

VENDORS ASSESSMENT DASHBOARD

OVERVIEW & TREND

DETAIL & ANALYSIS I

DETAIL & ANALYSIS II

RECOMMENDATION & INSIGHTS

2011

2012

2013

2014

Vendor

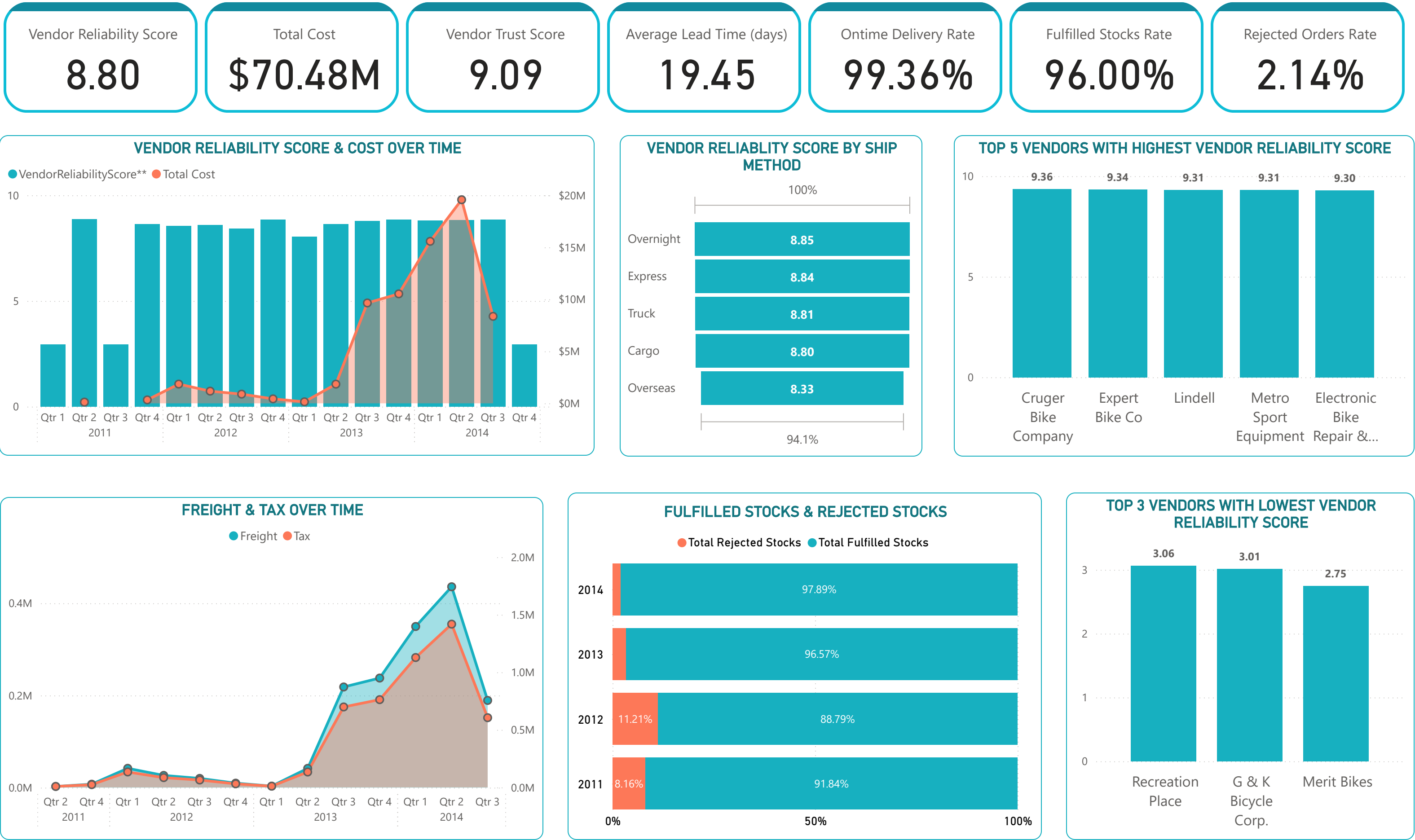
All

Month

All

Ship Method

All



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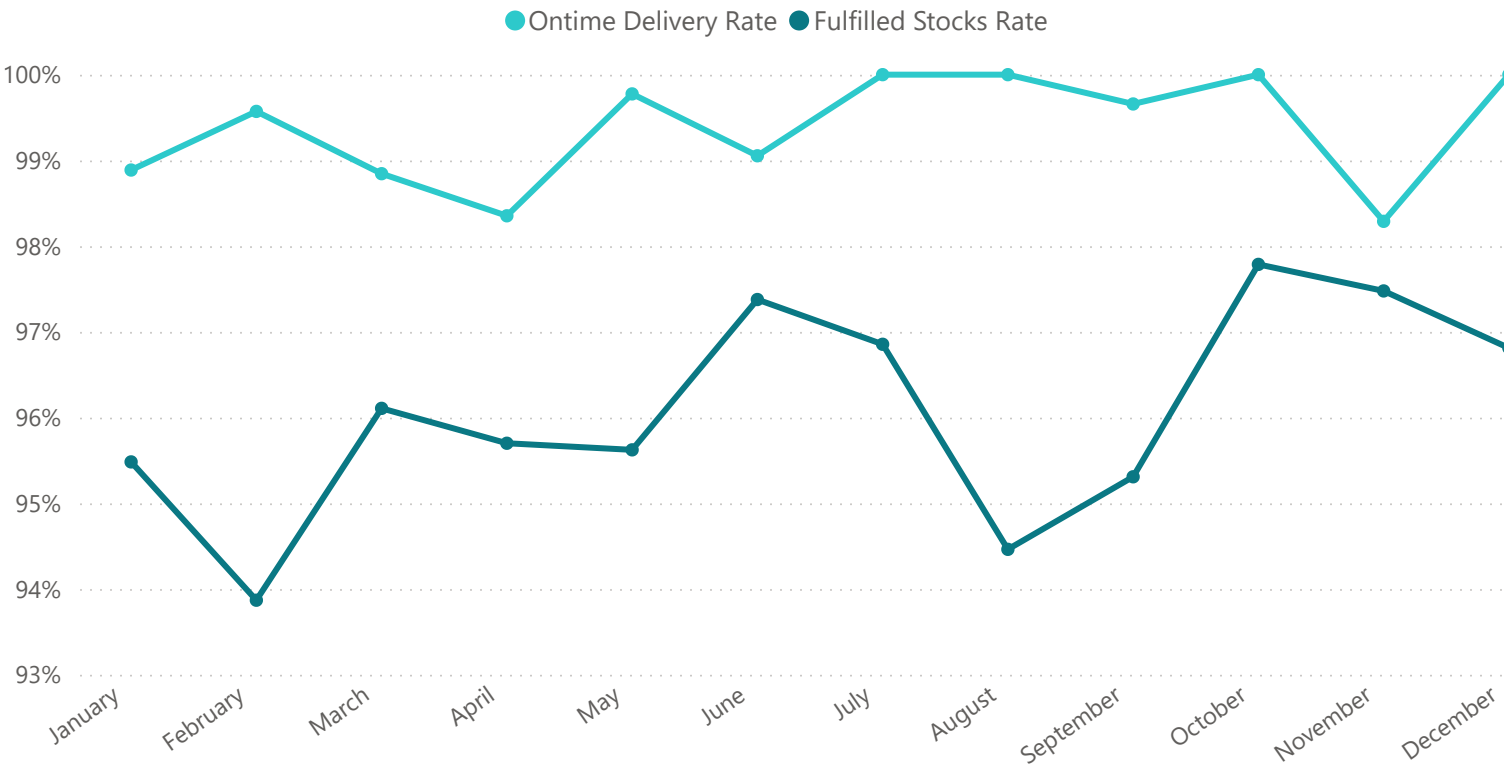
Month

All

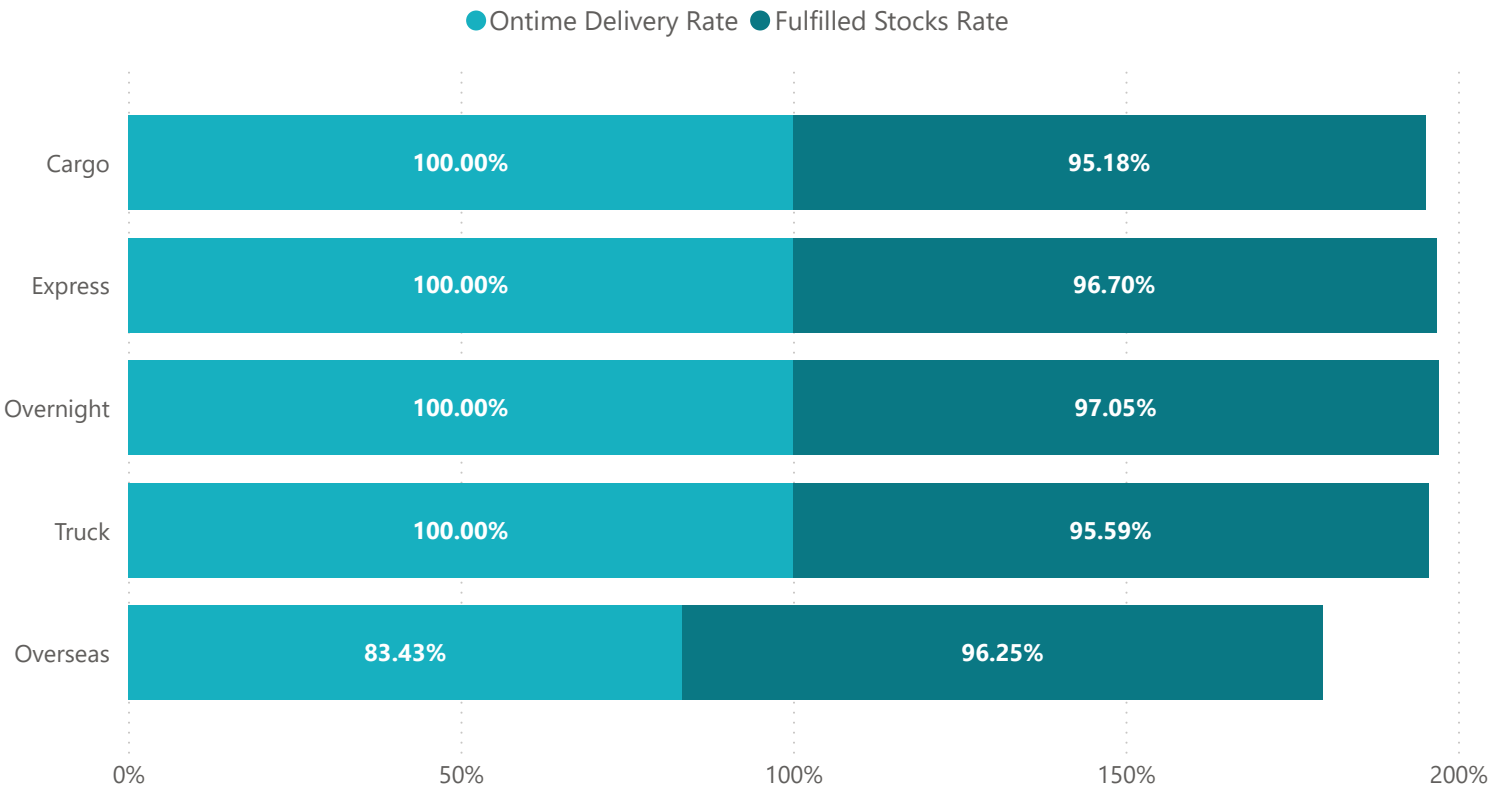
Ship Method

All

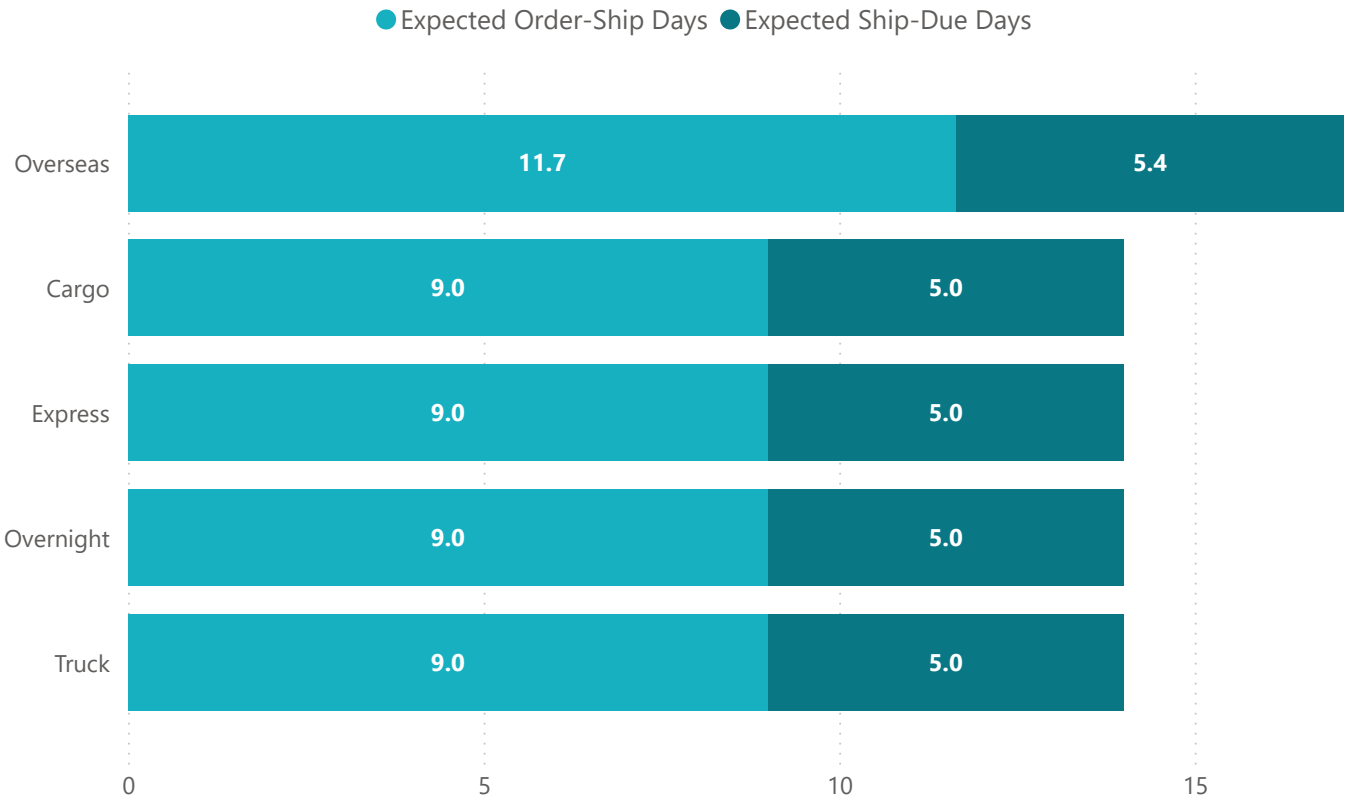
ONTIME DELIVERY RATE & FULFILLED STOCKS RATE OVER TIME



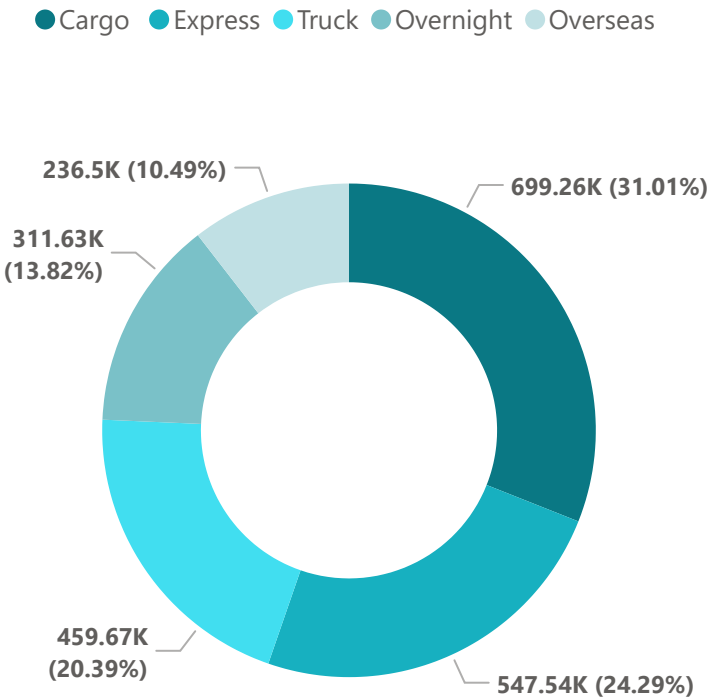
ONTIME DELIVERY RATE & FULFILLED STOCKS RATE BY SHIP METHOD



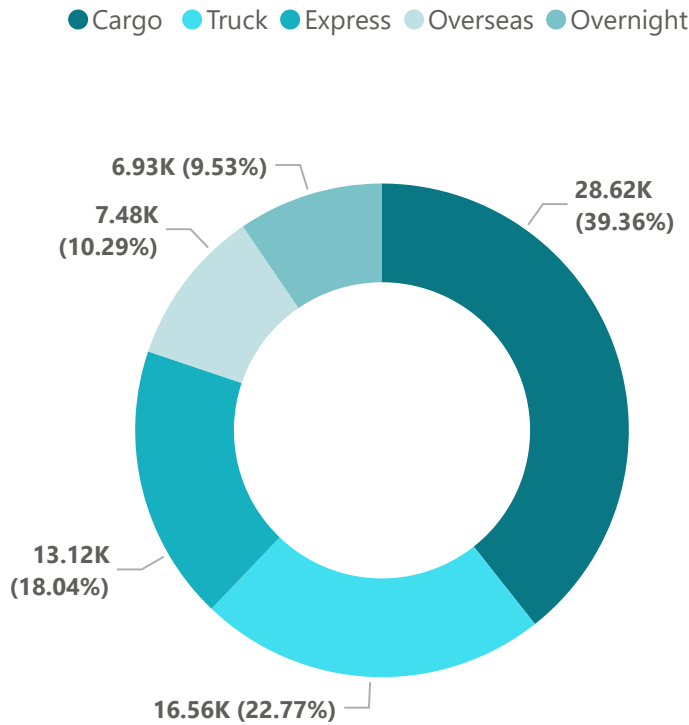
EXPECTED ORDER-SHIP DAYS & EXPECTED SHIP-DUE DAYS BY SHIP METHOD



FULFILLED STOCKS BY SHIP METHOD



REJECTED STOCKS BY SHIP METHOD



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Vendor Trust Score

1.25

6.25

3.75

7.50

5.00

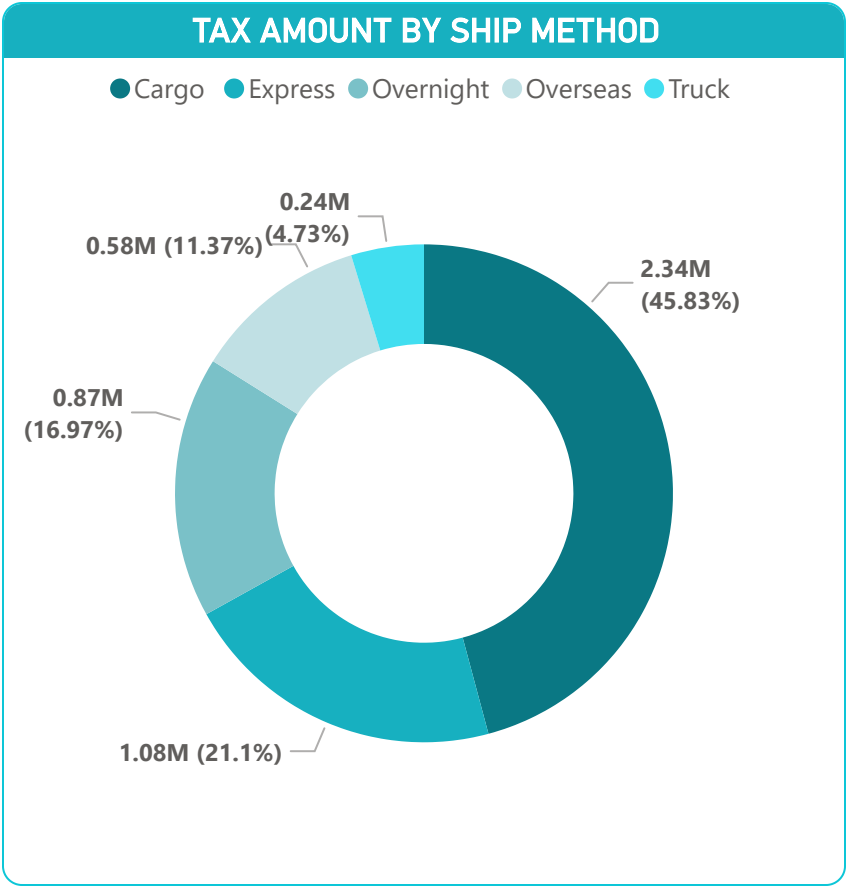
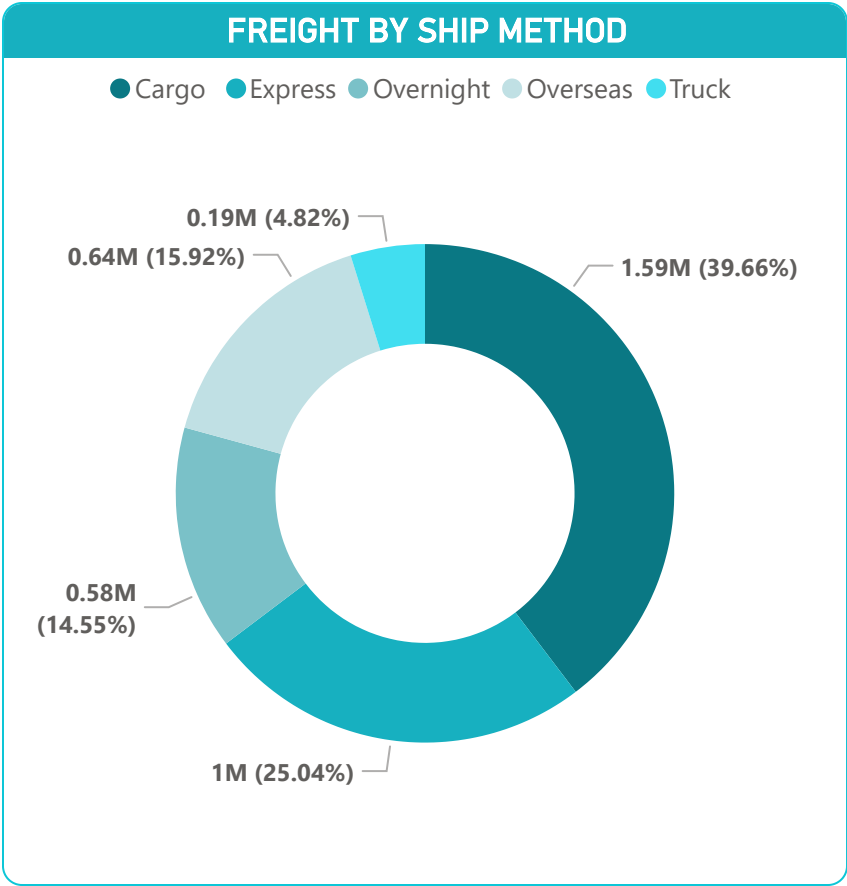
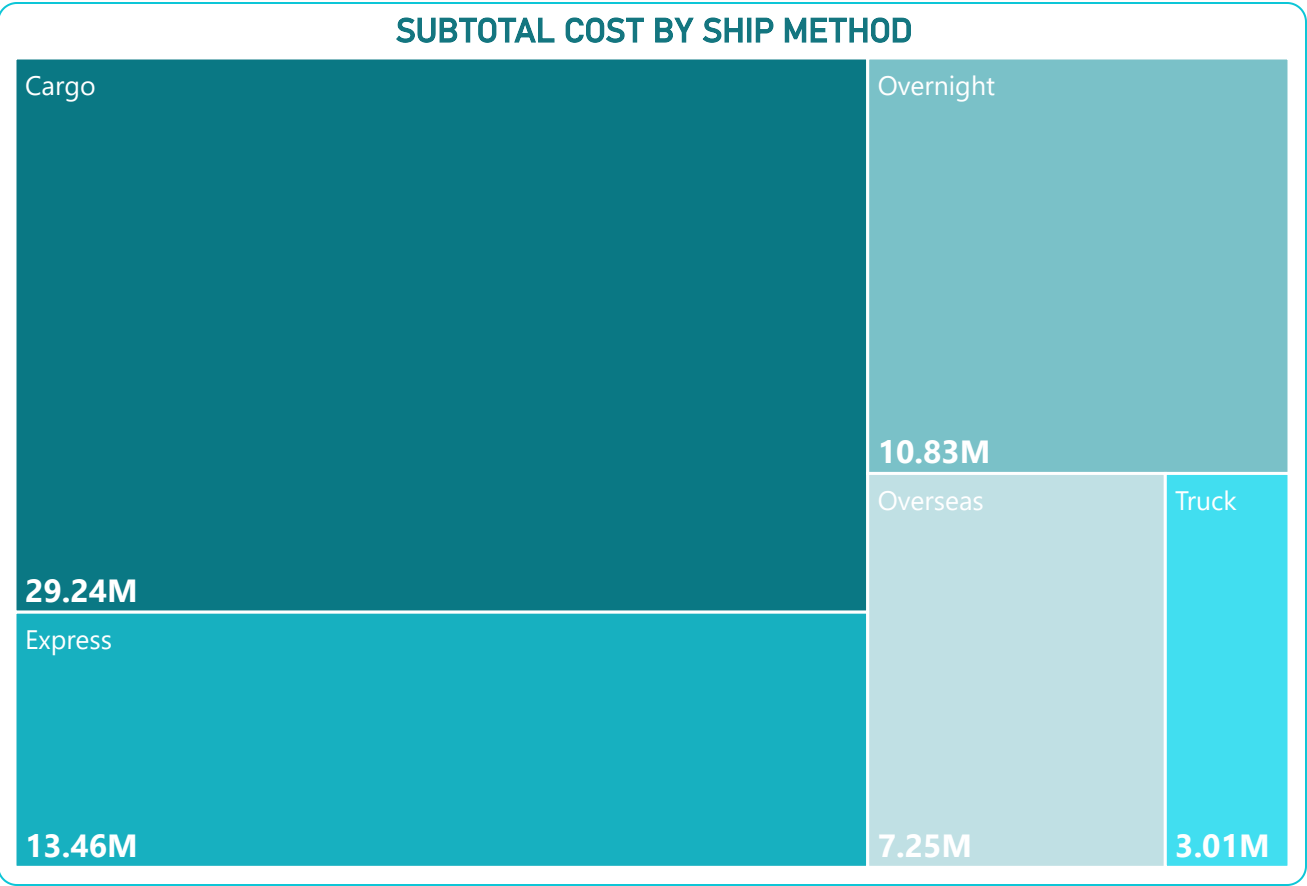
8.75

6.00

10.00

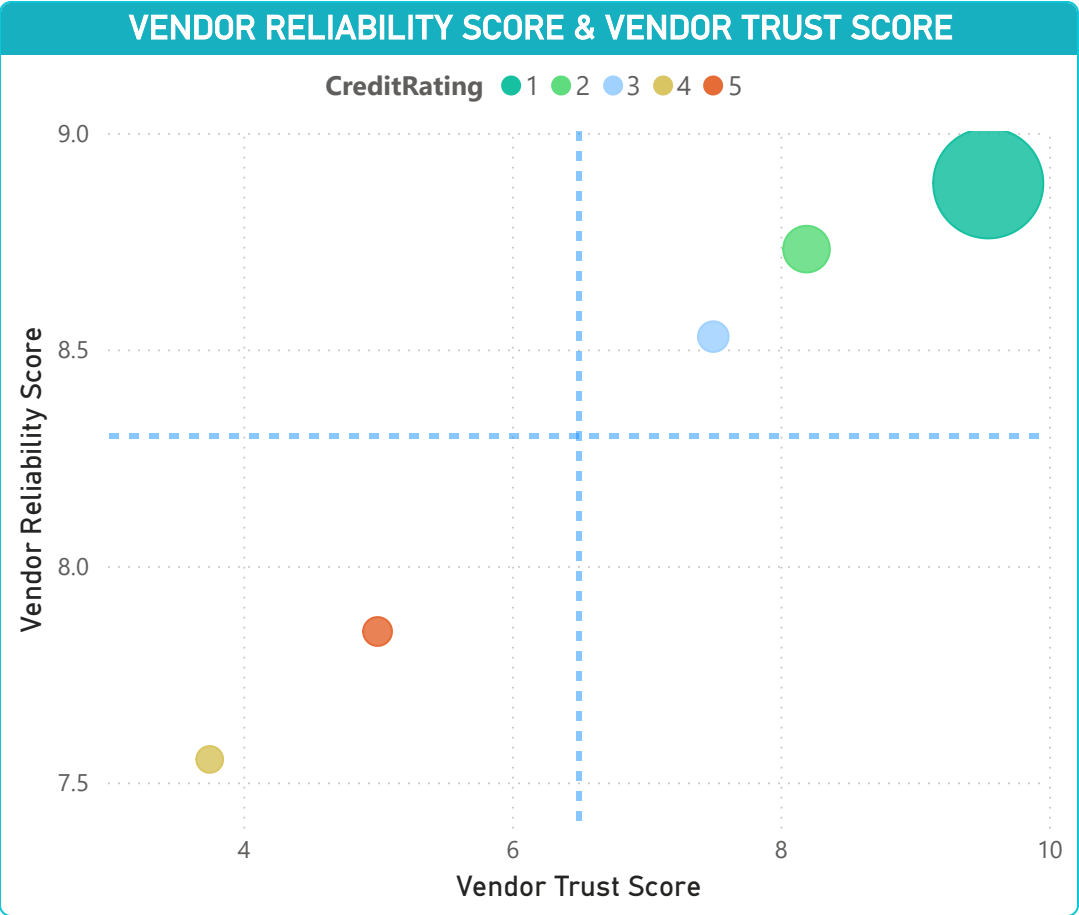
Ship Method

All



✔ : Good | ! : Moderate | ✖ : Critical

VENDOR DETAILS										
Vendor	Fulfilled Stocks Rate	Ontime Delivery Rate	Lead Time Score	Lead Time (days)	Vendor Trust Score	Supplier Reliability Score	Sub Total Cost	Total Freight		
Superior Bicycles	93.81%	100.00%	! 4.57	19.00	✔ 10.00	✔ 9.00	4,555,897.50	113,897.44		
Professional Athletic Consultants	98.32%	100.00%	! 4.57	19.00	✔ 10.00	✔ 9.14	3,058,774.95	76,469.38		
Chicago City Saddles	97.58%	100.00%	! 5.14	17.00	✔ 10.00	✔ 9.20	3,029,108.78	75,727.72		
Jackson Authority	96.47%	100.00%	! 5.43	16.00	✔ 10.00	✔ 9.21	2,553,243.00	63,831.08		
Vision Cycles, Inc.	94.60%	100.00%	! 4.57	19.00	! 6.00	✔ 8.02	2,513,742.00	62,843.55		
Sport Fan Co.	96.51%	100.00%	! 4.57	19.00	✔ 10.00	✔ 9.08	2,421,619.20	60,540.48		
Proseware, Inc.	94.80%	100.00%	! 5.14	17.00	✖ 1.25	! 6.93	2,347,422.00	58,685.55		
Crowley Sport	93.89%	100.00%	! 5.71	15.00	✔ 10.00	✔ 9.17	2,237,800.95	55,945.03		
Greenwood Athletic Company	93.98%	100.00%	! 4.86	18.00	✔ 10.00	✔ 9.05	2,237,800.95	55,945.03		
Mitchell Sports	93.91%	100.00%	! 5.43	16.00	✔ 10.00	✔ 9.13	2,193,922.50	54,848.07		
First Rate Bicycles	96.31%	100.00%	! 5.71	15.00	✔ 10.00	✔ 9.25	2,085,277.43	52,131.93		
Signature Cycles	93.66%	100.00%	! 4.57	19.00	✔ 8.75	✔ 8.68	2,023,560.00	50,589.00		
Total	96.00%	99.36%	4.44	19.45	9.09	8.80	63,791,994.84	1,583,978.23		



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Overall Vendor System Performance

- ✓ Vendor Reliability Score (8.80/10) -> good, but can still be improved to 9+
- ✓ Fulfilled Stocks Rate (96%) -> -> stable, supply chain generally efficient
- ✓ Ontime Delivery Rate (99.36%) -> Very high, very high, excellent time control
- ⚠ Rejected Order Rate (2.14%) -> low but needs monitoring to avoid cost loss
- ⚠ Avg. Lead Time (19.45 days) -> high, should explore faster, reliable alternatives
- ⚠ Total Cost (70.48M) -> rose sharply since mid-2013, needs cost control

Trend

- ✓ Vendor Reliability Score improving (2011–2014) → sign of supply chain quality improvement
- ⚠ Costs surged mid-2013 → likely due to higher volumes, costly shipping (Cargo), higher taxes/fees

Overall Assessment Vendor

- (1) The best Vendor group (Trust ~9.5, Reliability ~9, CreditRating = 1) is being purchased the most → should be maintained & expanded
- (2) Vendor group with Trust <= 5, CreditRating = 4-5 → high risk, should be eliminated or limited
- (3) Vendor CreditRating = 2, good Reliability but Trust ~7.6 → should be monitored, supported to improve to develop into a strategic partner

Specified Vendor

- ✓ Top Vendors with the highest Reliability scores:
Cruger Bike (9.36), Expert Bike Co (9.34), Lindell & Metro Sport Equipment (same as 9.31), Electronic Bike Repair & Supplies (9,30) → very stable, can expand cooperation
- ⚠ Vendors with the lowest scores:
Merit Bikes (2.75), G&K Bicycle (3.01), Recreation Place (3.06) → negatively affect the supply chain

1. Sufficient stocks (correctly meets demand)

- Fulfilled Stocks Rate: 96% (good but still lacking 4% of orders that are not met)
- Some Vendor reliability is low (< 4.0) → risk of shortage of raw materials and semi-finished products
- > **Recommendation:**
 - Eliminate or limit vendor reliability < 4, prefer > 9
 - Set up buffer stock of critical raw materials (~5-10%) to reduce shortage risk
 - Track each PO, alert if >2 consecutive POs fulfillment < 95%

2. On-time delivery - reducing delay

- High Ontime Delivery Rate (99.36%) but Overseas has the lowest On-time (83.43%), Expected completion time Overseas: 17.1 days, higher than other methods
- > **Recommendations**
 - Limit Overseas, prioritize Overnight/Express for critical orders
 - Include on-time KPI in the contract and automatically warn if Expected Time exceeds the threshold (depending on the order, and the critical level of that order)
 - Prioritize domestic suppliers with important materials to reduce the risk of delay

3. Optimal Cost

- Total cost has risen sharply since 2013 -> requires tighter control
- Cargo accounts for the largest cost (29M+), though not all orders justify it
- Average Lead time 2–3 weeks -> not suitable for critical orders
- Tax & Freight depend on Subtotal → purchase price heavily impacts total cost
- Some vendors show no cost / missing key metrics (fulfilled, on-time) → drags down vendor reliability score
- > **Recommendations**
 - Remove or stop engaging vendors with no cost or missing key metrics → clean vendor list, ensure reliability score reflects reality.
 - Limit Cargo to truly necessary bulk orders; prioritize Express/Overnight for urgent, high-value orders to cut cost and leadtime.
 - Negotiate purchase price (Subtotal) to lower Tax/Freight impact; prioritize vendors with high Trust and reasonable cost.