



Zuite SRM

WHAT IS SUPPLIER RELATIONSHIP MANAGEMENT?

Supplier Relationship Management (SRM) is the management of the interaction between an enterprise and the organizations that supply the goods and services it uses. The goal of SRM is to streamline the processes between an enterprise and its suppliers.

SRM includes both business practices and software and is part of the information flow component of supply chain management (SCM). SRM practices create a common frame of reference to enable effective communication between an enterprise and suppliers who may use quite different business practices and terminology. SRM increases the efficiency of processes associated with acquiring goods and services

Why SAP Supplier Relationship Management?

Companies of all sizes are also faced with the business demand for sustained profitability. In order to gain a bottom-line advantage from the procurement process these areas must be handled; managing supplier spend, focus on improving transparency and compliance, developing a qualified supply base, and engaging more strategically with suppliers.

The SAP Supplier Relationship Management application (SAP SRM) enables the organization to achieve the following business benefits:

- Cost savings – SAP SRM provides tight process integration. As a result, companies are able to achieve a closed loop from source-to-pay. Aggregating spend in a single platform enables optimized spend and supplier relationship management
- Contract adherence – SAP SRM provides visibility into enterprise expenditures and enables the procurement organization to effectively demonstrate that spending activities, contracts, and supplier interactions adhere to corporate guidelines
- Competitive advantage – SAP SRM gives you the tools to partner with key suppliers to differentiate in your market, define your supplier management approach, and determine the key metrics that are used to determine supplier success.

SAP SRM helps organizations optimize procurement operations with an integrated, scalable platform and business user interface that enables the full source-to-pay process including activities such as spend analysis, category management, requisitioning, sourcing, operational contracts, invoicing. (Sources: EFFSO, January 2007 and SAP, October 2007)

Zuite SRM Expertise

Zuite SRM has in total 30+ years of experience from SAP Supplier Relationship Management and a total of 65+ years of SAP experience covering a large number of related SAP solutions. Our consultants have experience from a large number of different roles within SAP SRM projects at 10+ customers within different industries.

Zuite SRM has a unique combination of deep business process understanding and excellent application and solution knowledge. We understand the business needs and can formulate these as requirements on the SAP SRM solution and map these to SAP SRM functionality and possibilities considering all components in the SAP SRM solution map.

Zuite SRM believes that a successful SRM consultant apart from having excellent knowledge of SAP SRM also needs deep knowledge in related areas which normally are part of an SAP SRM project, e.g. SAP modules Materials Management and Financial Accounting, SAP Business Workflow, SAP Catalog Content Management and SAP NetWeaver components like Business Intelligence, Exchange Infrastructure, Portal and Master Data Management.

Zuite SRM can assist companies in all phases of an SRM project from pre-studies and business case development to implementation and support activities. Zuite SRM can also help companies and organizations establish top-of-the-line SRM processes.