

VENDORS ASSESSMENT DASHBOARD

OVERVIEW & TREND

DETAIL & ANALYSIS I

DETAIL & ANALYSIS II

RECOMMENDATION & INSIGHTS

2011

2012

2013

2014

Vendor

All

Month

All

Ship Method

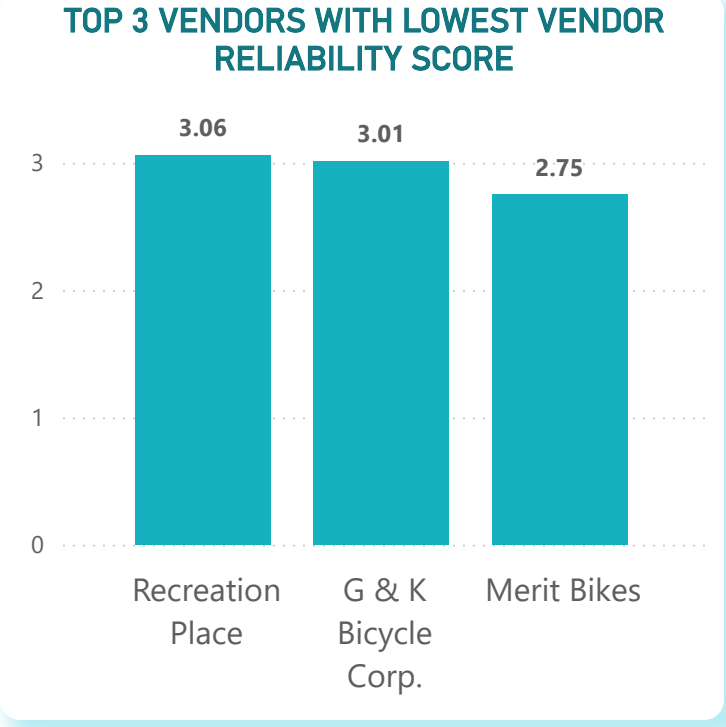
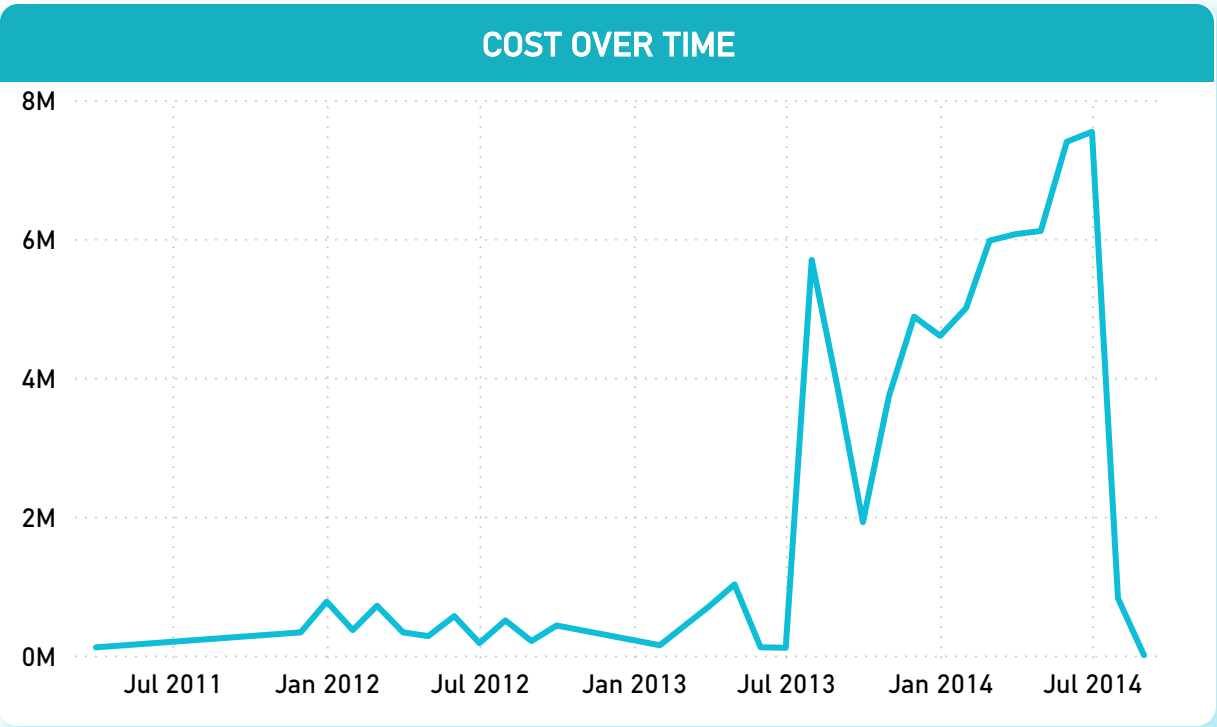
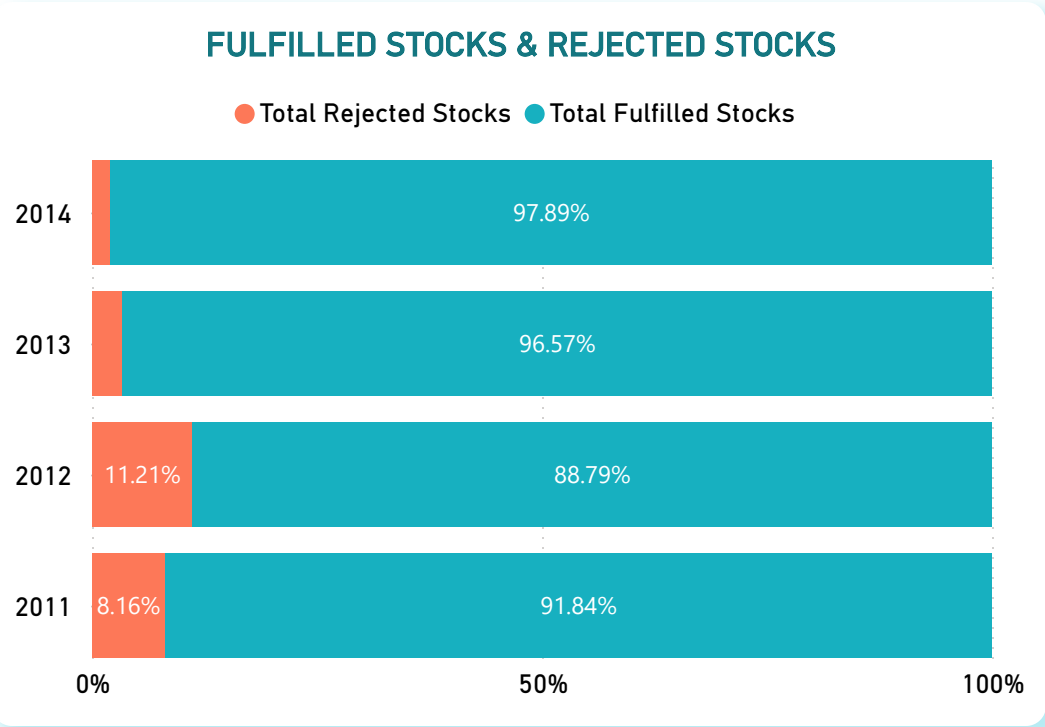
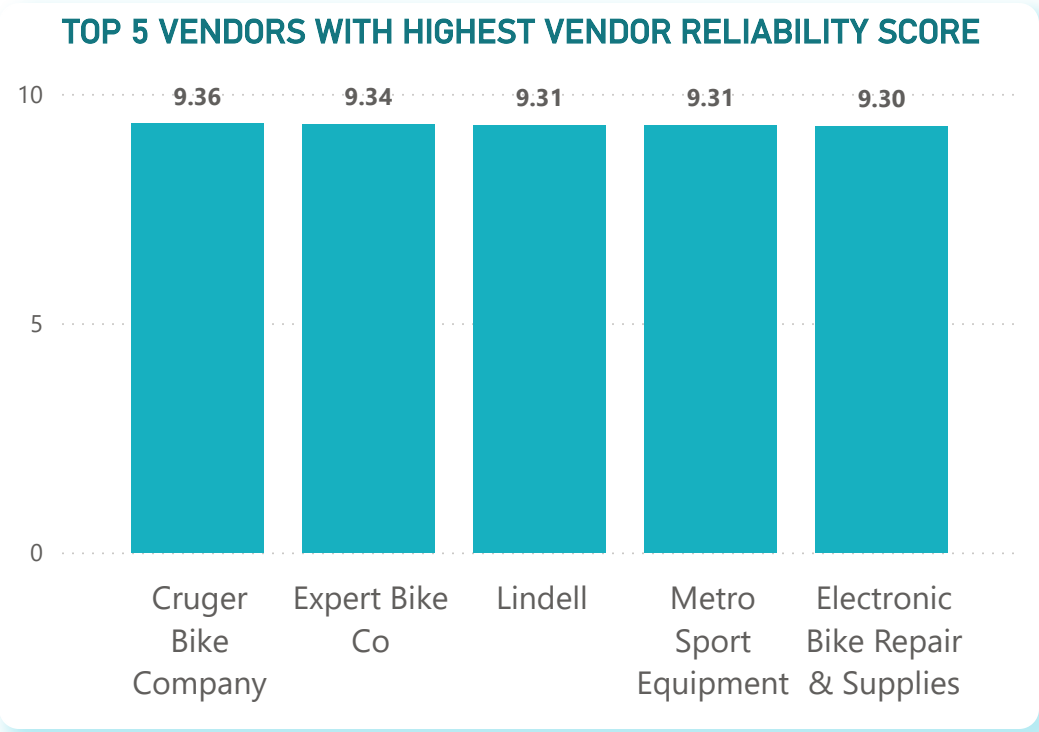
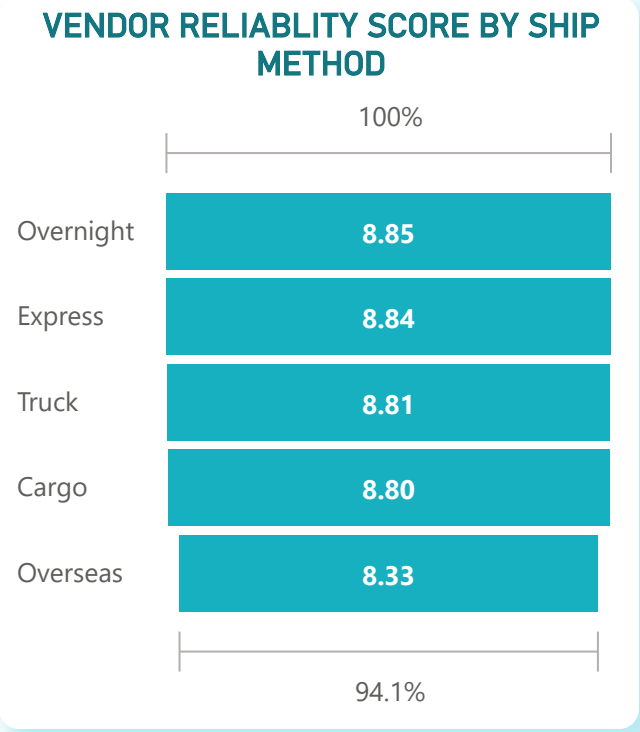
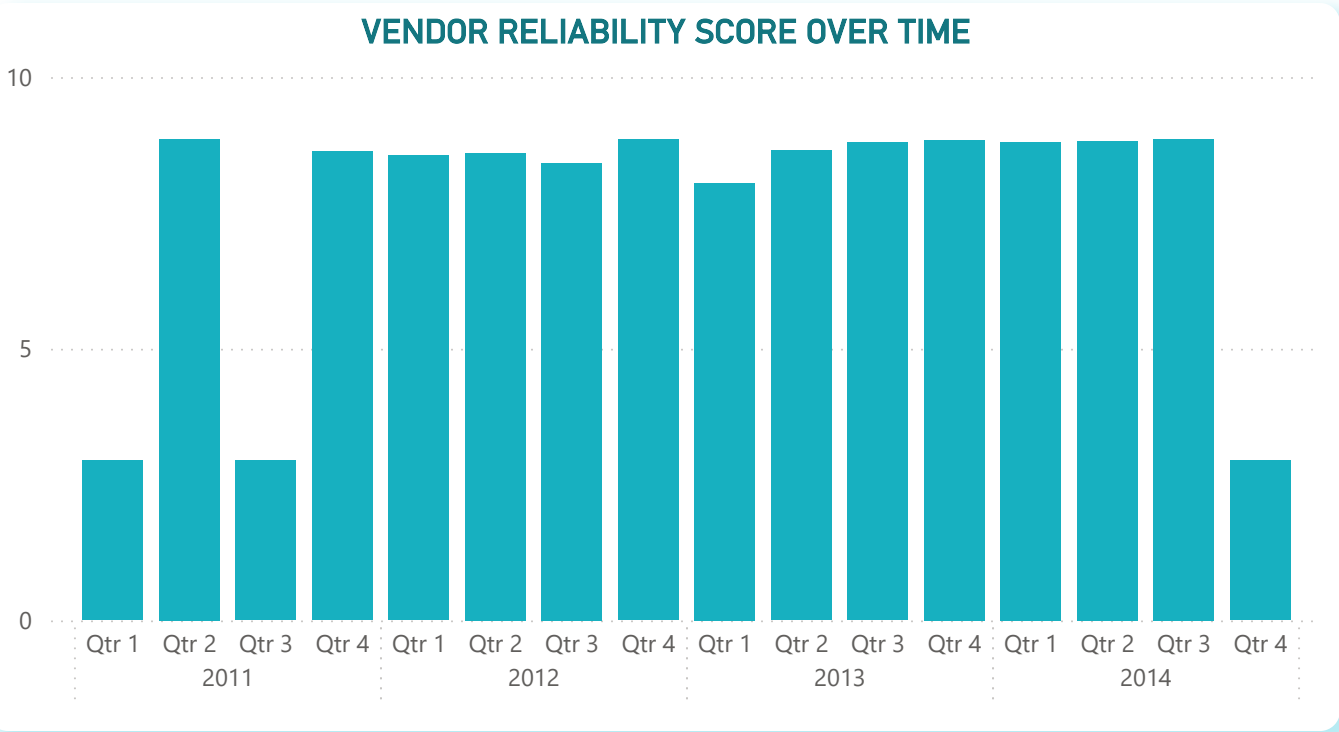
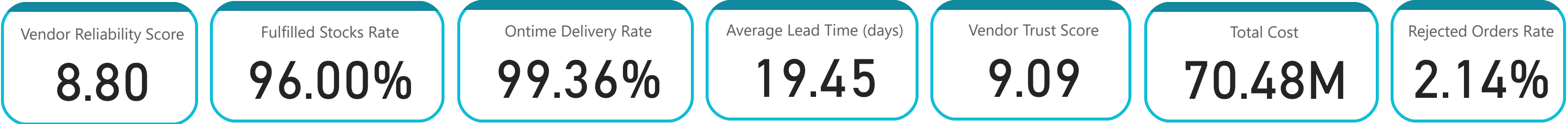
☐ Cargo

☐ Express

☐ Overnight

☐ Overseas

☐ Truck



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Vendor Reliability Score

8.80

Fulfilled Stocks Rate

96.00%

Ontime Delivery Rate

99.36%

Average Lead Time (days)

19.45

Vendor Trust Score

9.09

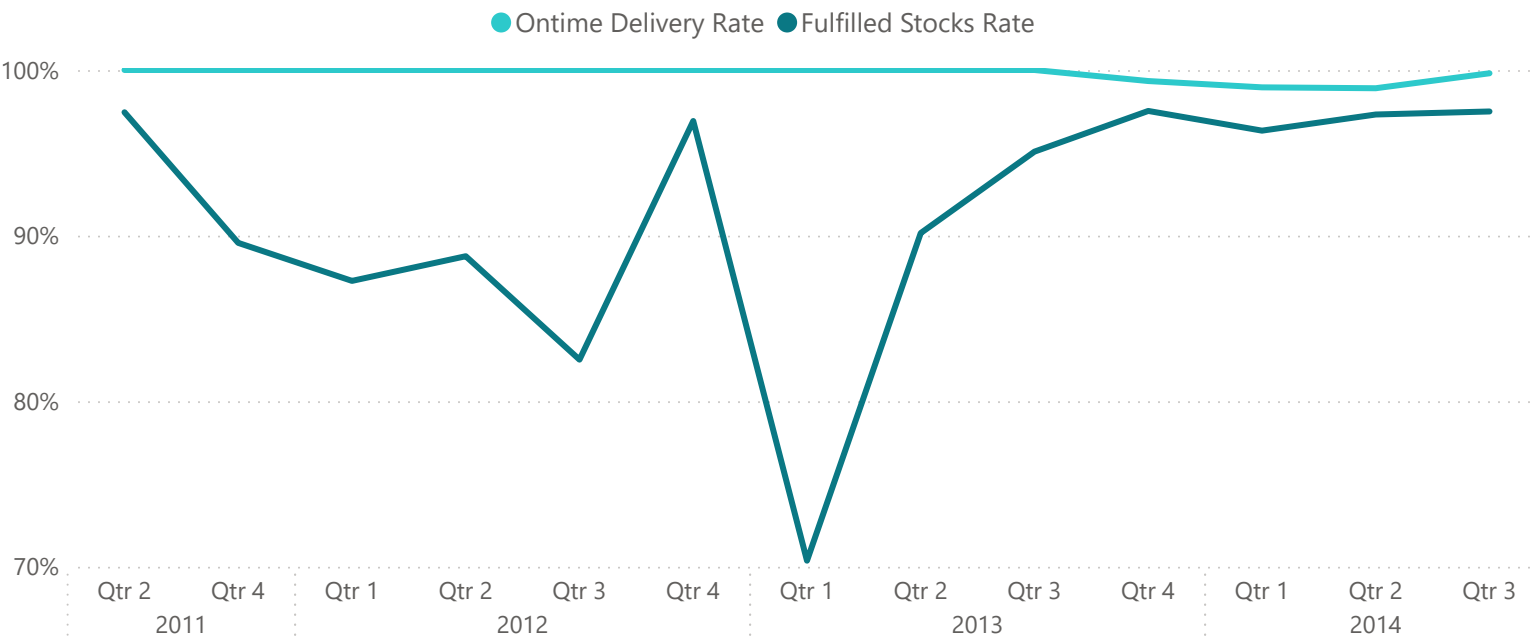
Total Cost

70.48M

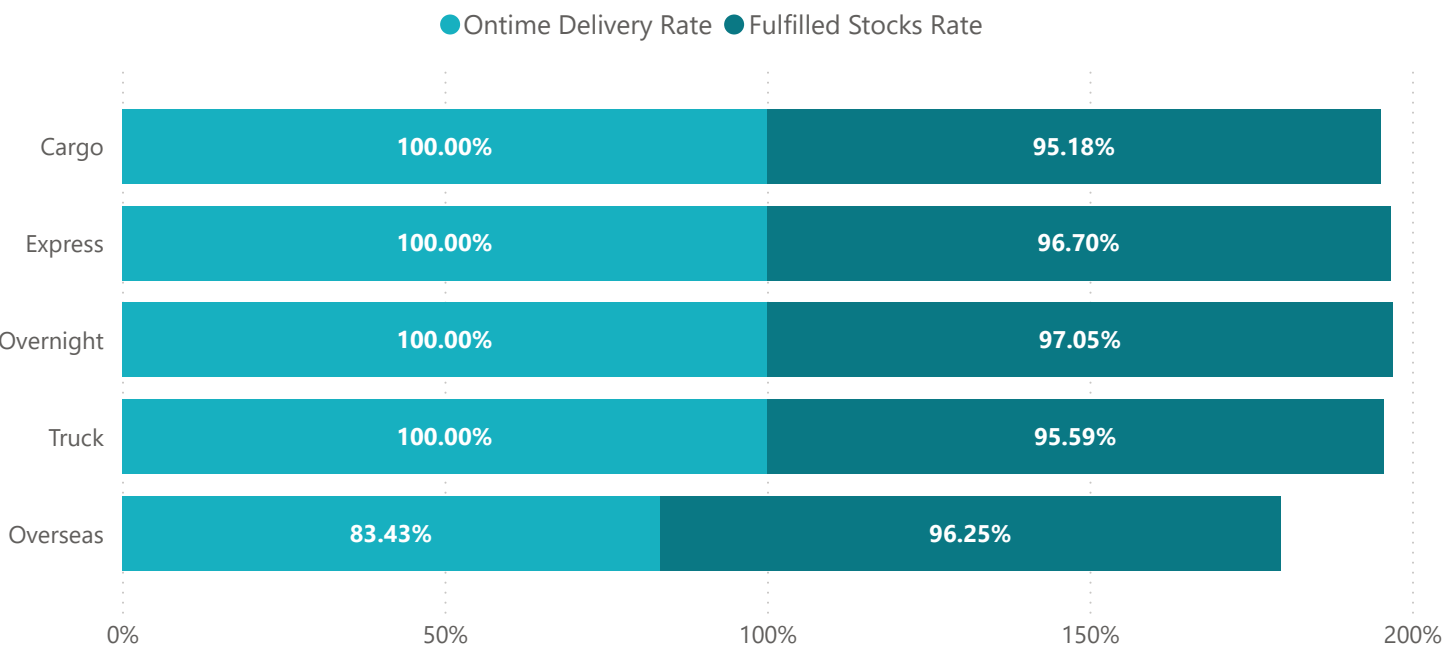
Rejected Orders Rate

2.14%

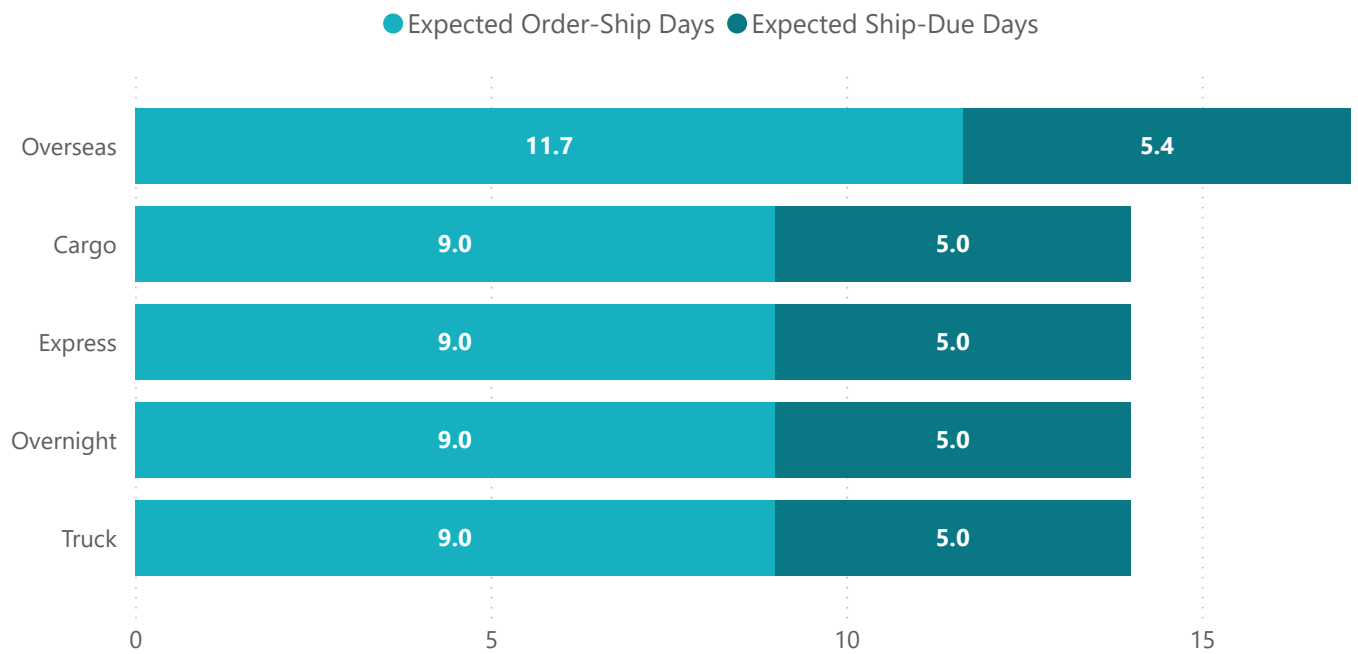
ONTIME DELIVERY RATE & FULFILLED STOCKS RATE OVER TIME



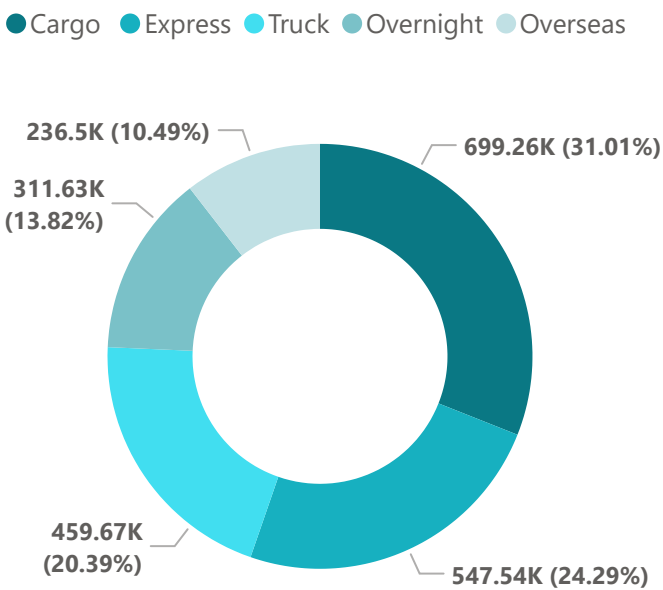
ONTIME DELIVERY RATE & FULFILLED STOCKS RATE BY SHIP METHOD



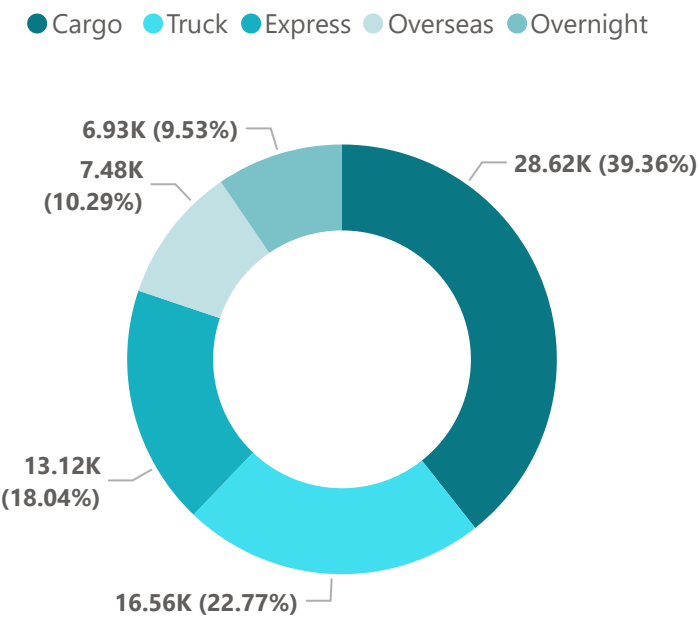
EXPECTED ORDER-SHIP DAYS & EXPECTED SHIP-DUE DAYS BY SHIP METHOD



FULFILLED STOCKS BY SHIP METHOD



REJECTED STOCKS BY SHIP METHOD



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Vendor Trust Score

1.25

6.25

3.75

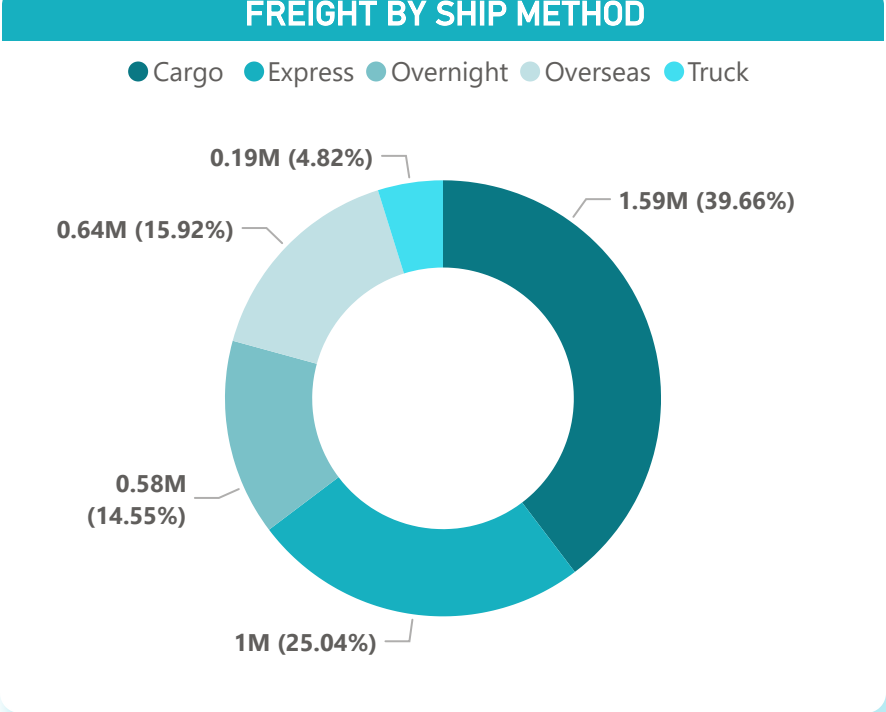
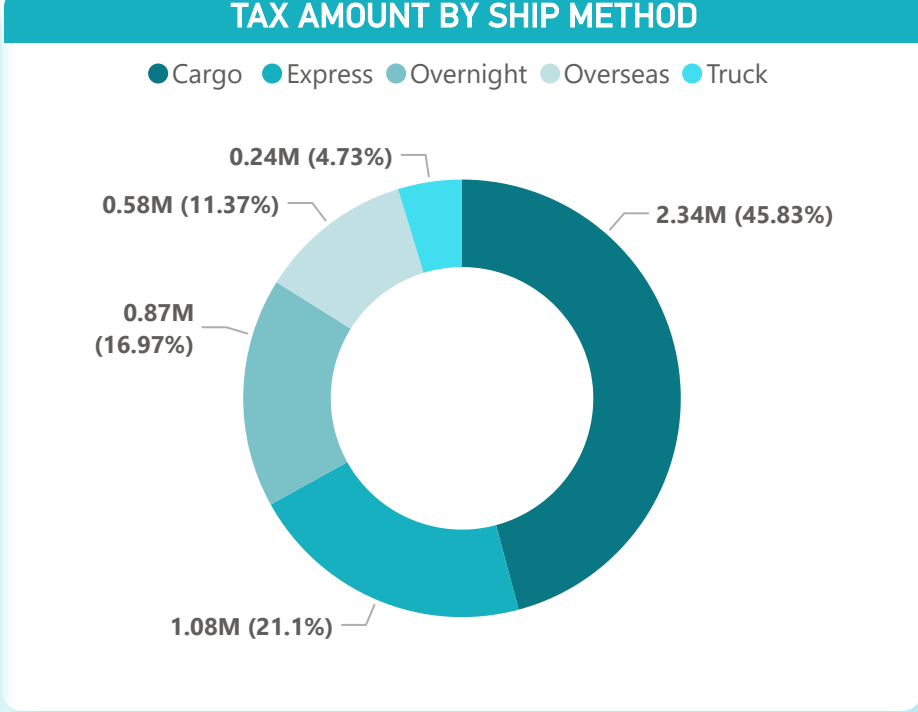
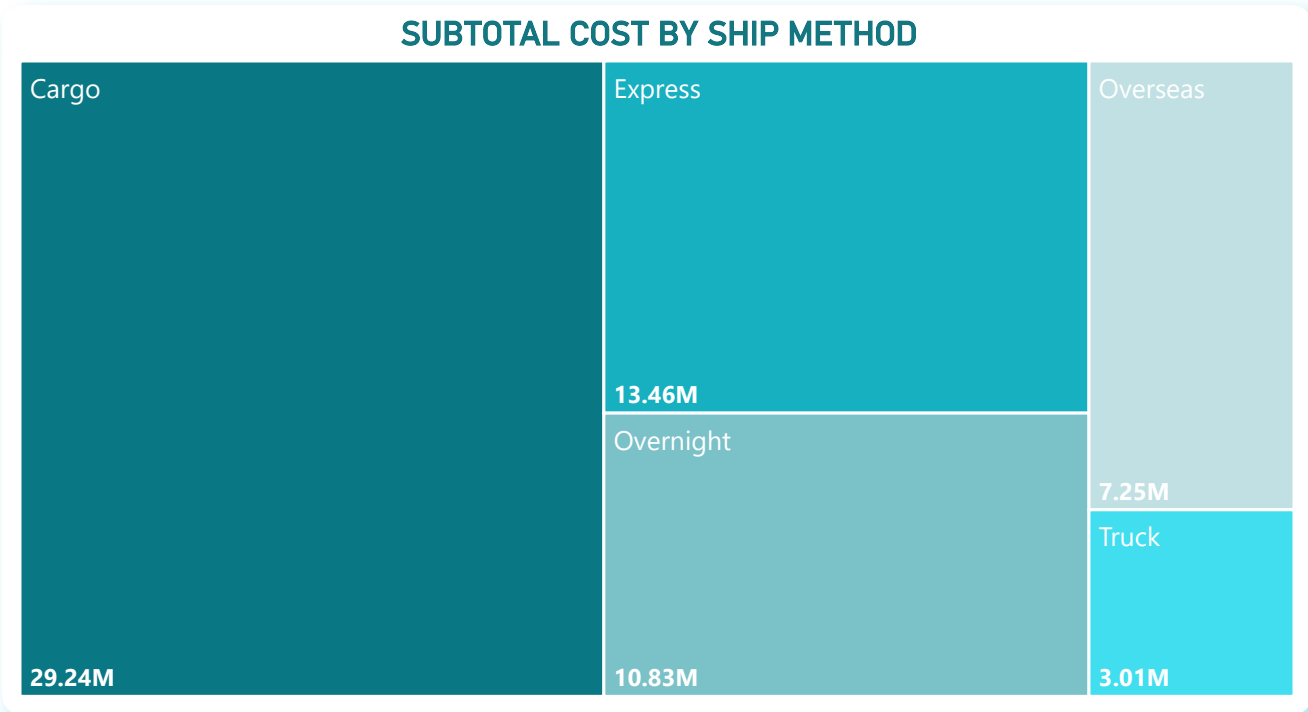
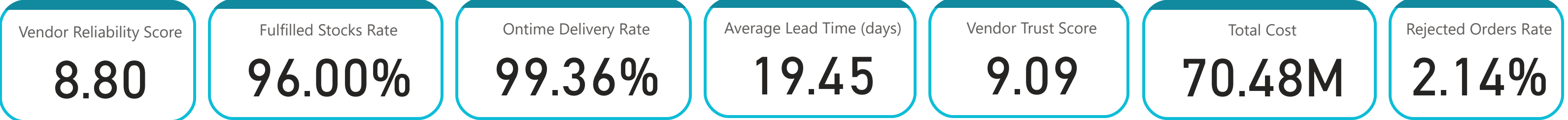
7.50

5.00

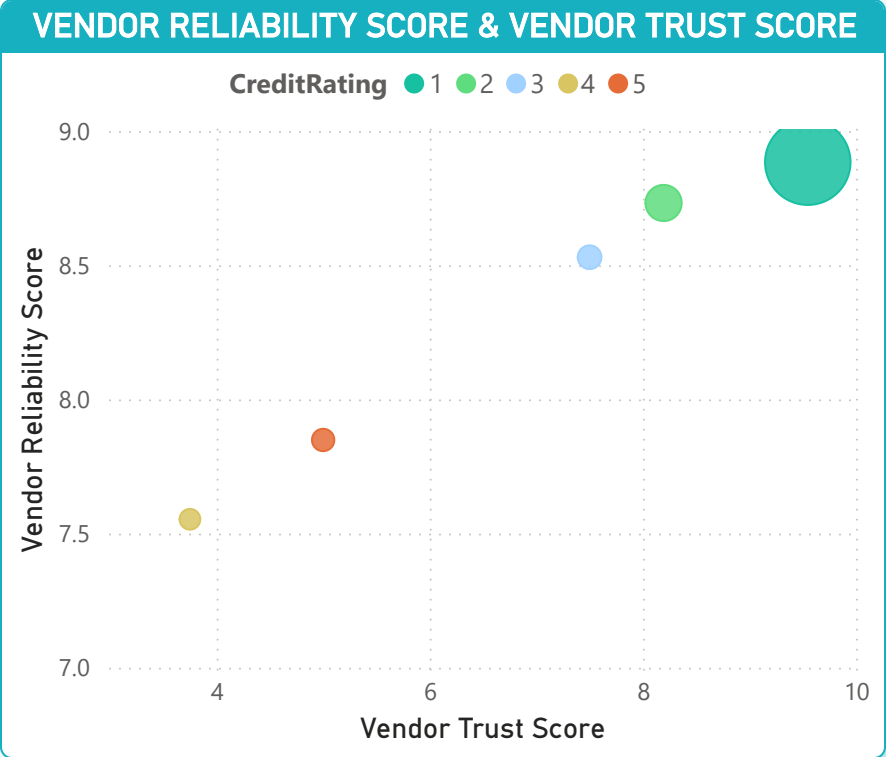
8.75

6.00

10.00



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	Total Tax Amt	Total		
Superior Bicycles	93.81%	100.00%	▲ 4.57	19.00	● 10.00	✓ 9.00	4,555,897.50	113,897.44	364,471.80			
Professional Athletic Consultants	98.32%	100.00%	▲ 4.57	19.00	● 10.00	✓ 9.14	3,058,774.95	76,469.38	244,702.00			
Chicago City Saddles	97.58%	100.00%	▲ 5.14	17.00	● 10.00	✓ 9.20	3,029,108.78	75,727.72	242,328.70			
Jackson Authority	96.47%	100.00%	▲ 5.43	16.00	● 10.00	✓ 9.21	2,553,243.00	63,831.08	204,259.44			
Vision Cycles, Inc.	94.60%	100.00%	▲ 4.57	19.00	▲ 6.00	✓ 8.02	2,513,742.00	62,843.55	201,099.36			
Sport Fan Co.	96.51%	100.00%	▲ 4.57	19.00	● 10.00	✓ 9.08	2,421,619.20	60,540.48	193,729.54			
Proseware, Inc.	94.80%	100.00%	▲ 5.14	17.00	◆ 1.25	! 6.93	2,347,422.00	58,685.55	187,793.76			
Crowley Sport	93.89%	100.00%	▲ 5.71	15.00	● 10.00	✓ 9.17	2,237,800.95	55,945.03	179,024.08			
Greenwood Athletic Company	93.98%	100.00%	▲ 4.86	18.00	● 10.00	✓ 9.05	2,237,800.95	55,945.03	179,024.08			
Mitchell Sports	93.91%	100.00%	▲ 5.43	16.00	● 10.00	✓ 9.13	2,193,922.50	54,848.07	175,513.80			
First Rate Bicycles	96.31%	100.00%	▲ 5.71	15.00	● 10.00	✓ 9.25	2,085,277.43	52,131.93	166,822.19			
Total	96.00%	99.36%	4.44	19.45	9.09	8.80	63,791,994.84	1,583,978.23	5,103,359.57	70		



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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.