



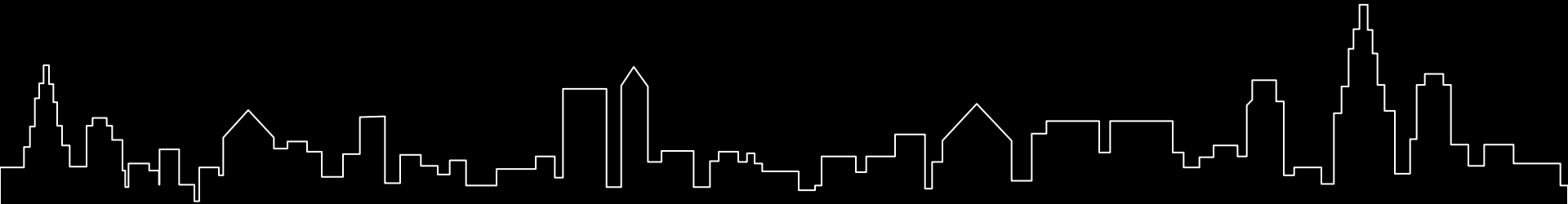
SIMdojo

*Is it time you questioned Supplier Onboarding?*

Market Dojo Webinar

2nd July 2019

Hosted by Alun Rafique & El Towers



# Today's Webinar Agenda

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- An introduction to Market Dojo and your hosts
- Supplier onboarding
  - What is supplier onboarding?
  - Why is it important?
- Live demonstration
- How to automate your supplier onboarding
- Poll results
- Handouts
- Wrap up

# Meet your hosts

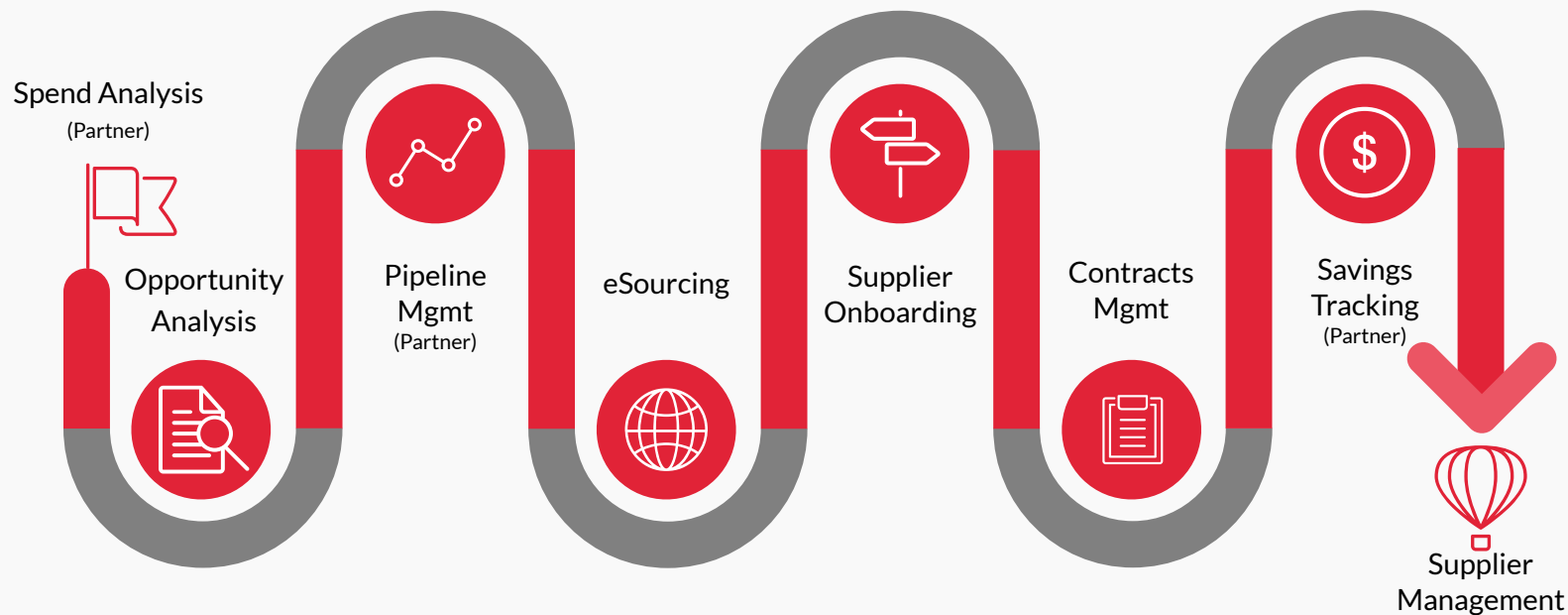
Market Dojo's Customer Success Manager Eleanor Towers and Co-Founder Alun Rafique

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# Our Enterprise Solution

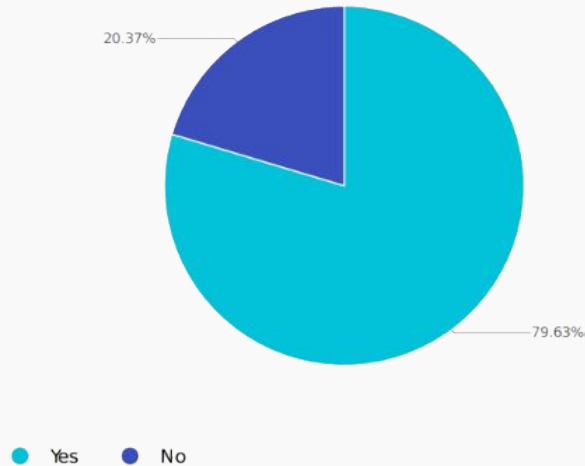
Our end to end enterprise solution



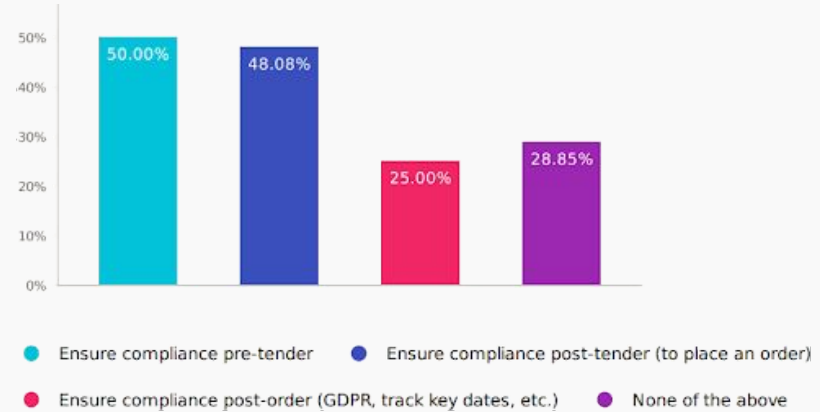
Dedicated Account Management - Seamless Integration - World Class Support - Whitelabelling - Advanced Reporting

# People here today

Do you currently have a supplier onboarding process?



Do you use an onboarding process for suppliers to



# Your challenges

What challenges do you see when onboarding suppliers?

Facing off to multiple  
on-boarding systems.  
Poorly structured  
questionnaires

Reluctance for providers to  
register on so many SSIP/  
Onboarding tools

Volume of paperwork,  
(non-automated) reminders  
and resource to manage

Speed

Background  
checks

Completeness  
and timeliness

Missing info,  
outdated info, DUNS  
nonexistent or  
outdated

Keeping data up to date  
once entered into SAP, info  
from supplier incorrect /  
incomplete .....

Accuracy and audit  
trail

Labour effort

Language, volume of  
data, keeping track of  
status during OB  
process

System Automation and  
data collection

# Poll

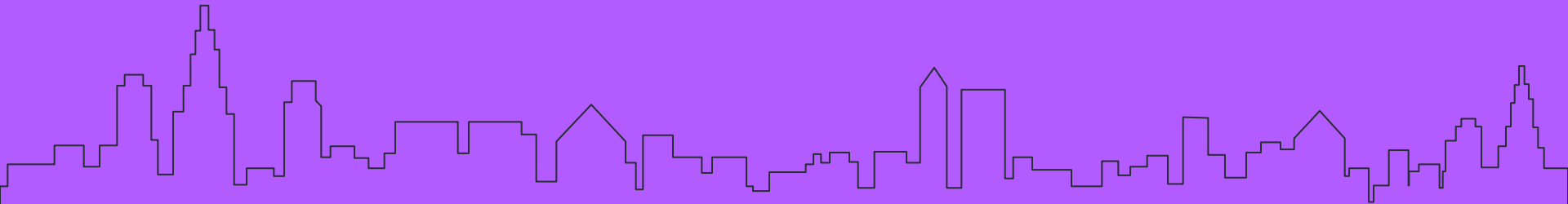
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What do you perceive to be the biggest challenge when considering an electronic supplier onboarding system?

# Introduction to Supplier Onboarding

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Quick run-through of what it is, pros & cons, examples





# What is Supplier Onboarding?

The basics

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- Gathering data and documents required to do business with the supplier
- Supplier vetting
- Assessing risk



# How has onboarding traditionally been managed?

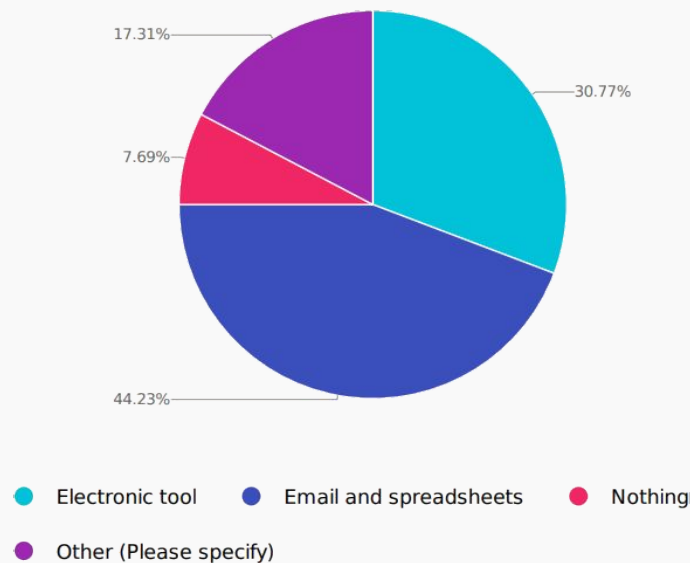
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- Initially just a contract and a handshake!
- Forms held in cabinets
- Documents stored in folders
- Managed via spreadsheets
- Communication via phone and email



# How are you currently onboarding suppliers?

What tool, if any, are you currently using?



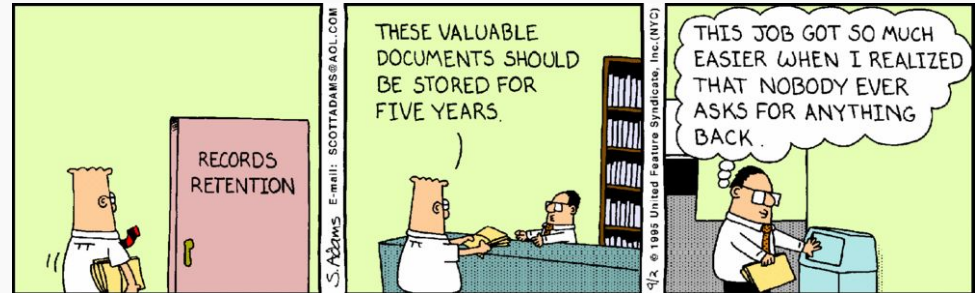
Other:

1. Hybrid
2. Email and Word Forms
3. Strategy being developed
4. Internal
5. ERP - Oracle

# Challenges traditional onboarding?

Why should organisations consider automating their supplier onboarding?

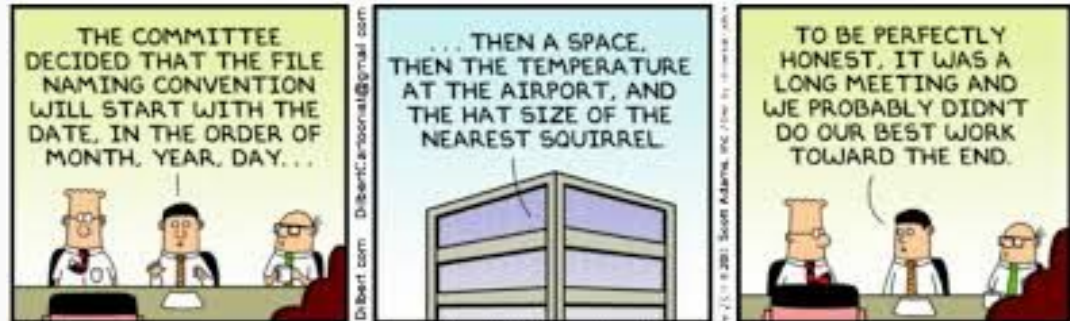
- Issues with accessibility of information
- Lack of updates
- Lack of consistency



# Benefits

Why automate your onboarding?

- Auditability / like 'Insurance'
- Speed / Efficiency
- Easy to keep up to date
- Easy access



# Benefits for Suppliers

Why online onboarding can be good for suppliers

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- Efficiency / speed
- More appropriate / targeted
- Clearer and easier to understand



# Challenges

What challenges can online supplier onboarding face

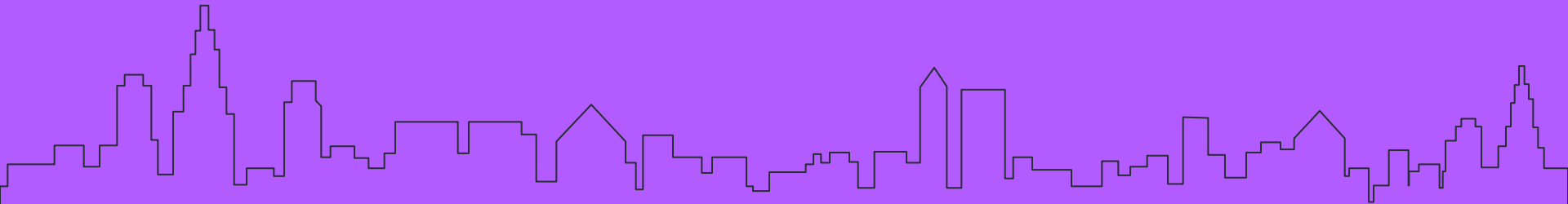
- Resistance to change
- Lack of supplier response



# What is SIM Dojo?

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A brief overview of our supplier onboarding tool







## **SIM Dojo**

Supplier Information Management and Onboarding Made Simple



Onboard Suppliers Seamlessly



Allow unknown suppliers to register interest



Keep supplier information up to date



Full Integration



Category Specific Questionnaires

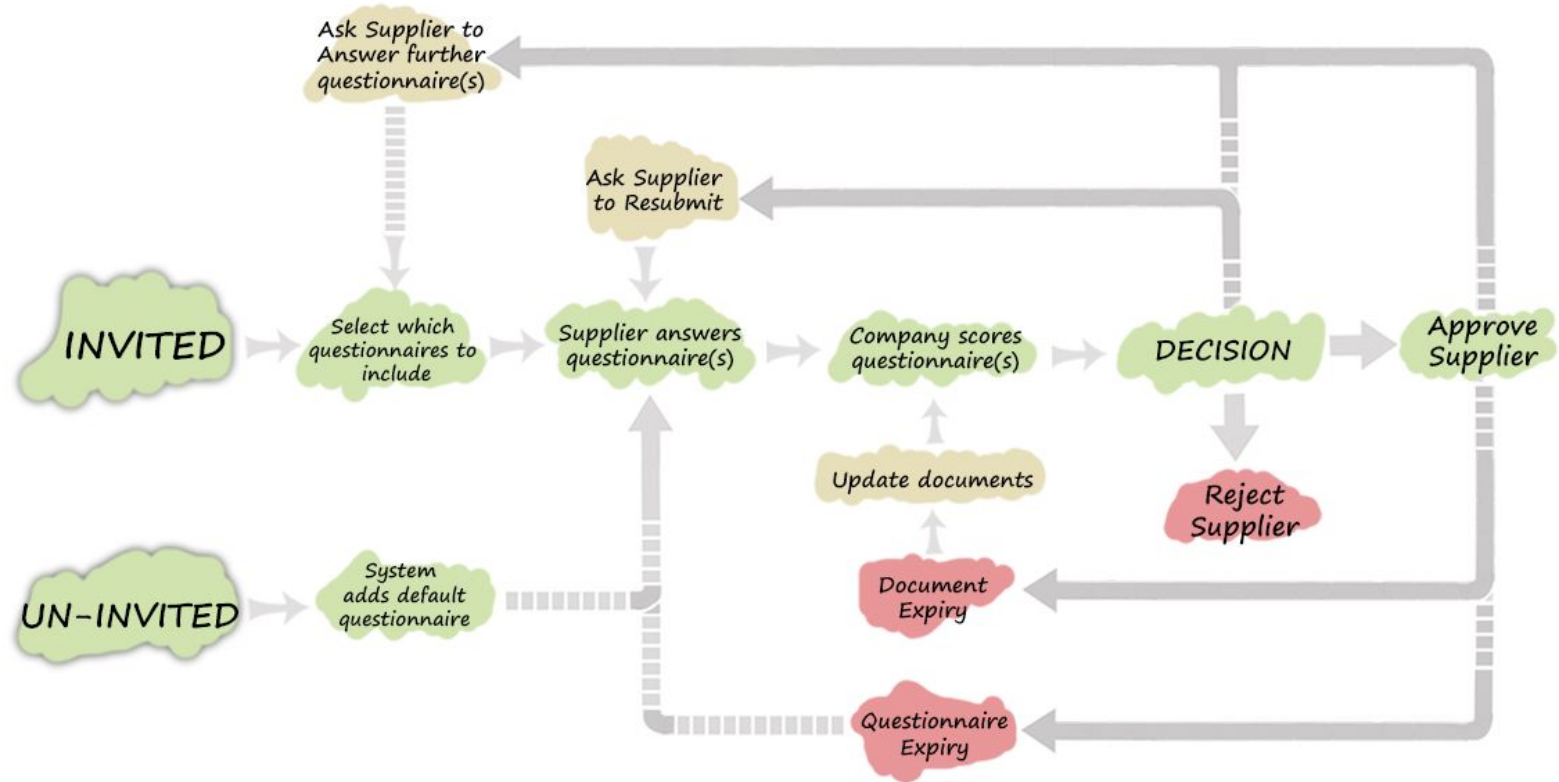


Full audit trail



SIM dojo

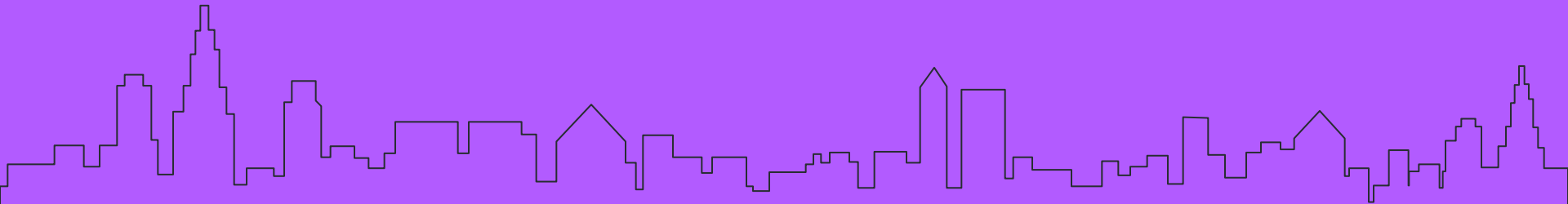
Supplier on-boarding made simple



# Putting this into practice

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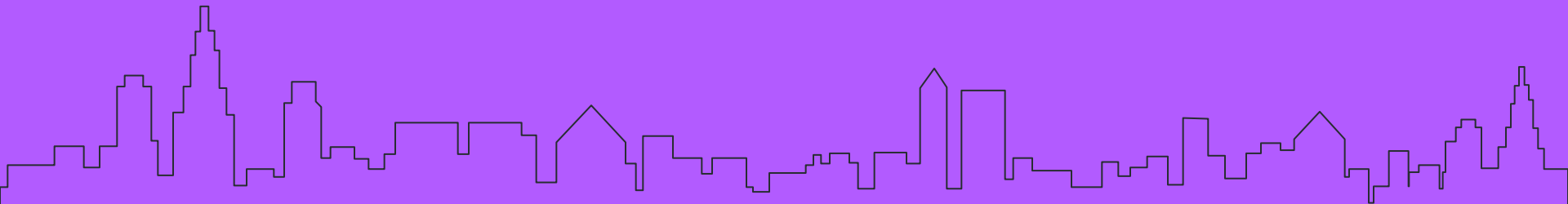
We will now demonstrate how onboarding can be managed through SIM Dojo



# How?

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Creating a new automated onboarding process



# Creating a new Onboarding Process

What do you want to do?

What do you currently have?

Vision with an electronic tool

How to get from A to B

Implementation

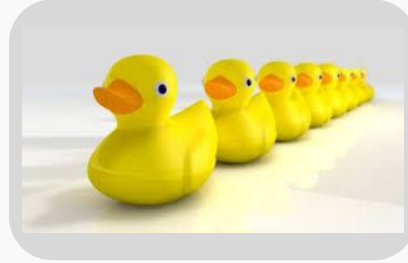
Management



# 1. What do you want to do?



Automate



Streamline

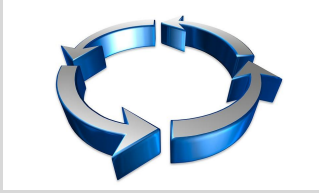


Start from  
scratch



Include others

## 2. What do you currently have?



Current Process



What works?



What doesn't?

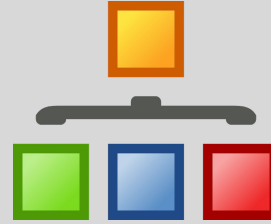


Who's involved?

### 3. Vision with an electronic tool



Stages?



Category-specific?



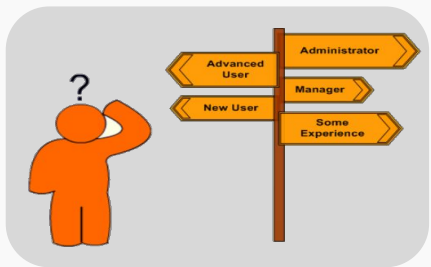
Scoring? Weighting?



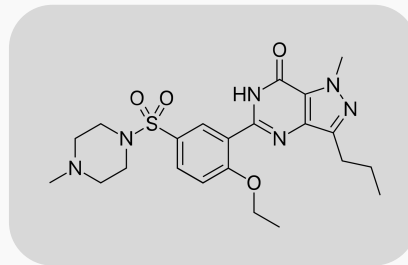
Approvals and  
categorisation?



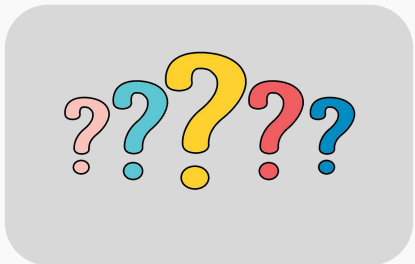
## 4. How to get from A to B {into a tool}



Understood?



Structure

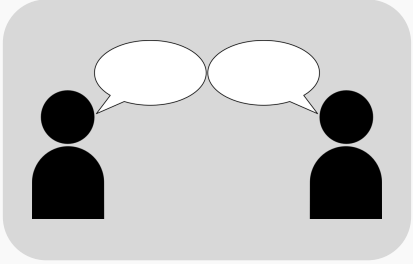


Content

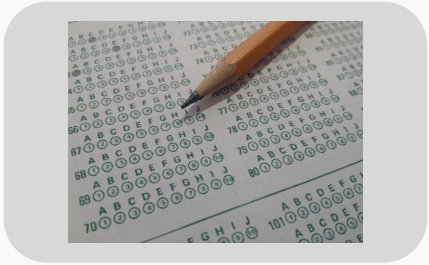


Scorers &  
Approvers

## 5. Implementation / Roll out



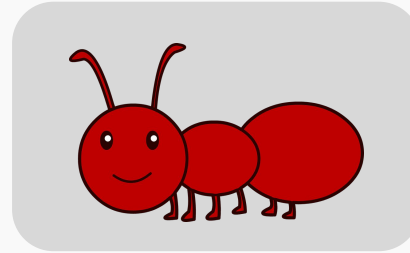
Communicate  
internally



Testing!

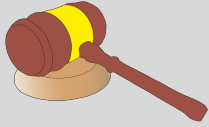


Inform key  
suppliers



Start small

## 6. Management



Accountability



Categorisation



Continued  
Communication



Reporting

# Poll - results

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process

System Automation and  
data collection

## Other questions asked from survey

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- “Lots of suppliers in the market at the moment 'consolidating' supplier onboarding / due diligence, but as there are now an increasing number of these providers, is there now REALLY an advantage to suppliers??”
- “Can SIM Dojo interface with Vendor Master Database of other systems?”
- “How to catch more innovation (from purchasing). Any digital tool or process useful you recommend?”
- “How to assess the financial n technology advancement of the supplier”
- “How much do these systems typically cost?”

# Some of Market Dojo's Biggest Fans

Don't just take our word for it - some of the world's biggest brands trust Market Dojo

The logo for Aggreko, featuring the word "aggreko" in a bold, orange, lowercase sans-serif font.

**Travis Perkins**

The logo for Logitech, featuring the word "logitech" in a black, lowercase sans-serif font with a registered trademark symbol.

Owner of the Burj Khalifa in Dubai

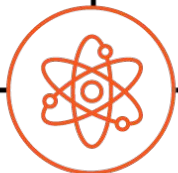
The logo for PaddyPower, featuring the word "PADDYPOWER" in a bold, white, uppercase sans-serif font on a dark green rectangular background.

# Why Choose Us?

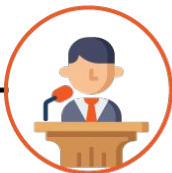
## We're Effective



**Procurement  
Experts**



**Advanced  
Capabilities**



**Customer  
Success**

## We're Flexible

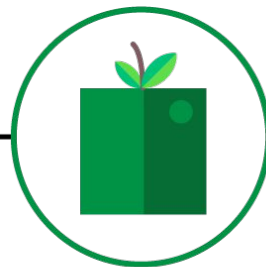


**On-demand:  
-Self service**



**Enterprise:  
-Best of breed**

## We're Different



**Free  
Sandpit**



**Clear  
Pricing**



**Personal  
Touch**