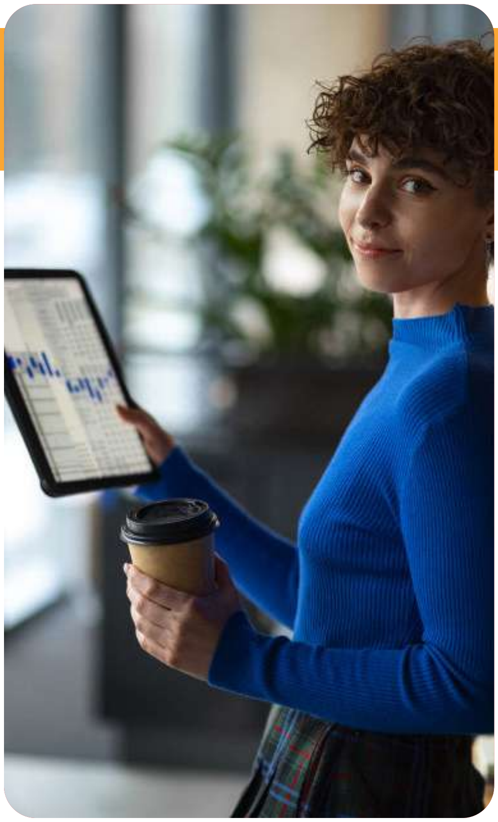
They can also integrate seamlessly with multiple third-party payment processors and accounting systems without any changes in the underlying technical infrastructure for hassle-free payments. This improves supplier-retailer relationship and enables suppliers to collect payments via preferred mode.

#8 Vendor Performance Scorecards

Automated supplier management and collaboration solutions come with in-built performance tracking and recording capabilities. Thus, every stakeholder has a detailed view of the historical performance and track record, which ensures fair supplier selection without any discord.

Supplier performance is one of the biggest areas of concern in supplier management for 40% of procurement executives globally.

Retailers can get vendor performance scorecards for choosing the best suppliers in each category without any manual hassle. This helps them unlock greater productivity, foster stronger relationships with high-performing retailers, and keep track of operational inefficiencies.



#9 Sales, Inventory, and Brand Insights

Aggregating sales data from multiple sources, such as POS systems, online platforms, CRM software, etc., offers comprehensive insights into sales trends, customer preferences, and product performance across different locations, categories, stores, etc.

A whopping 84% of executives suffer from data silos, and as much as 40% of business-critical data is trapped in them.

Intelligent algorithms can process these data sets quickly to identify patterns and trends, which retailers can use to optimize pricing strategies, forecast demand, and tailor marketing efforts to maximize sales.

#10 Bulletins, Broadcasts, & Compliance With Policies

Automated creation, distribution, and tracking of bulletins, announcements, and policy updates ensures timely and consistent communication across all relevant stakeholders, thereby reducing the risk of miscommunication or oversight.

A staggering 87% of organizations report negative outcomes owing to low compliance maturity or reactive compliance.

Retailers can also automate the monitoring of regulatory requirements, internal policies, and industry standards using compliance management tools. They can notify stakeholders of upcoming deadlines, policy changes, or non-compliance issues, enabling timely action and adherence to regulations.

As organizations navigate an increasingly complex and competitive landscape, intelligent automation in supplier collaboration addresses the myriad challenges and drives efficiency, innovation, and resilience.

By leveraging automation, businesses can foster stronger partnerships with suppliers, ultimately leading to sustained growth and success in the marketplace.

Contact Us

To learn more about Ensemble AI or to see a demo,
write to us at hello@algonomy.com.

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