

# what Wallem is doing to integrate with suppliers - and benefits

**what Wallem is doing  
to generate benefits  
with suppliers**



**WALLEM**  
ESTD 1903

# Previous battles

- 1993 - Supplier v Supplier
- 1999 - Buyer v Buyer

# Today's battleground

- 2005 - Supply Chain v Supply Chain

# IT system benefits in the Supply Chain – (1)

- Consolidated view of all information received from any source, customised for viewing by all approved partners in the supply chain
- Internal + External prompts for due/late items
- Multi-person, multi-company approval

# IT system benefits in the Supply Chain – (2)

- Full audit trail for all actions taken
- Published feedback on quantity and quality of products received and in use
- Line Item accruals and invoice matching
- Payment status available online to supplier

**Yes we know all that but  
what about the supplier  
integrations?**

# Supplier Integrations

- We have integrations the same way we always had
- We integrate directly with single suppliers
- We integrate with Freight Forwarders
- We integrate with Supply side exchanges (ie MTS) Obviously only when Demonstrable Value Occurs!!

# Is Supplier Integration Always the Best Way?

**Contract Pricing – cuts down the need for quotation messaging**

**Low Volume of messaging**

**Will data actually be used**

**Cost of Integration – is it worth it?**

# **Wallem Procurement**

## **A True Community of Interest**

**Offering Value throughout the Supply Chain**

**Integrated with any partner (if desired)**

**If you can't see the value, don't do it!**

**Principal's business rules always used**

**Delivered to your Desktop (even without integration!)**



# Some our findings in the last million or so transactions with suppliers

- Data has no value, what it is used for does!
- They almost had it right 100 years ago
- Suppliers value is in the extras
- Suppliers aren't the enemy, cost is
- Business is still done between people
- New technologies may allow a quantum leap
- Less suppliers not more

**Wallem's**

**www = War on Waste**



# Wallem

Best Practice is still

**THE Value Proposition**

