

Relationship Data Governance

Thanks to digital transformation, governance has become super exciting! The operational relationship layer is essentially all unstructured data (**playground for large language model AI**). We can now transform events based activities into non-stop continuously improving data lead governance, resulting in huge savings. Check this out.

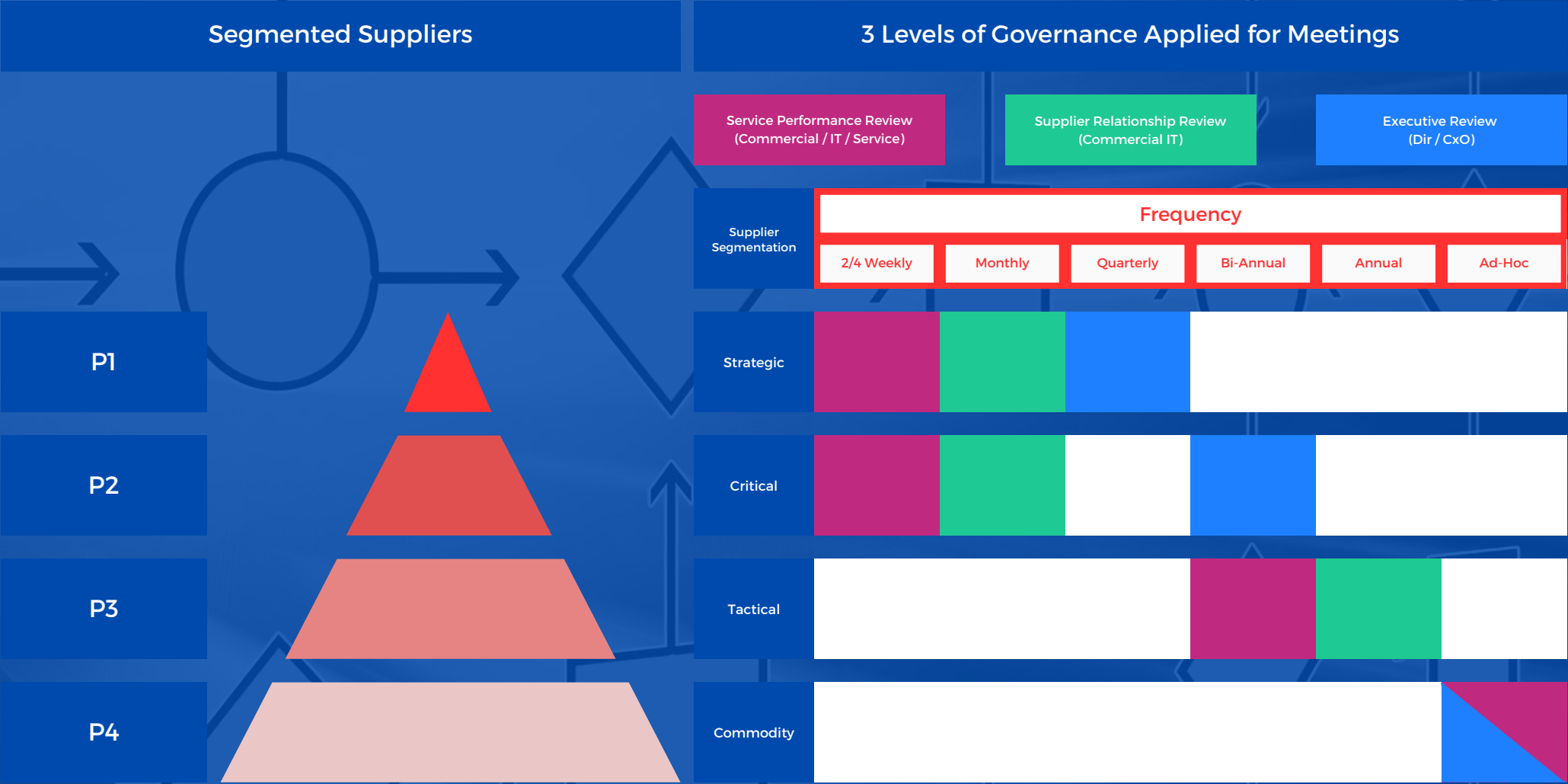
#DIFFERENTIATING #SRM



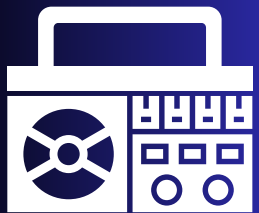
suppeco

Take the average garden variety SRM governance schedule

Supplier Relationship Management Framework Standardised Governance



Think
Analogue



Now Think
Digital



**Traditional governance
cycles are out of step with the
latest technology and fail to
live up to the pressures of
current-day operations**

**We can now digitally measure
live performance data, and
deploy levers to monitor and
trigger continuous improvement**



**According to Mckinsey's
“Shifting the Dial in Procurement”
innovative digital solutions in procurement
can unlock as much as an incremental
3 to 10 per cent in savings, annually.**

Read the article [Shifting the Dial in Procurement](#)

In their example, a geographically dispersed company used tech to digitalise the monitoring of suppliers' KPIs, resulting in reducing value leakage by up to 5 per cent.



Their solution allowed field supervisors to provide real-time feedback on supplier performance and enabled improved performance discussions with suppliers on schedule and quality attainment.

**Procurement and Operational Leaders
can now minimise the more traditionally
drawn-out costs associated with KPIs:**

**Time-to-Action
Time-on-Task**

Hugely accelerating their rates of return.



Customer-Supplier Relationship Management Is **Evolving**



90% of Company Data is Unstructured

Source: International Data Corporation

To provide context:

**We humans don't live and function
inside a legally drafted contract**

**We operate in the real world where
things don't necessarily run to order
or by clause**

Unstructured data takes many forms

Email Chat Documents Imagery Voice



Let's add some scale to that:

**Upward of 80% of a company's
revenue is generated by
activity outside its immediate
borders by its suppliers**

Source: Suppeco, Proxima, Others.

**So that's a lot of data that
typically haemorrhages out
the door due to poor
relationship data retention**

No surprise really, as relationship data was considered very differently



Supply chains were invariably seen as overheads



Contracts were let and managed by traditional purist procurement



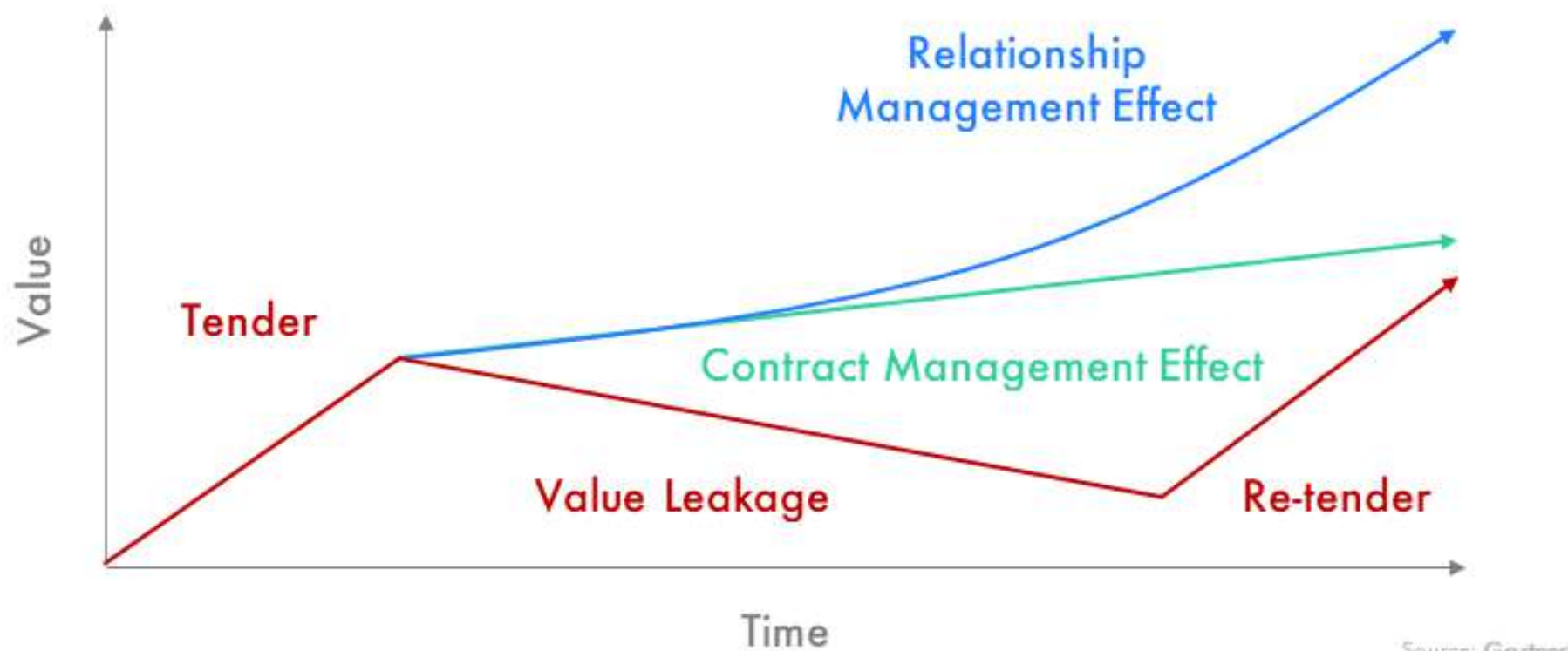
Early attempts to implement SRM failed deferred in favour of quicker more addressable wins

Though certain **principles remain true today**



Opportunities to drive value from contract management are finite
Opportunities to generate value from relationship management are infinite

Contract Management vs. Relationship Management Effect



25%
Added value:

shared agenda innovation
collaboration thought-leadership
continuous improvement shared
R&D access to SMEs growth

Source: Gartner, Suppeco, Others.

Analytics

Audience

Country

City

Status

Sex

Age

Interests

Collaboration

Behavior

Technology

Mobile

Custom 1

Custom 2

Custom 3

Income

Education

Home

Dashboard

Reporting

Customization

Help

Log Out

Daily Unique Sales by Country



We speak to a number of CPOs
One recurring comment:



Seen many SRM systems,
but none actually do relationships
they are generally KPI dashboards

The background of the slide features a close-up photograph of maple leaves. The leaves are in various stages of focus, with some in sharp detail and others blurred. A semi-transparent blue rectangular overlay covers the entire image, creating a monochromatic blue aesthetic. The text is centered within this overlay.

As stated
SRM is really changing

The golden age of Supplier Relationship Management

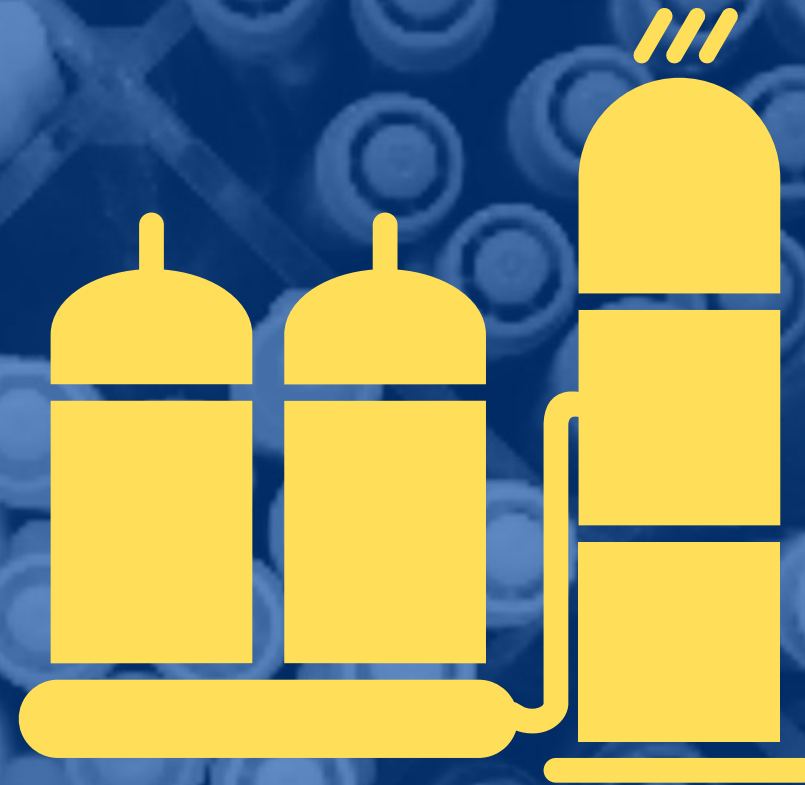
In what is fast becoming the golden age of modern SRM technology, those at the forefront are leveraging the potential in what their relationships have to offer to solve some of today's key challenges facing the customer-supplier ecosystem

The biggest difference?

**Leveraging Unstructured Data
Think Large Language Model AI**



**If data is
the new oil**



**Suppeco is the
unstructured-data
refinery**



**Refining 'crude' data
to extract value
bi-products**



**We harness the value from
relationship data at scale**



**Then we structure it
and turn it into
growth**

**Are you currently using
another digital platform to
optimise your supplier
relationships?**

Are you seeing the **value**?
Are you seeing the **savings**?

If not, why not?

A man's profile is shown in a blue-tinted, semi-transparent style. Overlaid on the right side of his head is a glowing white graphic of a human brain. The brain's interior is filled with a complex network of white lines representing circuitry or neural pathways, interspersed with small white dots. The background is a solid dark blue.

Time to take a closer look at Suppeco

#DIFFERENTIATING #SRM



suppeco

making value measurable

**Together
let's
explore**

Get in touch

www.suppeco.com

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