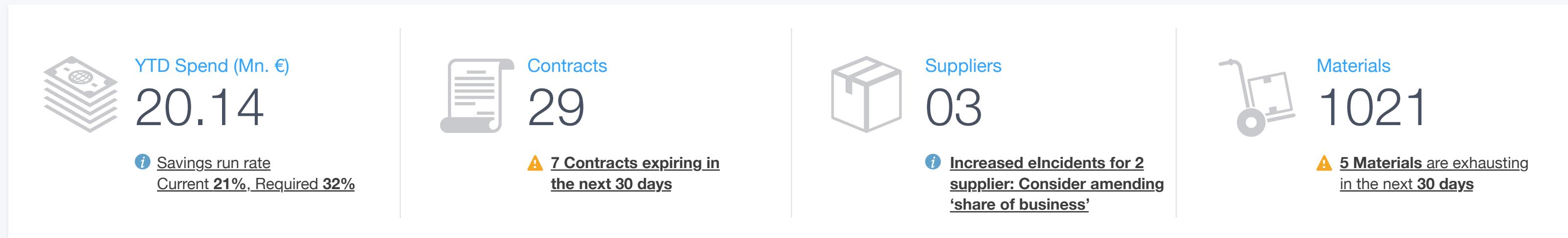
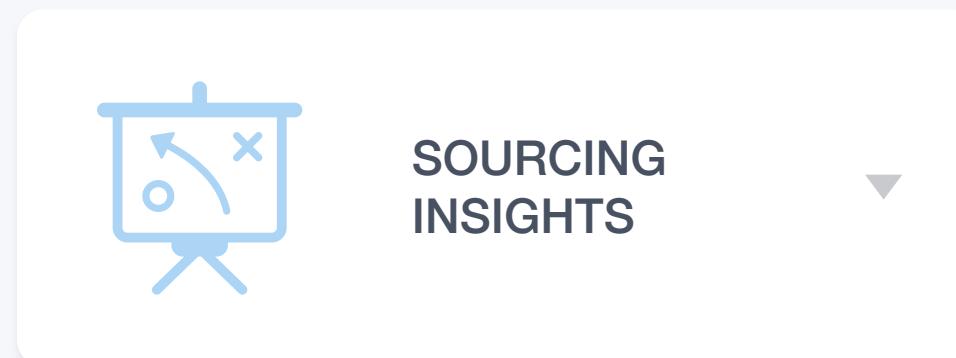


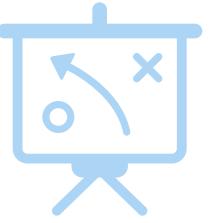


Buyer Overview



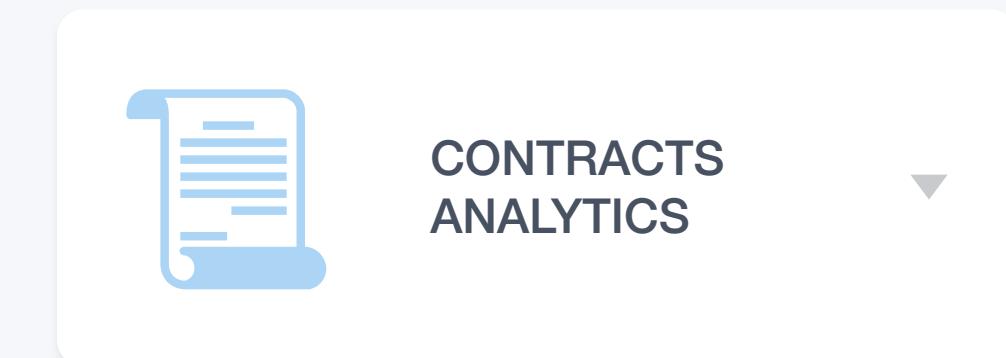
Explore



 **SOURCING INSIGHTS** ▾



 **NEGOTIATION ANALYTICS** ▾



 **CONTRACTS ANALYTICS** ▾

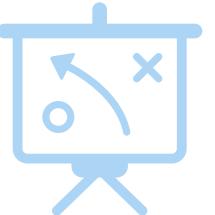


Buyer Overview



Explore



 **SOURCING INSIGHTS** ▾



 **NEGOTIATION ANALYTICS** ▾



 **CONTRACTS ANALYTICS** ▾



Buyer Overview



YTD Spend (Mn. €)

20.14

 12K \$ Impact to spend

Contracts

69

 7 Contracts expiring in the next 30 days

U2K2

PEPPER

EUROPE

FUSION

PHASE 1

Lenders

5

 4 blocked invoices 2 SNCR issues

Materials

15

 3 Materials run out of cover in 60 days Delivery Risk on Material A in 30 days

Explore



MATERIAL PLANNING



DELIVERY



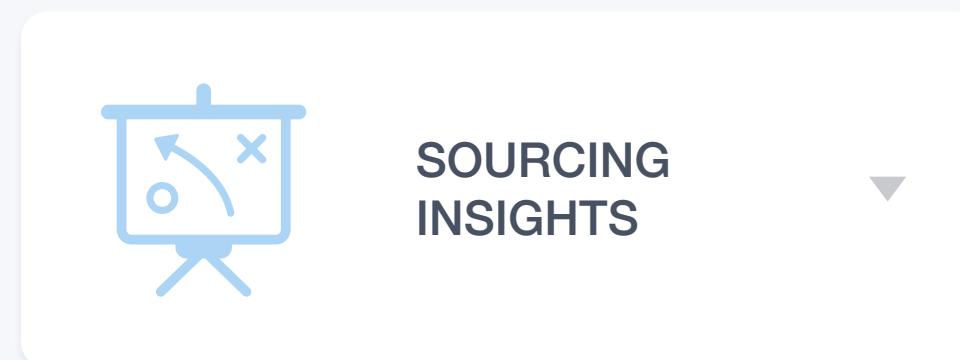
FINANCIALS



Buyer Overview



Explore



 **SOURCING INSIGHTS** ▾



 **NEGOTIATION ANALYTICS** ▾



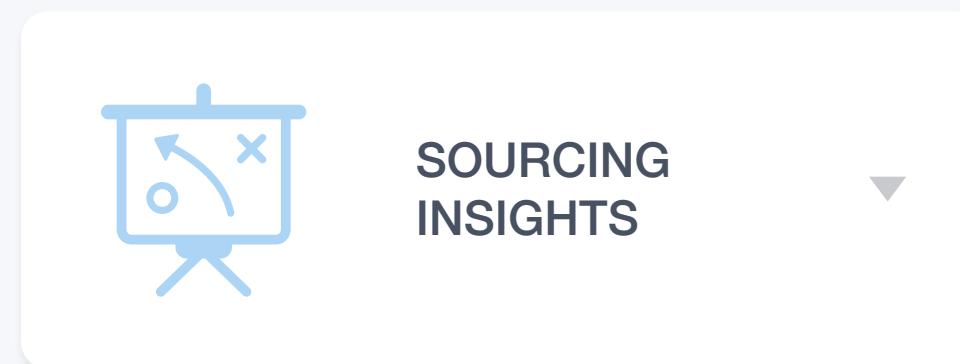
 **CONTRACTS ANALYTICS** ▾

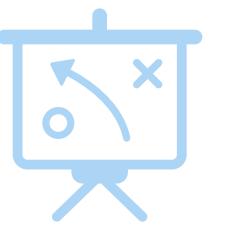


Buyer Overview



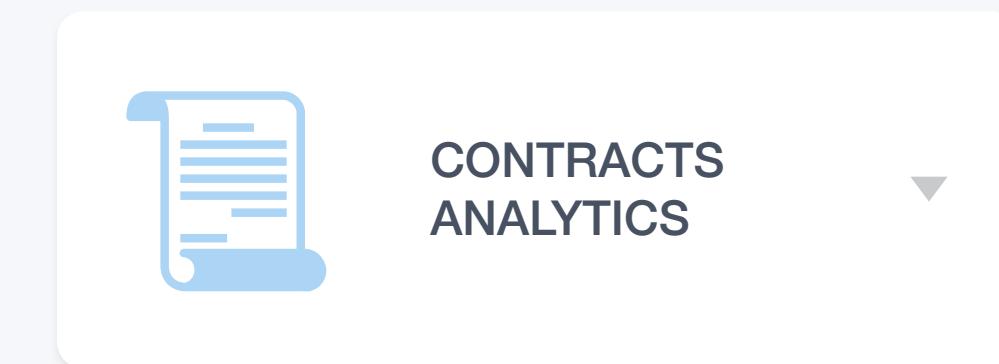
Explore



 **SOURCING INSIGHTS** ▾



 **NEGOTIATION ANALYTICS** ▾



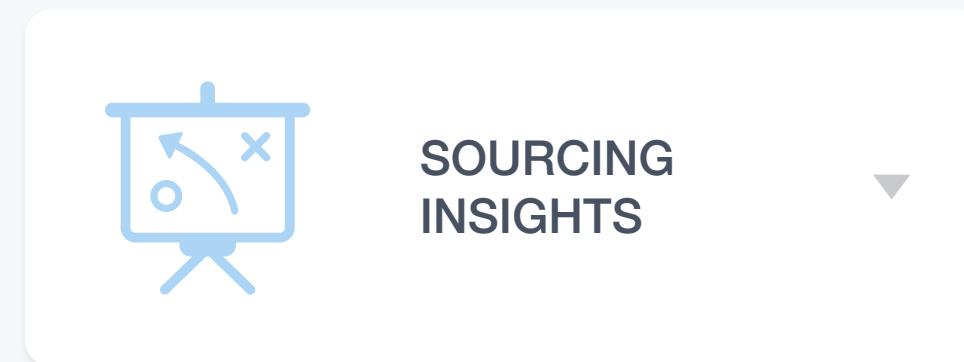
 **CONTRACTS ANALYTICS** ▾

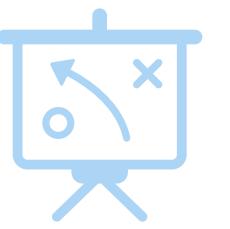


Buyer Overview



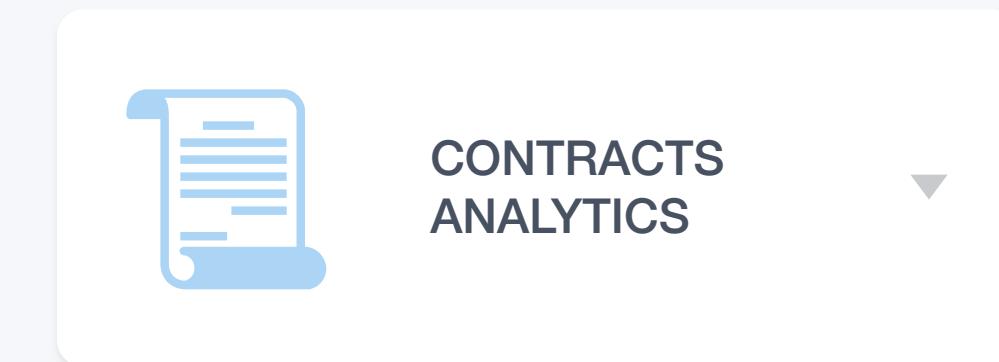
Explore



 **SOURCING INSIGHTS** ▾



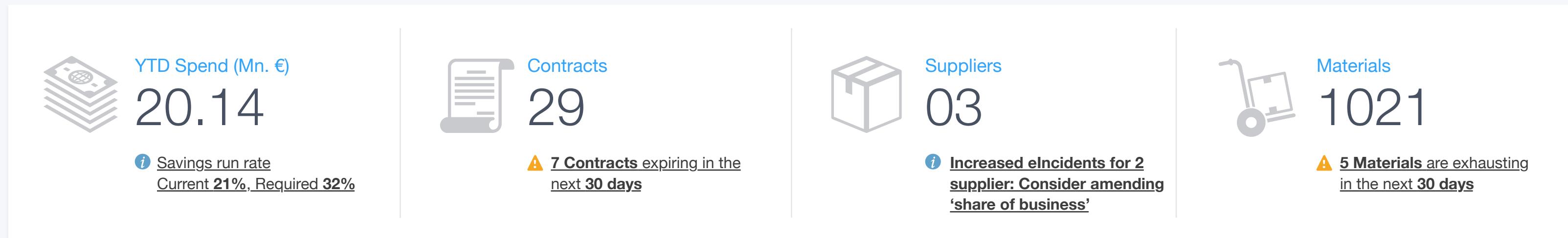
 **NEGOTIATION ANALYTICS** ▾



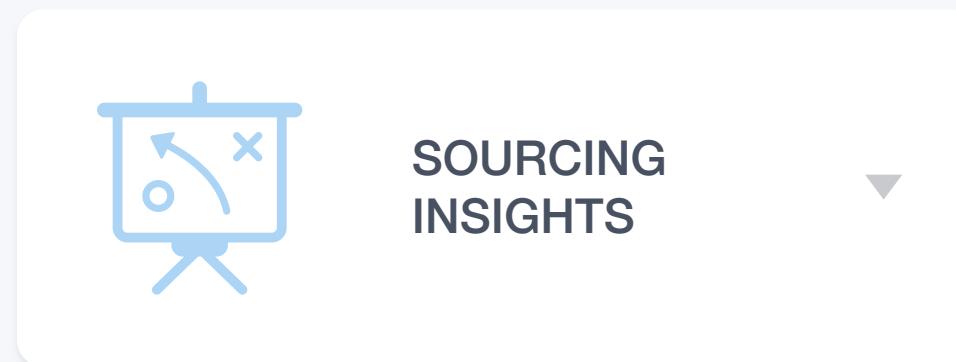
 **CONTRACTS ANALYTICS** ▾

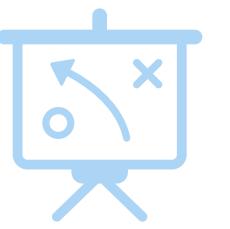


Buyer Overview



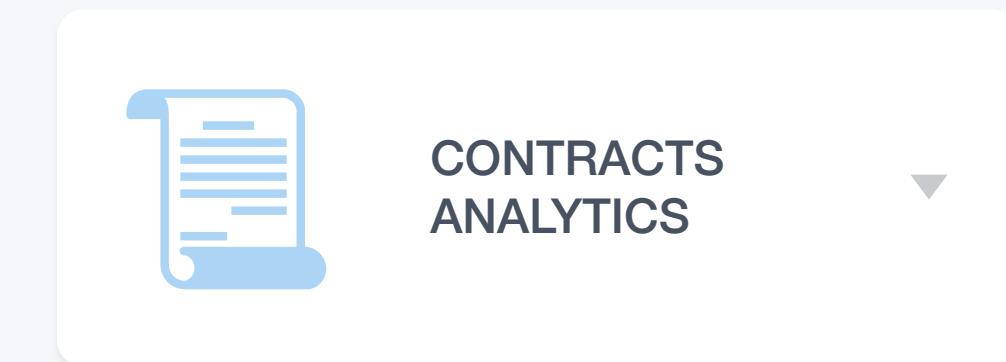
Explore



 **SOURCING INSIGHTS** ▾



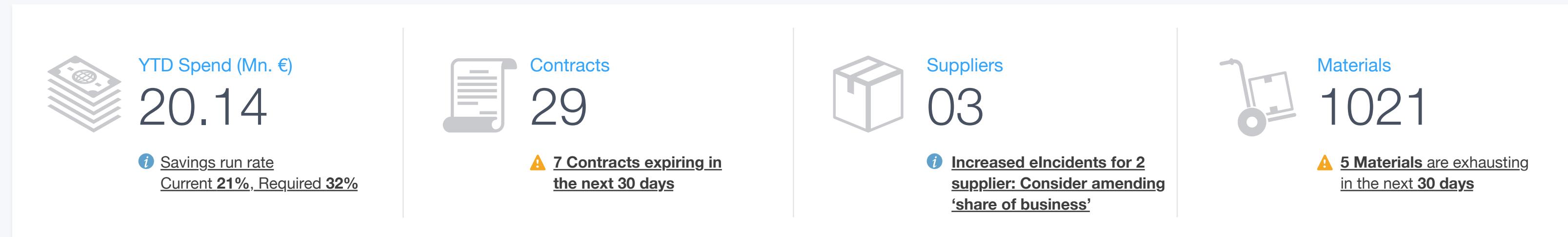
 **NEGOTIATION ANALYTICS** ▾



 **CONTRACTS ANALYTICS** ▾



Buyer Overview



Explore



SOURCING INSIGHTS

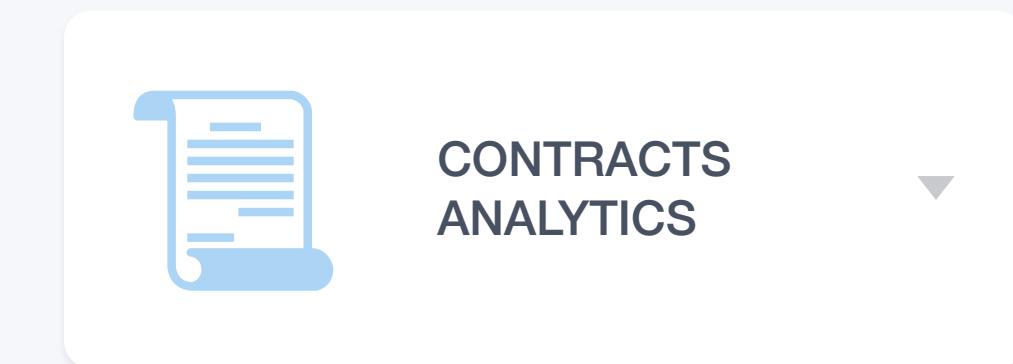
Icon: A whiteboard with a chart and a target.

- Spend Analytics
- Supplier Analytics
- Market Price Analytics
- Material Volume Trends
- Business Goals Alignment
- 'What-if' Scenarios ▾



NEGOTIATION ANALYTICS

Icon: Two speech bubbles with a dollar sign.



CONTRACTS ANALYTICS

Icon: A document icon.



Buyer Overview



YTD Spend (Mn. €)

20.14

Savings run rate
Current 21%, Required 32%



Contracts

29

7 Contracts expiring in
the next 30 days



Suppliers

03

Increased incidents for 2
supplier: Consider amending
'share of business'

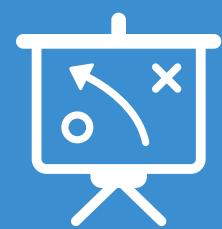


Materials

1021

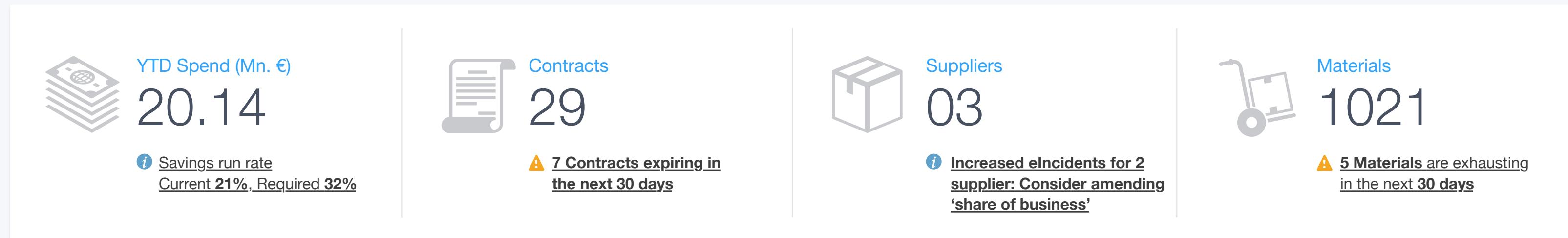
5 Materials are exhausting
in the next 30 days

Explore

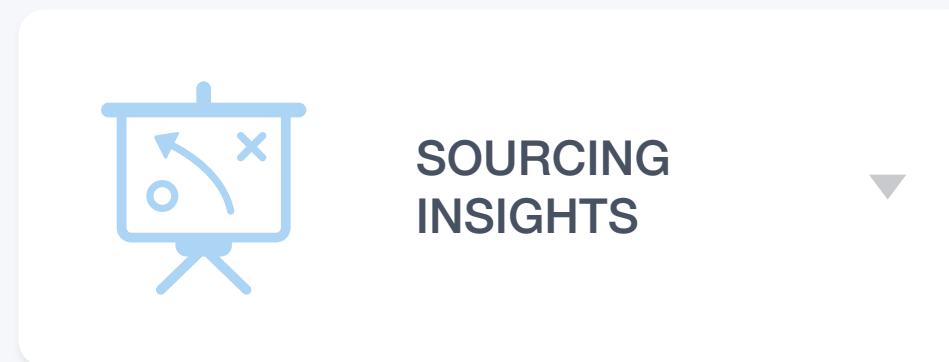
**SOURCING
INSIGHTS****NEGOTIATION
ANALYTICS****CONTRACTS
ANALYTICS**[Spend Analytics](#)[Supplier Analytics](#)[Market Price Analytics](#)[Material Volume Trends](#)[Business Goals Alignment](#)['What-if' Scenarios ▲](#)[> Volume consolidation](#)[> Alternate sourcing](#)

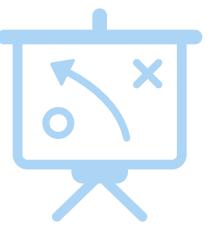


Buyer Overview



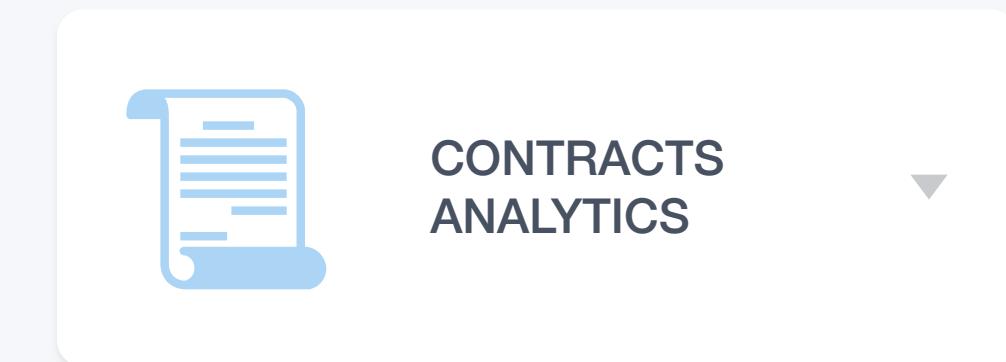
Explore



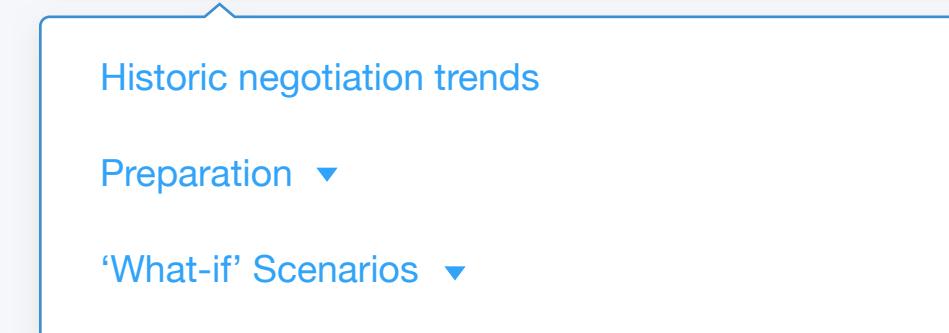
 **SOURCING INSIGHTS** ▾



 **NEGOTIATION ANALYTICS** ▾



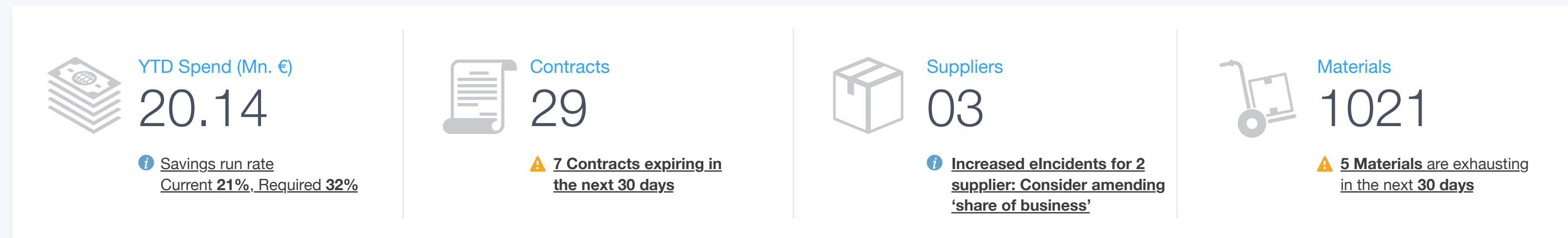
 **CONTRACTS ANALYTICS** ▾



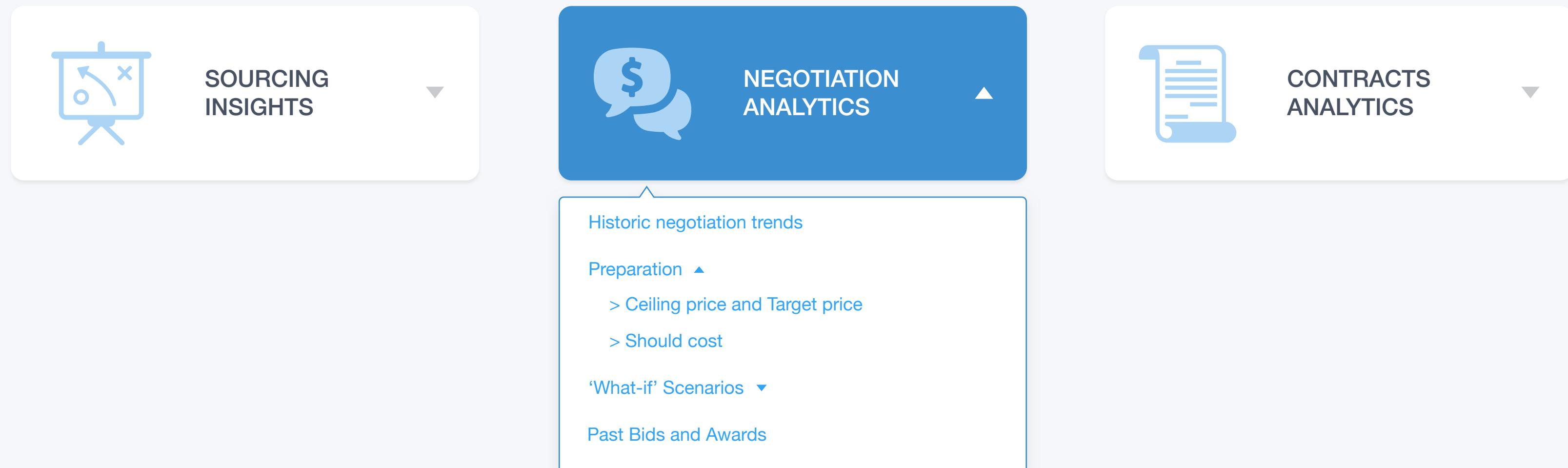
Historic negotiation trends
Preparation ▾
'What-if' Scenarios ▾



Buyer Overview

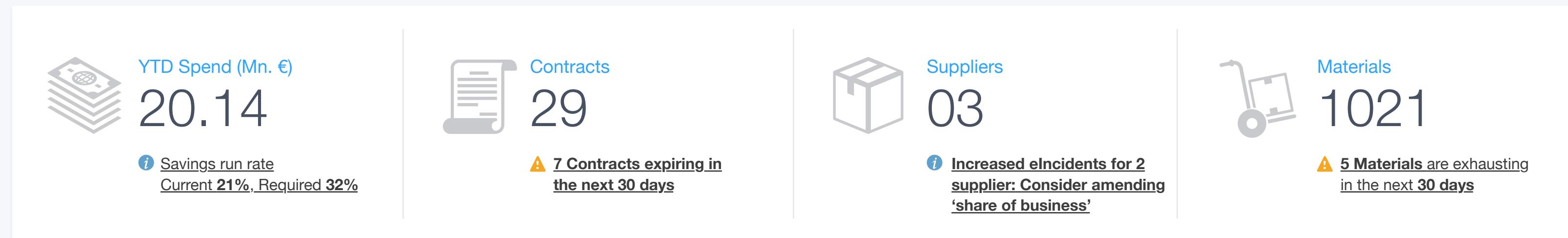


Explore

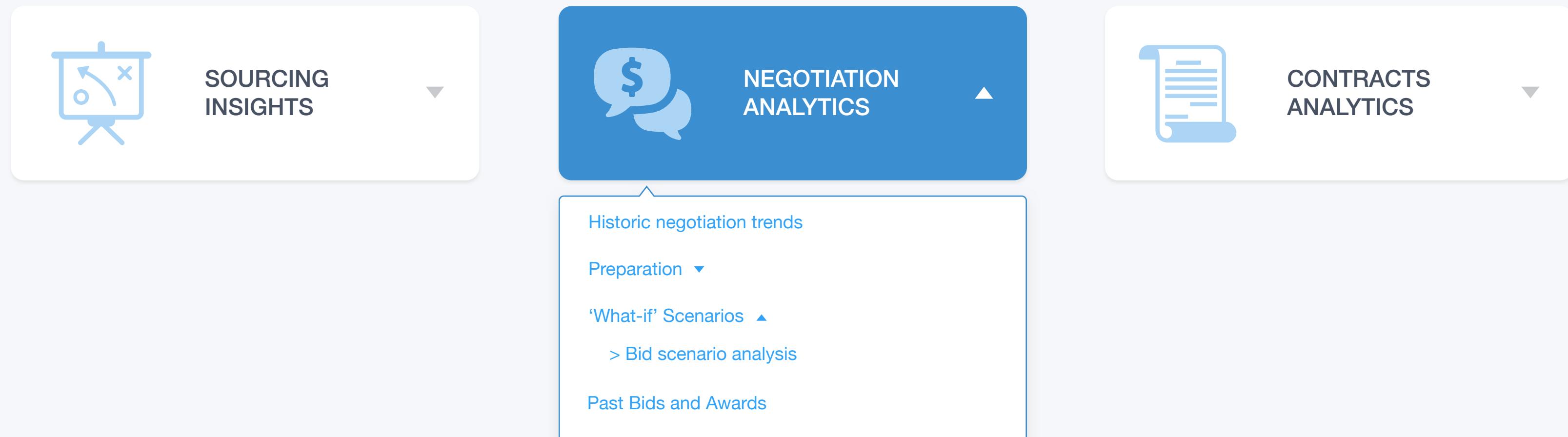




Buyer Overview

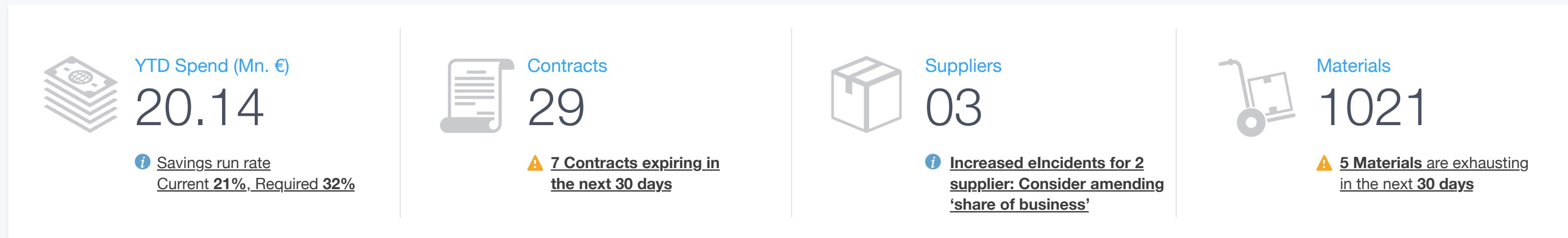


Explore

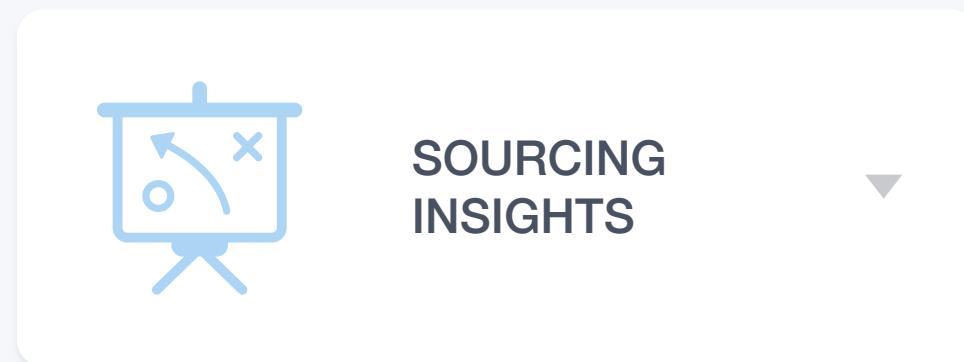


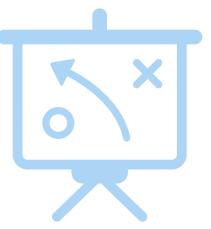


Buyer Overview



Explore



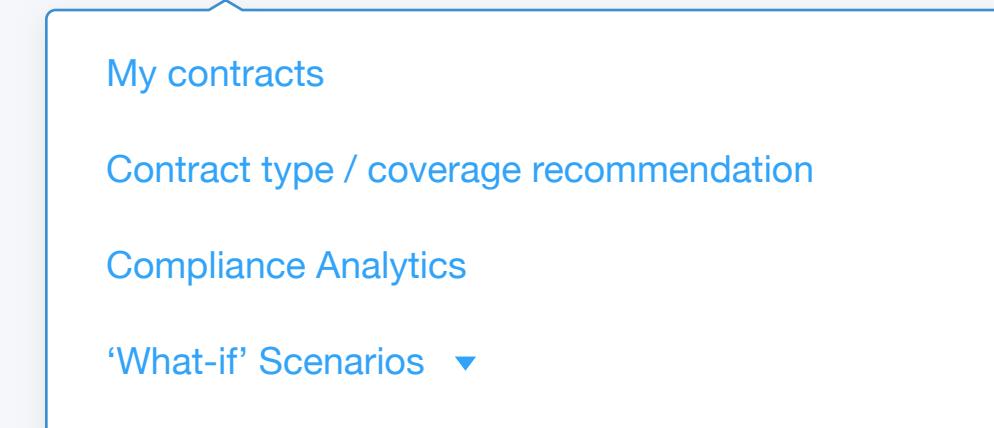
 **SOURCING INSIGHTS** ▾



 **NEGOTIATION ANALYTICS** ▾

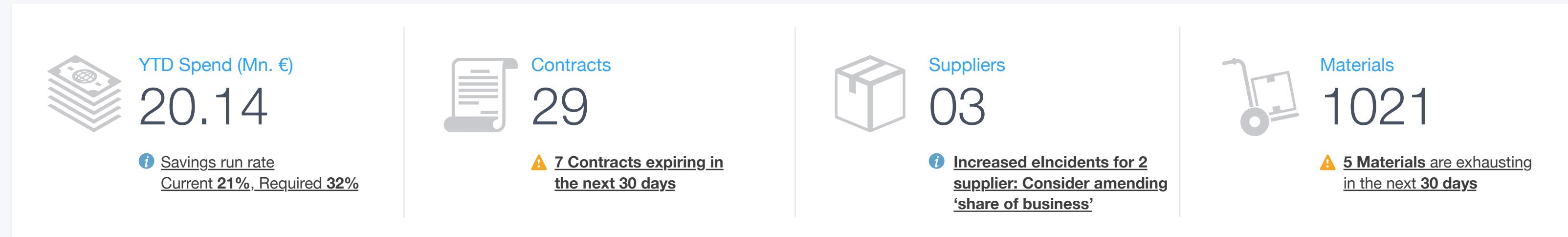


 **CONTRACTS ANALYTICS** ▾



My contracts
[Contract type / coverage recommendation](#)
[Compliance Analytics](#)
['What-if' Scenarios ▾](#)

Buyer Overview



Explore

The image shows a software interface with three main sections:

- SOURCING INSIGHTS**: Represented by a blue icon of a whiteboard with a chart.
- NEGOTIATION ANALYTICS**: Represented by a blue icon of two speech bubbles, one containing a dollar sign (\$).
- CONTRACTS ANALYTICS**: Represented by a blue icon of a document.

The **CONTRACTS ANALYTICS** section is expanded, revealing the following sub-options:

- My contracts
- Contract type / coverage recommendation
- Compliance Analytics
- 'What-if' Scenarios ▲**
 - > Payment Terms
 - > Exit Clause
 - > Share of Businesss recommendation



Buyer Overview



YTD Spend (Mn. €)
20.14

 [Savings run rate](#)
Current **21%**, Required **32%**



Contracts
29

 [7 Contracts expiring in](#)
[the next 30 days](#)



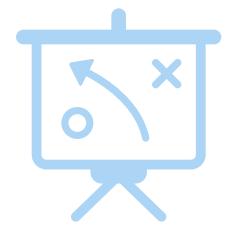
Suppliers
03

 [Increased incidents for 2](#)
[supplier: Consider amending](#)
['share of business'](#)

- Strategic Insights
- Negotiation Analytics
- Contract Analytics
- Spend Analytics
- Supplier Analytics
- Market Price Analytics
- Material Volume Trends
- Business Goals Alignment
- 'What-if' Scenarios

 [5 Materials are exhausting](#)
[in the next 30 days](#)

Explore



SOURCING
INSIGHTS



NEGOTIATION
ANALYTICS



CONTRACTS
ANALYTICS



Home / Contract Expiry

Contract Expiry Alert

Total Contracts Expiring

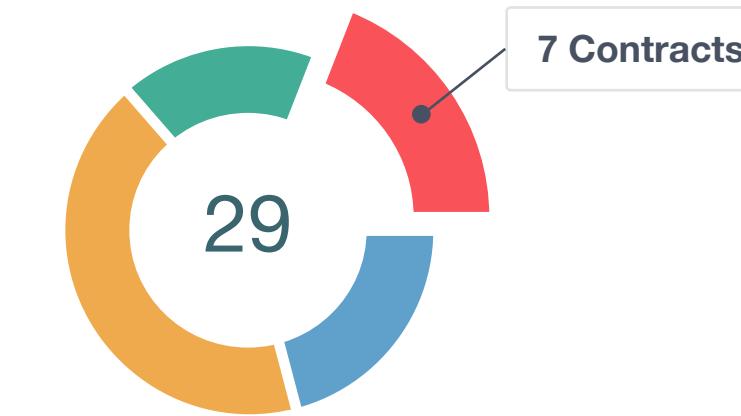
Days

6-10

11-20

21-30

31-60



Impact

7 Contracts expiring in **20 Days**, with potential impact on delivery for 5 plants

Filter

Contract No.	Supplier Name ▾	Contract Expiry Date ▾	Contract Type ▾	Contract
4600461392	AKZO NOBEL	31 Mar 2019	Time Based	
8237135627	Asian agero	10 Apr 2019	Volume Based	
8237122128	Supplier 3	17 Apr 2019	Time Based	
8237123465	Supplier 4	19 May 2019	Volume Based	
8237123907	Supplier 5	20 Jun 2019	Time Based	



Home / Contract Expiry


Supplier Details

Name	Location	Years of Engagement
Supplier 1	Bangalore, India	3 Years
Total Spend	No. of Contracts	Financials
203 Mn.	32	31234

Material / Spend Landscape

All Suppliers (Select suppliers to compare the trends)

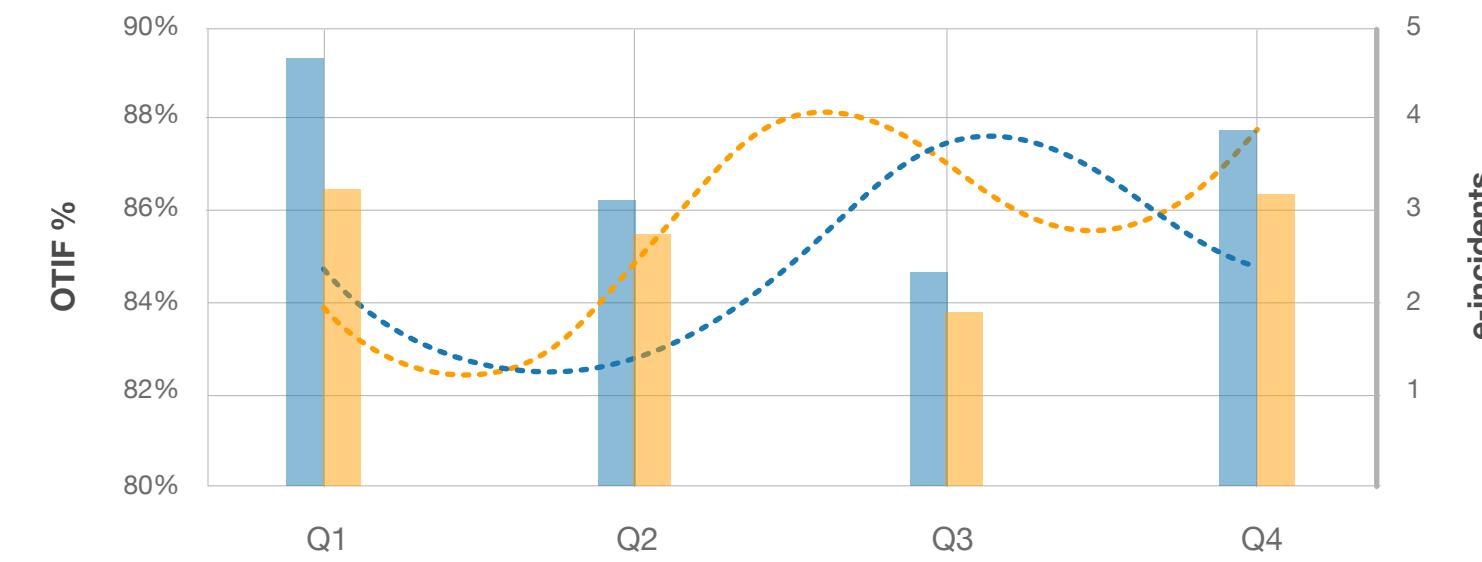
Name	Price (€)	Volume (Tonnes)	Avg Lead Time (Days)	Risk Score	SOB% (Quota)
<input checked="" type="checkbox"/> ★ Supplier 1	45	200	12	98%	98%
<input checked="" type="checkbox"/> ★ Supplier 2	53	160	15	86%	86%
★ Supplier 3	74	120	14	67%	67%
★ Supplier 4	42	160	18	86%	86%
★ Supplier 5	61	120	14	67%	67%

Performance Comparison
OTIF

Supplier 1 Supplier 2

Price Comparison
e-Incidents

Supplier 1 Supplier 2





< Back

Contract ID	Supplier Name	Expiry Date	Material Group	Line Items
4600465298	AKZO NOBEL FUNCTIONAL CHE	31-03-2019	Fine Chemicals	1

Our Recommendations



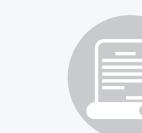
Pricing

Market prices are on a lower trend. Other suppliers may offer a lower price. Go for [competitive bidding](#)



Total Volume

[View forecasting trends](#)
EDTA - CALCIUM DISODIUM:
1000 KG
[View volume by plant](#)



Contract Type

Time based for
3 months

List of Suppliers (Select Suppliers)

 Approved Suppliers All Suppliers

[Compare Suppliers](#)

SUPPLIER DETAILS					LINE ITEM DETAIL				PERFORMANCE		
Supplier	Inco Terms	Payment Terms (Days)	Last Contracted Date	Line Item Coverage	Materials	Plants	SOB	Price	OTIF	e-Incidents	
									PHP	EURO	
<input checked="" type="checkbox"/> AKZO	CIP	45	01-04-2018	1/1	EDTA..	P007	69%	€ 11.17	73%	18	▼
LG A	DDP	60	13-01-2017	1/1	EDTA - CALCIUM DISODIUM				€ 11.32	N/A	N/A
<input checked="" type="checkbox"/> CHEM	DDP	80	01-05-2018	1/1	EDTA..	P007	39%	€ 11.30	43%	2	▼

Negotiation Options

Recommended Action

RFQ

E-Tender

Face to Face

Renew Contract

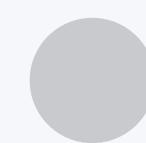
Nego Factory



< Back

Contract ID	Supplier Name	Expiry Date	Material Group	Line Items
4600465298	CHEMICAL PROVIDERS INC	31-03-2019	Oils & Fats	1

Our Recommendations



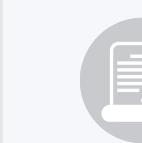
Pricing

Market prices are on a lower trend. Other suppliers may offer a lower price. Go for competitive bidding



Total Volume

[View forecasting trends](#)
Material 1: 100 tonnes
[View volume by plant](#)



Contract Type
Time based for
3 months

List of Suppliers (Select Suppliers)

Approved Suppliers All Suppliers

[Compare Suppliers](#)

SUPPLIER DETAILS				LINE ITEM DETAIL				PERFORMANCE		
Supplier	Inco Terms	Last Contracted Date	Line Item Coverage	Materials	Plants	SOB	Price	OTIF	e-Incidents	
<input checked="" type="checkbox"/> AKZO ★	CIP	01-04-2018	1/1	-	-	-	-	98%	1	
<input checked="" type="checkbox"/> LG 2.4 ★	DDP	13-01-2017	1/1	HS53	Plant 2	20%	€ 45	-	-	

Negotiation Options

Recommended Action

RFQ

E-Tender

Face to Face

Renew Contract

Nego Factory



Home / Suppliers / Chemical

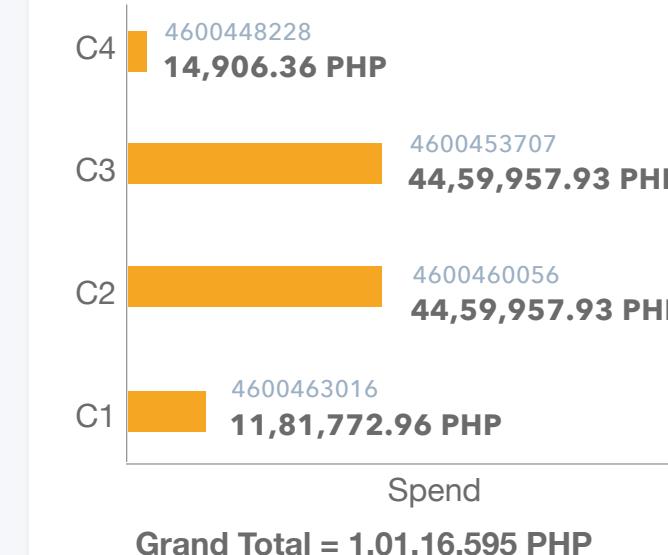
Search for a Supplier



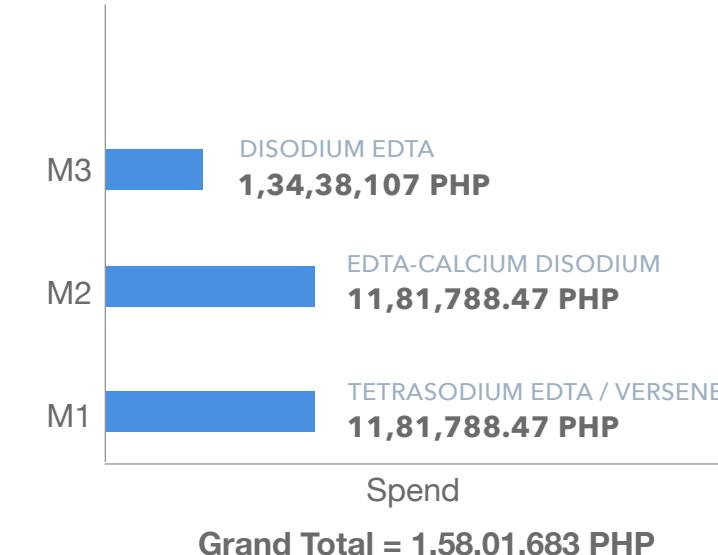
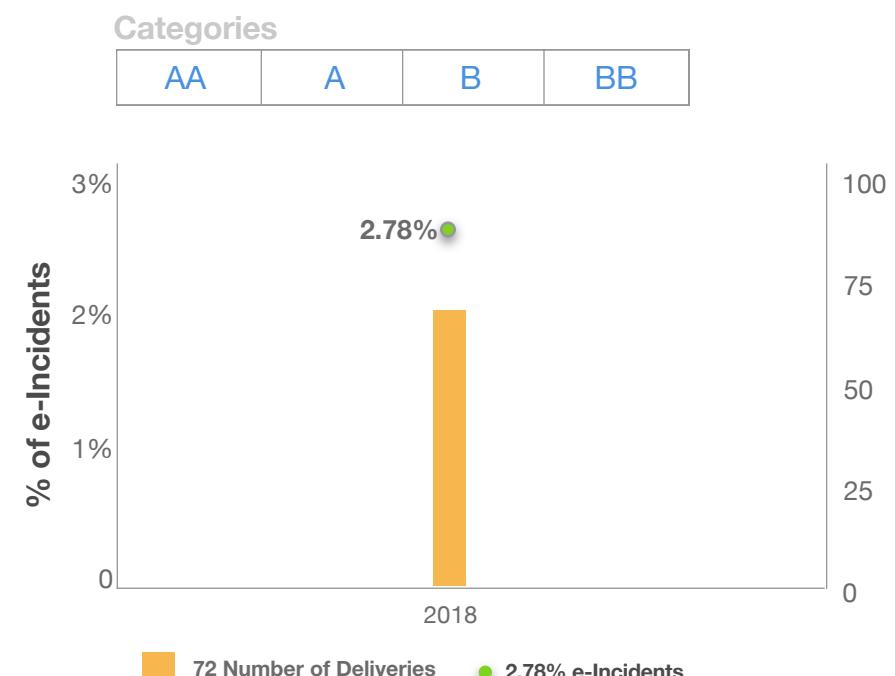
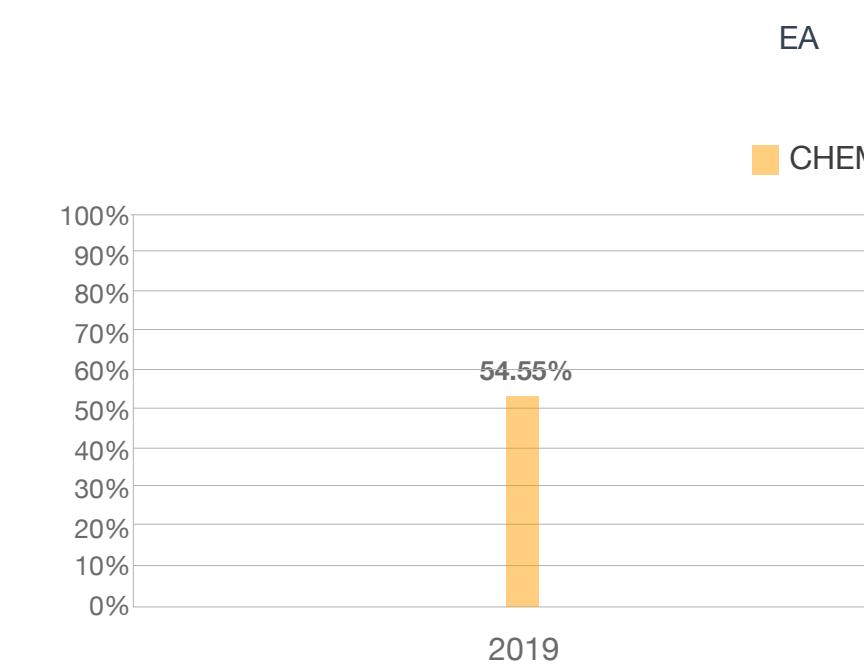
Search result for 'Supplier 1'

Supplier Details

Name	Location	Years of Engagement
CHEMICAL PROVIDERS INC	Philippines	3 Years
Total Spend	No. of Contracts	Category
144 Mn.(PHP)	8	Home Care
Latest News		
CHEMICAL PROVIDERS INC to buy back shares worth PHP 235.20 crore.		
6 Apr, 2018, 03.53PM IST, Economic Times. Link →		

Spend by Material & Contract

Plant ▾

**Quality**[More Info →](#)**OTIF**[More Info →](#)**Compliance**

% SQA Compliant	Not in USQS
% RS Compliant	Not Compliant
% Signed Specs	0%
% SUSO	Not Compliant



Home / Material /EDTA-CALCIUM DISODIUM

Search for a Material



Search result for 'Material 1'

EDTA-CALCIUM DISODIUM

Global spec ID ▾

Material ID	Material Portfolio	Category	No. of Plants	No. of Live Contracts	Spend
65013436	Fine Chemicals	Home Care	6	8	240.14K Euros

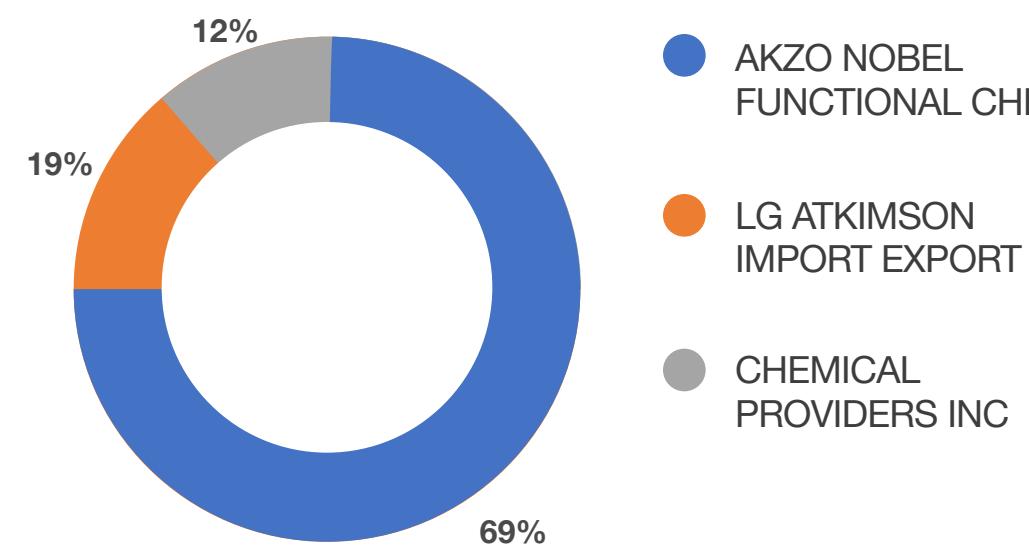
MARKET & PRICING

VOLUME

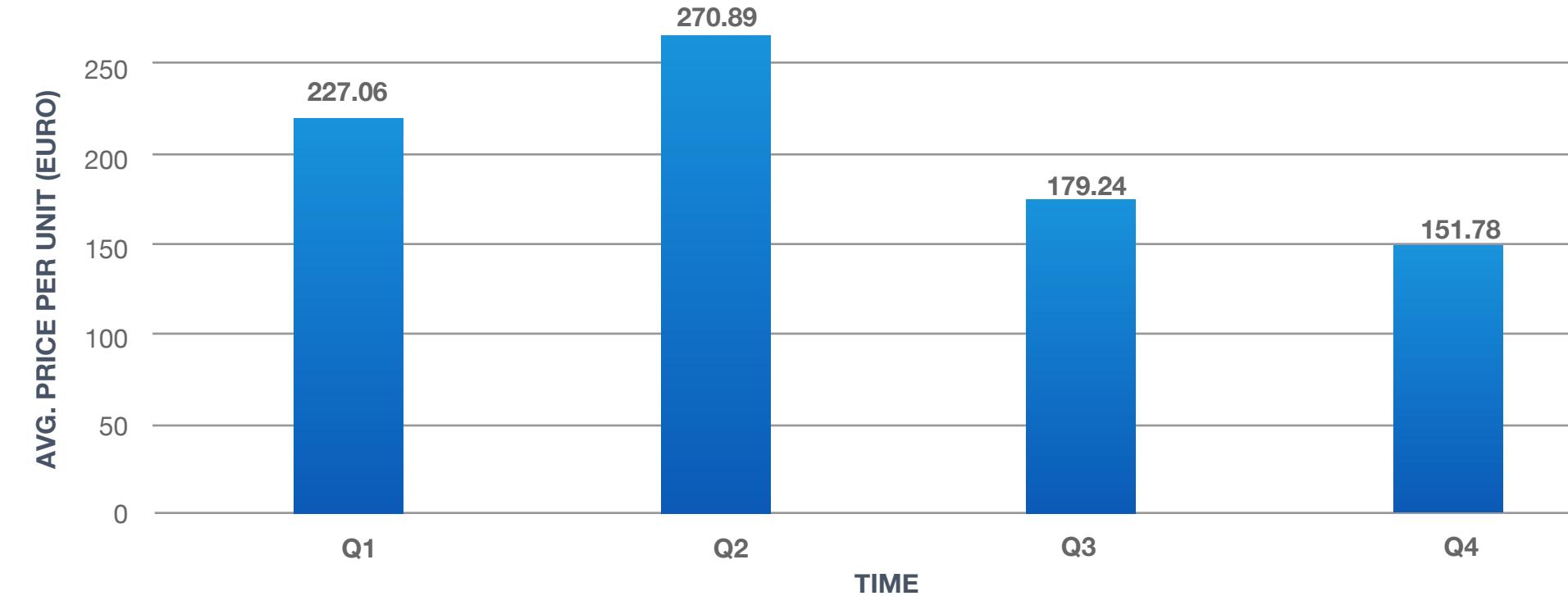
Plant ▾

Inco terms ▾

Share of Business

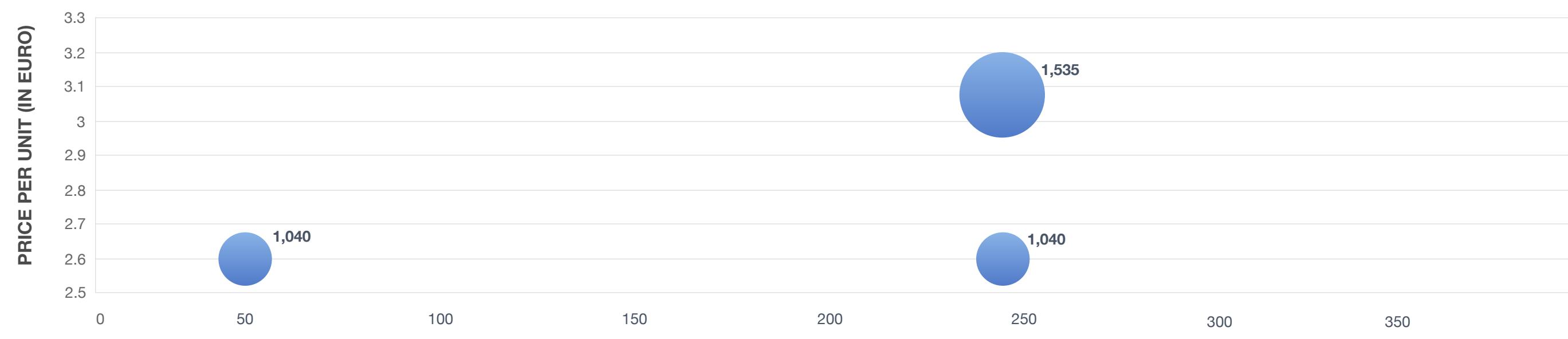


Princing Trends



Supplier Pricing Graph

Spend



DAYS TO THE EXPIRY OF THE CONTRACTS

Search for a Material



Search result for 'Material 1'

EDTA-CALCIUM DISODIUM

Global spec ID ▾

Material ID	Material Portfolio	Category	No. of Plants	No. of Live Contracts	Spend
65013436	Fine Chemicals	Home Care	6	8	240.14K Euros

MARKET & PRICING

VOLUME

Select location below or directly on map

Domain Selected

Region Clear

- North
- East
- West
- South** ✓

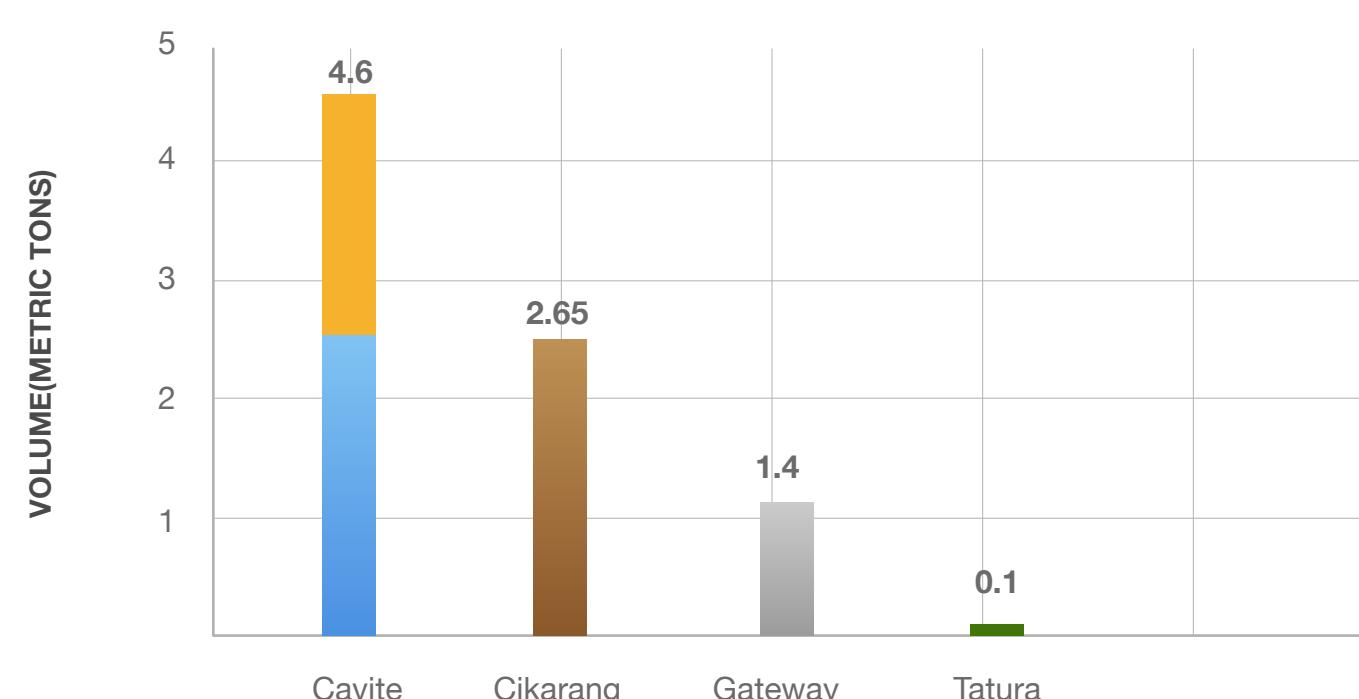
Countries Clear

Search

- Indonesia
- India
- Imphal
- Philippines** ✓
- Ireland



Contracted Volume by Plant & Supplier 2018



CHEMICAL PROVIDERS INC

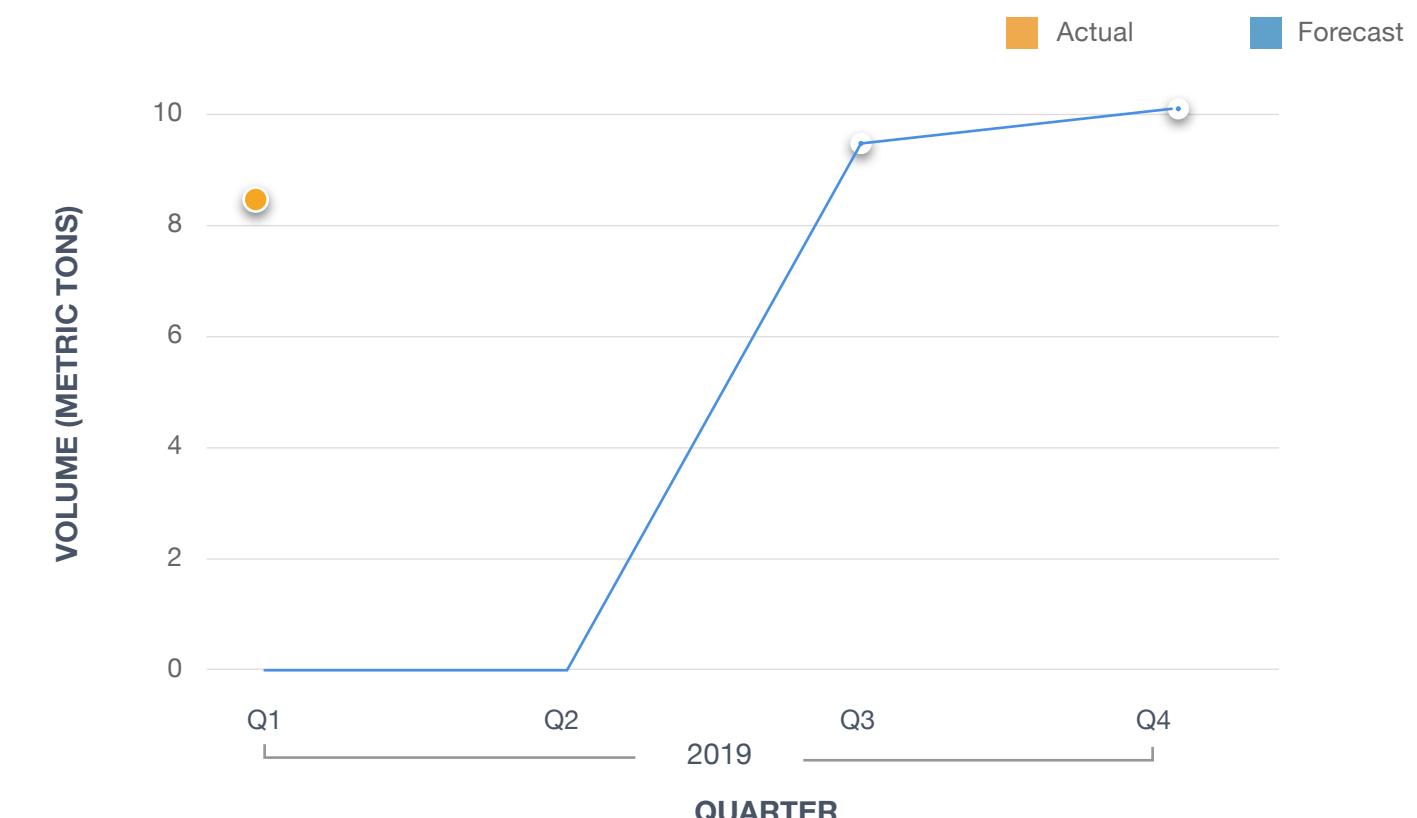
Axzon Noble NV

PT Sentra Kemika Persada

Jira Koran CO Limited

IMCD NV

Volume(tons) - Forecast vs Actual



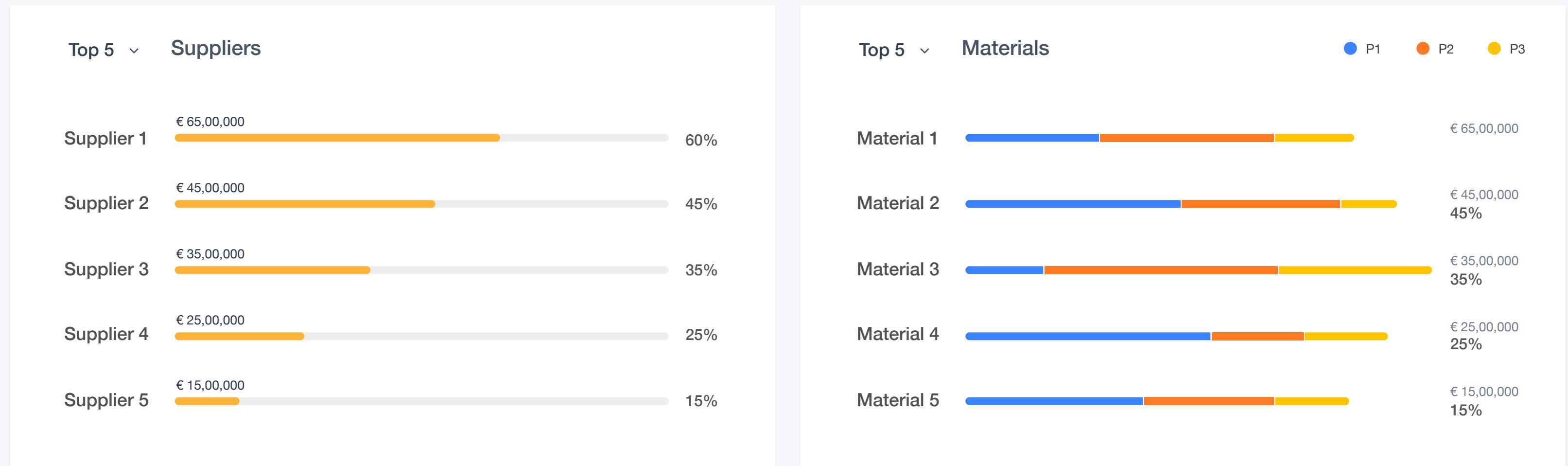
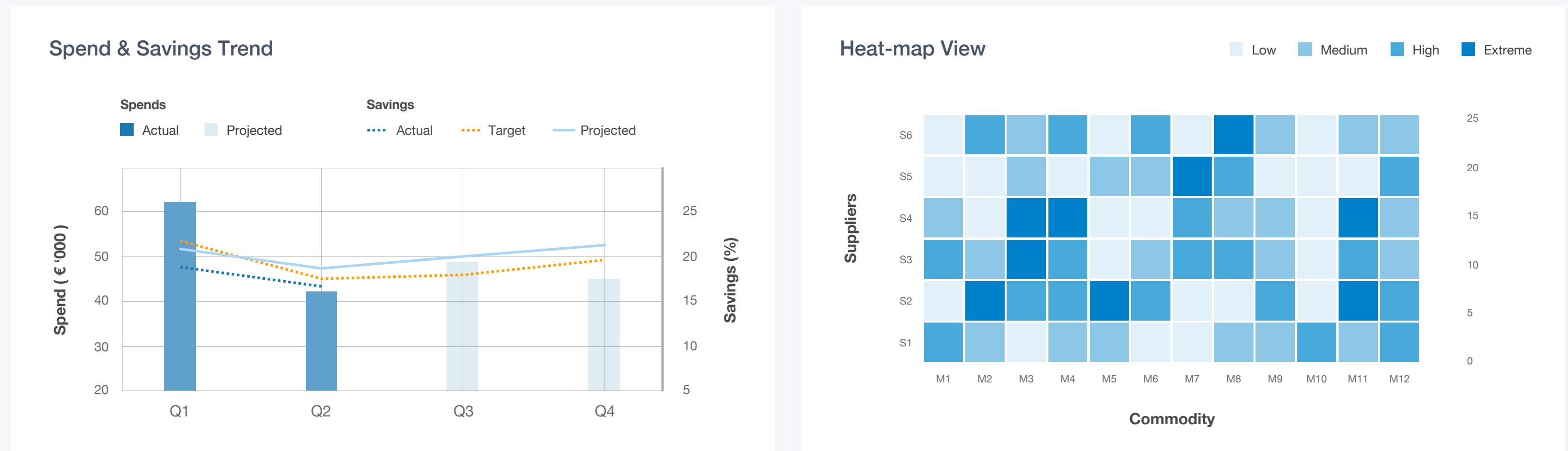
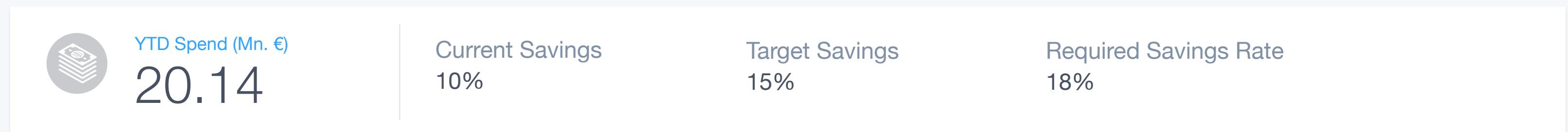
Home / Total Spends

Search for a Material



Search result for 'Total Spends'

Total Spends





Home / Payment Term Recommendation

MATERIAL

Material Material 1 ▾

SUPPLIER
Payment Terms Simulator - Suffices

€ 50,000

Total Working Capital Impact

0 10 15 20 25 30 35 40 45 50 55



Low

{Move slider to simulate payment terms (days) impact on working capital}

Max

Same material, different payment terms

Supplier Name	Payment Terms (Days)	Contract ID
Supplier 1	45	12312320
Supplier 2	53	12312378
Supplier 3	74	12312361
Supplier 4	42	12312386
Supplier 5	61	12312394

Supplier Name	Payment Terms (Days)	Opportunity (Negotiation)	Working Capital Impact (€)
Supplier Name 1	45	Yes	9,000
Supplier Name 2	53	No	7,000
Supplier Name 3	74	Yes	17,000
Supplier Name 4	42	Yes	15,000
Supplier Name 5	61	No	2,000



Home / Payment Term Recommendation

MATERIAL

 Supplier **Supplier 1** ▾

SUPPLIER
Payment Terms Simulator - Suffixes

€ 50,000

Total Working Capital Impact

0 10 15 20 25 30 35 40 45 50 55

Low

{Move slider to simulate payment terms (days) impact on working capital}

Max

Same material, different payment terms

Material Name	Payment Terms (Days)	Contract ID
Material 1	45	12312320
Material 2	53	12312378
Material 3	74	12312361
Material 4	42	12312386
Material 5	61	12312394

Material Name	Payment Terms (Days)	Opportunity (Negotiation)	Working Capital Impact (€)
Material Name 1	45	Yes	9,000
Material Name 2	53	No	7,000
Material Name 3	74	Yes	17,000
Material Name 4	42	Yes	15,000
Material Name 5	61	No	2,000



Supplier Description	Product	Product Description	Material Group ID	Material Group Description	Quantity	Unit Price	Unit Price UOM	Unit Price Scale Range	Unit Price Start Date	Unit Price End Date	Plant Name	Incoterms
ASIANAGRO AGUNGJAYA PT.	00000000 00202780 89	HS53 (PALM STEARIN MIX)	G0010	Oils & Fats	80000.00 0 KG	10800.00 IDR	1 KG		Sep 1, 2018	Jan 31, 2019	CIK - FOODS	Delivered Duty Paid
ASIANAGRO AGUNGJAYA PT.	00000000 00202780 89	HS53 (PALM STEARIN MIX)	G0010	Oils & Fats	80000.00 0 KG	10600.00 IDR	1 KG		Oct 1, 2018	Jan 31, 2019	CIK - FOODS	Delivered Duty Paid
ASIANAGRO AGUNGJAYA PT.	00000000 00202780 89	HS53 (PALM STEARIN MIX)	G0010	Oils & Fats	250000.00 KG	9400.00 IDR	1 KG		Nov 1, 2018	Jan 31, 2019	CIK - FOODS	Delivered Duty Paid



< Back

Contract ID	Supplier Name	Expiry Date	Material Group	Line Items
4600465298	CHEMICAL	31-03-2019	Fine Chemicals	1

Item	Purch.Doc.	Plant	Plant Name	Created on	Contract Start Date	Contract End Date	Crcy	Targ. Qty(Kgs)	Net Price
1	4600465298	P007	Cavite FOODS	25/04/18	01/04/18	31/03/19	USD	4000	12.65



Market prices are on a lower trend.
Other suppliers may offer a lower price. Go for [competitive bidding](#)



[View forecasting trends](#)
EDTA - CALCIUM DISODIUM:
1000 KG
[View volume by plant](#)



Time based for
3 months

List of Suppliers (Select Suppliers)

Approved Suppliers

 All Suppliers

[Compare Suppliers](#)

SUPPLIER DETAILS					LINE ITEM DETAIL				PERFORMANCE		
Supplier	Inco Terms	Payment Terms (Days)	Last Contracted Date	Line Item Coverage	Materials	Plants	SOB	Price	OTIF	e-Incidents	
<input checked="" type="checkbox"/> AKZO	CIP	45	01-04-2018	1/1	EDTA..	P007	69%	€ 11.17	73%	18	▼
LG A	DDP	60	13-01-2017	1/1	EDTA - CALCIUM DISODIUM		EDTA..	P007	-	€ 11.32	N/A
<input checked="" type="checkbox"/> CHEM	DDP	80	01-05-2018	1/1	EDTA..	P007	39%	€ 11.30	43%	2	▼

Negotiation Options

Recommended Action

RFQ

E-Tender

Face to Face

Renew Contract

Nego Factory



Supplier Description	Product	Product Description	Material Group ID	Material Group Description	Quantity	Unit Price	Unit Price UOM	Unit Price Scale Range	Unit Price Start Date	Unit Price End Date	Plant Name	Incoterms
ASIANAGRO AGUNGJAYA PT.	00000000 00202780 89	HS53 (PALM STEARIN MIX)	G0010	Oils & Fats	80000.00 0 KG	10800.00 IDR	1 KG		Sep 1, 2018	Jan 31, 2019	CIK - FOODS	Delivered Duty Paid
ASIANAGRO AGUNGJAYA PT.	00000000 00202780 89	HS53 (PALM STEARIN MIX)	G0010	Oils & Fats	80000.00 0 KG	10600.00 IDR	1 KG		Oct 1, 2018	Jan 31, 2019	CIK - FOODS	Delivered Duty Paid
ASIANAGRO AGUNGJAYA PT.	00000000 00202780 89	HS53 (PALM STEARIN MIX)	G0010	Oils & Fats	250000.00 KG	9400.00 IDR	1 KG		Nov 1, 2018	Jan 31, 2019	CIK - FOODS	Delivered Duty Paid



< Back

Contract ID	Supplier Name	Expiry Date	Material Group	Line Items
4600465298	CHEMICAL PROVIDERS INC	31-03-2019	Fine Chemicals	1

Our Recommendations



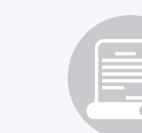
Pricing

Market prices are on a lower trend. Other suppliers may offer a lower price. Go for [competitive bidding](#)



Volume

[View forecasting trends](#)
 EDTA - CALCIUM DISODIUM:
1000 KG
[View volume by plant](#)



Contract Type
 Time based for
3 months

List of Suppliers (Select Suppliers)			Approve
SUPPLIER DATA			Approve
Supplier	Inco Terms	Last Contact Date	Approve
<input checked="" type="checkbox"/> AKZO	CIP	01-04-2018	
<input type="checkbox"/> LG A	★ DDP	13-01-2018	
<input checked="" type="checkbox"/> CHEM	DDP	01-05-2018	

Item	Material ID	Material	Plant	Contracted Quantity KG	Ordered Quantity KG	Recommended Quantity KG
1	11063972	BLACK PEPPER POWDER 32 MESH	UNVL	2250	1500	4000
2	11065925	HUL 790 SPICE MIX	UNVL	3000	2500	3000
3	11065926	HUL 680 SPICE MIX	UNVL	4000	4000	2000
4	11065971	HUL 470 SPICE MIX	UNVL	2000	1800	1500
5	11002057	Red Chill Flakes	UNVL	3900	3900	2800

Negotiation Options

Recommended Action

RFQ

E-Tender

Face to Face

Renew Contract

Nego Factory



< Back

Contract ID	Supplier Name	Expiry Date	Material Group	Line Items
4600465298	AKZO NOBEL FUNCTIONAL CHE	31-03-2019	Fine Chemicals	1

Our Recommendations



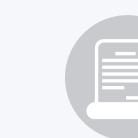
Pricing

Market prices are on a lower trend.
Other suppliers may offer a lower price. Go for competitive bidding



Total Volume

[View forecasting trends](#)
EDTA - CALCIUM DISODIUM:
1000 KG
[View volume by plant](#)



Contract Type
Time based for
3 months

List of Suppliers (Select Suppliers)

Approved Suppliers All Suppliers

[Compare Suppliers](#)

SUPPLIER DETAILS					LINE ITEM DETAIL				PERFORMANCE		
Supplier	Inco Terms	Payment Terms (Days)	Last Contracted Date	Line Item Coverage	Material	Plant ID	SOB	Price PHP	EURO	OTIF	e-Incidents
<input checked="" type="checkbox"/> AKZO	CIP	45	01-04-2018	1/1	EDTA..	P007	69%	₱ 660.96		73%	18
LG A	DDP	60	13-01-2017	1/1	EDTA..	P007	-	₱ 669.64		N/A	N/A
<input checked="" type="checkbox"/> CHEM	DDP	80	01-05-2018	1/1	EDTA..	P007	31%	₱ 668.50		43%	2

Negotiation Options

Recommended Action

[RFQ](#)

[E-Tender](#)

[Face to Face](#)

[Renew Contract](#)

[Nego Factory](#)



< Back

Contract ID	Supplier Name	Expiry Date	Material Group	Line Items
4600465298	CHEMICAL PROVIDERS INC	31-03-2019	Oils & Fats	1

Our Recommendations



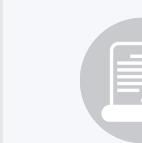
Pricing

Market prices are on a lower trend. Other suppliers may offer a lower price. Go for competitive bidding



Total Volume

[View forecasting trends](#)
 Material 1: 100 tonnes
[View volume by plant](#)



Contract Type

Time based for
3 months

List of Suppliers (Select Suppliers)

Approved Suppliers All Suppliers

[Compare Suppliers](#)

SUPPLIER DETAILS				LINE ITEM DETAIL				PERFORMANCE		
Supplier	Inco Terms	Last Contracted Date	Line Item Coverage	Materials	Plants	SOB	Price <small>INR</small> <small>EURO</small>	OTIF	e-Incidents	
<input checked="" type="checkbox"/> AKZO ★ CIP		01-04-2018	1/1	-	-	-	-	98%	1	
<input checked="" type="checkbox"/> LG 2.4 ★ DDP		13-01-2017	1/1	HS53	Plant 2	20%	₹ 3630.04	-	-	

Negotiation Options

Recommended Action

RFQ

E-Tender

Face to Face

Renew Contract

Nego Factory

Recommended settings for E-Tender



Shortlisted Suppliers for EDTA - CALCIUM DISODIUM

Edit

Supplier Name	Invitation for E-Tender	Training Required	Training Status
Supplier 1	Yes	No	Completed
Supplier 2	Yes	Yes	Pending
Supplier 3	No	No	NA
Supplier 4	Yes	No	NA
Supplier 5	No	Yes	Pending

Bid settings

E-Tender Date	15 Mar 2019
E-Tender Type	English Reverse
Bid Duration	1 Minute
Pre bid	<input checked="" type="radio"/> Yes <input type="radio"/> No

Contract Recommendations

Ceiling price	INR 690	Inco Terms	DDP
Contract Type	Time Based	Volume Based	
Contract Duration	3 Months		

Confirm

Shortlisted Suppliers for EDTA - CALCIUM
DISODIUM

Edit

Contract Recommendations

Supplier Name	Invitation for E-Tender	Training Required
Supplier 1	Yes	No
Supplier 2	Yes	
Supplier 3	No	
Supplier 4	Yes	
Supplier 5	No	

E-Tender Notification

78%

E-Tender event creation in progress.
Please wait...

Based

Volume Based

Bid Duration

1 Minute

Pre bid

Yes

No

Confirm

Shortlisted Suppliers for EDTA - CALCIUM
DISODIUM Edit

Contract Recommendations

Supplier Name	Invitation for E-Tender	Training Required
Supplier 1	Yes	No
Supplier 2	Yes	
Supplier 3	No	
Supplier 4	Yes	
Supplier 5	No	

Based Volume Based

g 1, 2016

Bid Duration 1 Minute

Pre bid Yes No

Confirm

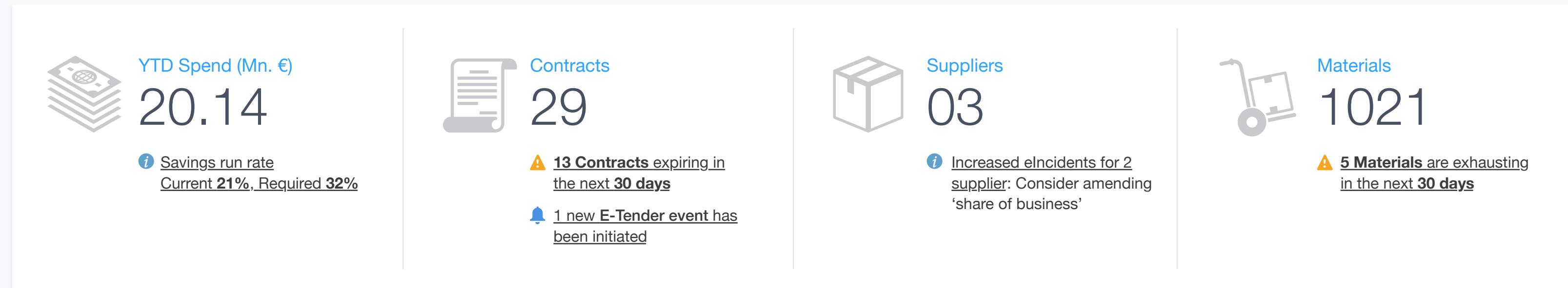
E-Tender Notification



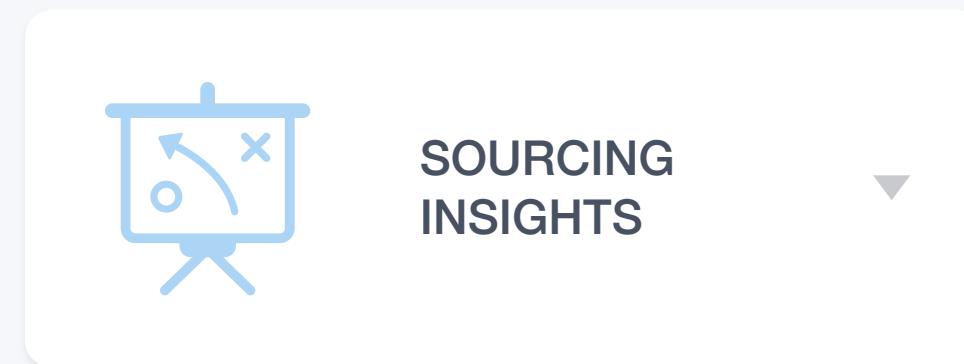
E-Tender event #E72LP32 has been successfully created.

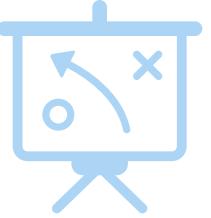


Buyer Overview



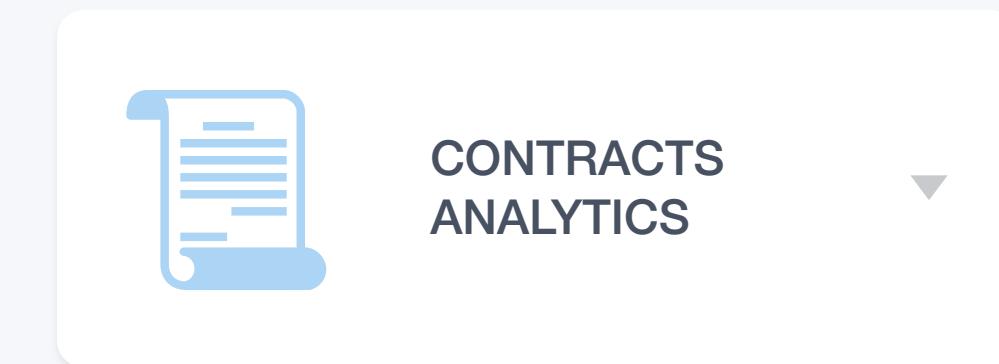
Explore



 **SOURCING INSIGHTS** ▾



 **NEGOTIATION ANALYTICS** ▾



 **CONTRACTS ANALYTICS** ▾

Shortlisted Suppliers for EDTA - CALCIUM DISODIUM

Supplier Name	Invitation for E-Tender	Training Required	Training Status
Supplier 1	Yes	No	Completed
Supplier 2	Yes	Yes	Pending
Supplier 3	No	No	NA
Supplier 4	Yes	No	NA
Supplier 5	No	Yes	Pending

Bid settings

E-Tender Date	15 Mar 2019	
E-Tender Type	English Reverse	
Bid Duration	1 Minute	
Pre bid	Yes	No

Contract Recommendations

Ceiling price	Incoterm	
₹ 690	DDP	
Contract Type	Time Based	Volume Based
Contract Duration	3 Months	

Shortlisted Suppliers for EDTA - CALCIUM DISODIUM

Supplier Name	Invitation for E-Tender	Training Required	Training Status
Supplier 1	Yes	No	Completed
Supplier 2	Yes	Yes	Pending
Supplier 3	No	No	NA
Supplier 4	Yes	No	NA
Supplier 5	No	Yes	Pending

Bid settings

E-Tender Date	15 Mar 2019	
E-Tender Type	English Reverse	
Bid Duration	1 Minute	
Pre bid	Yes	No

Contract Recommendations

Ceiling price	Inco Terms	
₹ 690	DDP	
Contract Type	Time Based	Volume Based
Contract Duration	3 Months	

Confirm

Shortlisted Suppliers for EDTA - CALCIUM DISODIUM

Supplier Name	Invitation for E-Tender	Training Required	Training Status
Supplier 1	Yes	No	Completed
Supplier 2	Yes		
Supplier 3	No		
Supplier 4	Yes		
Supplier 5	No		

Contract Recommendations

Recommended Price € 45	Inco Terms Lorem Ipsum
	Based
	Volume Based

E-Tender Notification



E-Tender event #E72LP32 settings have been edited.
Do you wish to continue with selected settings to modify
E-Tender?

No

Bid Duration

1 Minute

Pre bid

Yes

No

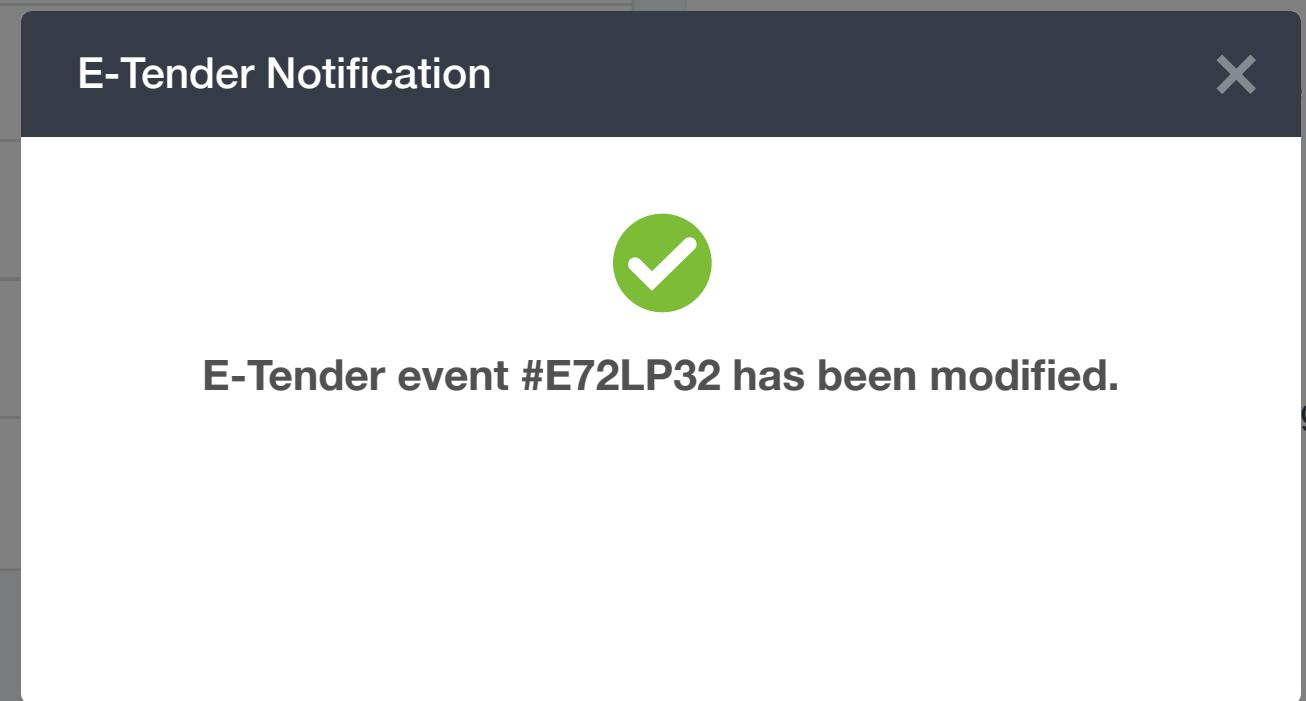
Confirm



Shortlisted Suppliers for EDTA - CALCIUM DISODIUM

Supplier Name	Invitation for E-Tender	Training Required	Training Status
Supplier 1	Yes	No	Completed
Supplier 2	Yes		E-Tender Notification
Supplier 3	No		
Supplier 4	Yes		E-Tender event #E7
Supplier 5	No		

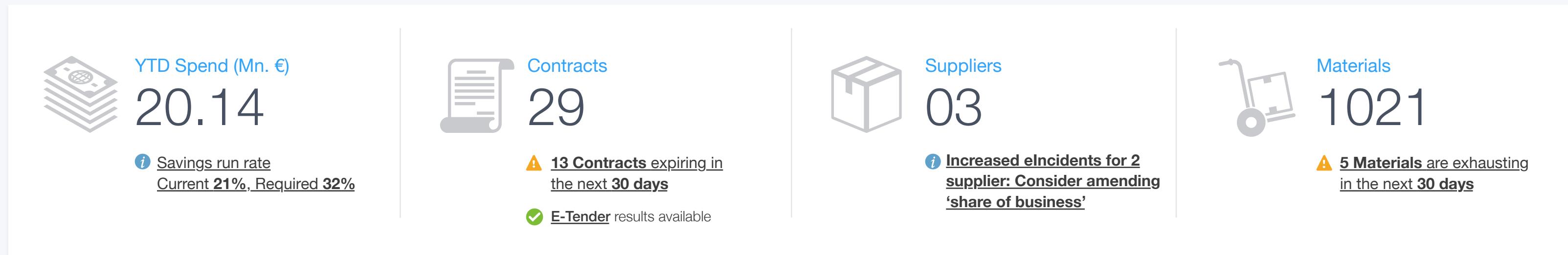
Contract Recommendations



Bid Duration ◀ 1 Minute

Pre bid Yes No

Buyer Overview



Explore

SOURCING INSIGHTS

NEGOTIATION ANALYTICS

CONTRACTS ANALYTICS

Buyer Overview

YTD Spend (Mn. €)
20.14 Savings run rate
Current **21%**, Required **32%**

Explore

SOURCING
INSIGHTS

E-Tender Completed

**E-Tender #E72LP32 has been completed for EDTA - CALCIUM DISODIUM.** Following are the results

Supplier Name	Price (₹)	Recommended Share of Business
AKZO	660.96	55%
LG A	669.64	25%
CHEM	668.50	20%

How would you like to proceed?

[Face to Face Meeting](#)[Create Contract](#)Materials
1021for 2
ending **5 Materials** are exhausting
in the next **30 days**CONTRACTS
ANALYTICS



GIVAUDAN_2019/Jan
Givaudan_Chemical_Nigeria



Status:
SENT TO_CPMO

HEADER

ITEM DETAILS

LEGAL

ADDITIONAL DETAILS

COLLABORATORS

VIEW SUMMARY

GENERAL

APPROVAL & SIGNATURE

SUPPLIER DETAILS

REPORTING & COMPLIANCE

IFRS



RESET

Unilever Contract Header Fields

Contract Owner*

Abiola Omoniyi



Contract Identifier Name

Givaudan_Chemical_Nigeria

CTC Type*

Volume Based Date Based

Provisional Contract*

Yes No

Contract Description*

CLM Provisional contract for Givaudan

Dates and Reminders

Effective Date*

10-Jan-2019



Expiration Date*

09-Jan-2020



iCAT Reference Number

iCAT00003744

Cloning Reference Number

iCAT00000816

CLM Reference Number

NA

[Go To Dashboard](#)

Help ▾

U,Nischitha ▾

Event

E-Tender #E72LP32

[Prev](#)[Publish](#)[Exit](#)

Review and revise your event. Your edits have been already saved. When you finish, you can launch the event or leave it as a draft for future edits.

Overview

[Actions ▾](#)

1

Rules

2

Suppliers

3

Content

4

Summary

ID: Doc198306809

Commodity: Dairy 9104002

Description: ⓘ

Regions: South Asia

Status: Draft ⓘ

Last Modified: 01/10/2019

Version: Original

Currency: European Union Euro

Owner: U,Nischitha ⓘ

Creation Date: 01/10/2019

Editors:

Access Control: (no value) ⓘ

Event Type: Auction

Test Event: Yes

Template: Reverse eTender - Self Managed

Base Language: English

Timing Rules

Can participants place bids during preview period: Allow prebids ⓘ

Specify how lot bidding will begin and end: Serial ⓘ

Planned start time: When I Click the **Publish** button on the Summary page ⓘ



Home / Contract Expiry

Material Exhaustion Alert

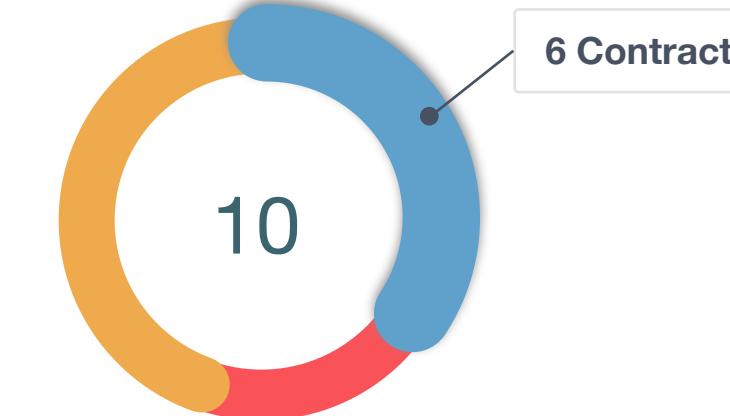
Total Material Exhaustion Detail

Days

0-30

31-60

61-90



6 Contracts

10



Impact

Materials getting exhausted in 20 Days, with potential impact on delivery for 5 plants

Filter

Contract No.	Supplier Name ▲	Contract Expiry Date ▼	Contract Type ▲	Contract
8237123128	Asianagro..	15 Sep 2019	Time Based	
8237135627	Supplier 2	10 Oct 2019	Volume Based	
8237122128	Supplier 3	17 Oct 2019	Time Based	
8237123465	Supplier 4	19 Nov 2019	Volume Based	
8237123907	Supplier 5	20 Dec 2019	Time Based	



< Back

Contract ID

12312341

Supplier Name

Asianagro Agungjaya Pt.

Expiry Date

03/01/2019

Materials ▾

Material 1

Plants

View



Our Recommendations



Pricing

Explore amending contract 1 in plant 5 with supplier A to include plant 1. [View underutilized contracts](#)



Volume

[View forecasting trends](#)
Material 1: 100 tonnes
[View volume by plant](#)



Contract Type
Time based for
3 months



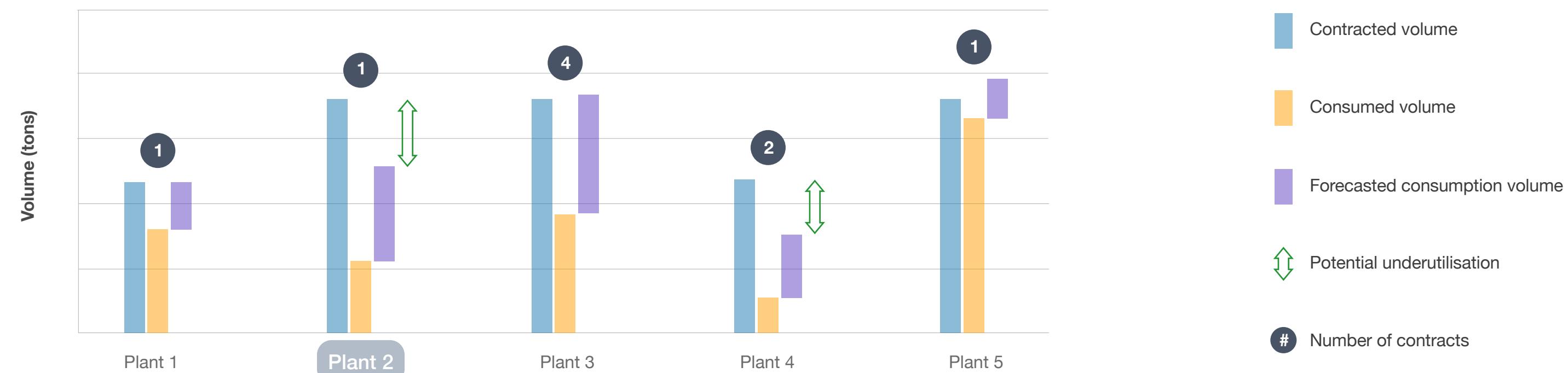
Inco Terms
DDP



Material in the contract (Supplier 1)

Material Name	Plant	Volume Exhaustion Date
MATERIAL 1	Plant 5	30/01/2019
Material 2	Plant 4	20/02/2019
Material 3	Plant 6	15/03/2019

Potential underutilized contracts in other plants (Material 1)


[Explore amend contract 1](#)
[Explore Fresh Sourcing](#)



< Back

Contract ID	Supplier Name	Expiry Date	Material Group	Line Items
4600465298	CHEMICAL PROVIDERS INC	31-03-2019	Oils & Fats	1

Our Recommendations



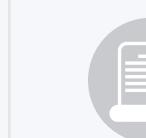
Pricing

Potential underutilized contracts available for the same Material in other Plants.

[View underutilized contracts](#)


Total Volume

[View forecasting trends](#)
Material 1: 100 tonnes
[View volume by plant](#)



Contract Type

Time based for
3 months

List of Suppliers (Select Suppliers)

Approved Suppliers All Suppliers

[Compare Suppliers](#)

SUPPLIER DETAILS				LINE ITEM DETAIL				PERFORMANCE		
Supplier	Inco Terms	Last Contracted Date	Line Item Coverage	Materials	Plants	SOB	Price	OTIF	e-Incidents	Expand Line Details
				INR	EURO					
<input checked="" type="checkbox"/> AKZO ★	CIP	01-04-2018	1/1	HS53	Plant 2	20%	₹ 3630.04	98%	1	▼
<input checked="" type="checkbox"/> LG.. 24 ★	DDP	13-01-2017	1/1	HS53..	-	20%	₹ 3630.04	67%	1	▼
<input checked="" type="checkbox"/> CHEMI	DDP	01-05-2018	1/1	-	-	-	₹ 3388.03	60%	2	▼

Negotiation Options

[RFQ](#)

[E-Tender](#)

[Face to Face](#)

[Renew Contract](#)

[Nego Factory](#)



< Back

Contract ID	Supplier Name	Expiry Date	Material Group	Line Items
4600465298	CHEMICAL PROVIDERS INC	31-03-2019	Oils & Fats	1

Our Recommendations



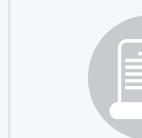
Pricing

Potential underutilized contracts available for the same Material in other Plants.

[View underutilized contracts](#)


Total Volume

[View forecasting trends](#)
Material 1: 100 tonnes
[View volume by plant](#)



Contract Type

Time based for
3 months

List of Suppliers (Select Suppliers)

Approved Suppliers All Suppliers

[Compare Suppliers](#)

SUPPLIER DETAILS				LINE ITEM DETAIL				PERFORMANCE		
Supplier	Inco Terms	Last Contracted Date	Line Item Coverage	Materials	Plants	SOB	Price	OTIF	e-Incidents	
										View all Details
<input checked="" type="checkbox"/> AKZO ★	CIP	01-04-2018	1/1	HS53	Plant 2	20%	€ 45	98%	1	▼
<input checked="" type="checkbox"/> LG.. 2.4 ★	DDP	13-01-2017	1/1	HS53..	-	20%	€ 45	67%	1	▼
<input checked="" type="checkbox"/> CHEMI	DDP	01-05-2018	1/1	-	-	-	€ 42	60%	2	▼

Negotiation Options

[RFQ](#)

[E-Tender](#)

[Face to Face](#)

[Renew Contract](#)

[Nego Factory](#)

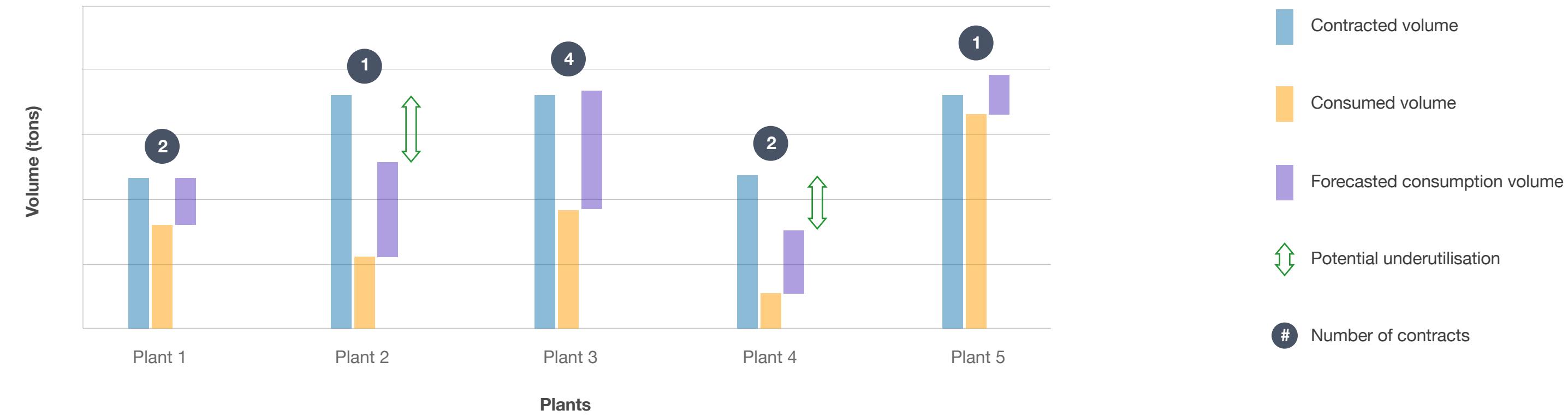


Material

Select

Material 1 X

Potential underutilized contracts in other plants



Contract	Supplier Name	Plant	Volume (Tons)			
			Contracted	Consumed	Forecasted consumption	Potential underutilisation
14567843	Asianagro..	Plant 2	1000	200	400	400

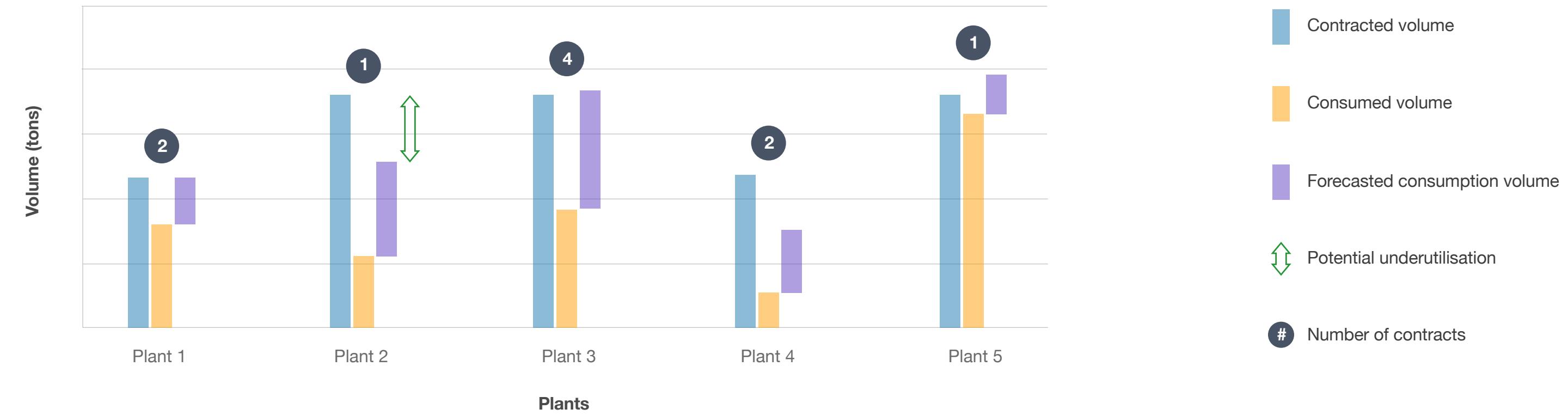


Material

Select

Material 1 X

Potential underutilized contracts in other plants



Contract	Supplier Name	Plant	Volume (Tons)			
			Contracted	Consumed	Forecasted consumption	Potential underutilisation
14567843	Asianagro..	Plant 2	300	100	100	100
14567545	Supplier 2	Plant 4	100	0	50	50



Supplier Comparison

(Configure data to view supplier comparison)

[+ Add a Material and Plant combination](#)[+ Add Supplier](#)

Currency Normalizer

Edit

DONE

Material	Plant Name	Supplier	Net Price	Payment Terms	Buying Currency	Incoterm	Net Price_EXW	Freight	Taxes & Duties	Local Transport
EDTA - CALCIUM DISODIUM	Cavite Foods	AKZO.. AKZO NOBEL FUNCTIONAL CHE	12.65	60	USD	CIP	12.01	0.63	2.84	0.31
		CHEM..	668.50	45	PHP	DDP	508.06	26.74	120.33	13.37

Click on done to view
Supplier Comparison



Supplier Comparison

(Configure data to view supplier comparison)

Add a Material and Plant combination

Add Supplier

Currency Normalizer

Edit

DONE

Material	Plant Name	Supplier	Net Price	Payment Terms	Buying Currency	Incoterm	Net Price_EXW	Freight	Taxes & Duties	Local Transport
EDTA - CALCIUM DISODIUM	Cavite Foods	AKZO..	12.65	60	USD	CIP	12.01	0.63	2.84	0.31
		AKZO NOBEL FUNCTIONAL CHEM..	668.5	45	PHP	DDP	508.06	26.74	120.33	13.37

Click on done to view
Supplier Comparison

Supplier Comparison

(Configure data to view supplier comparison)

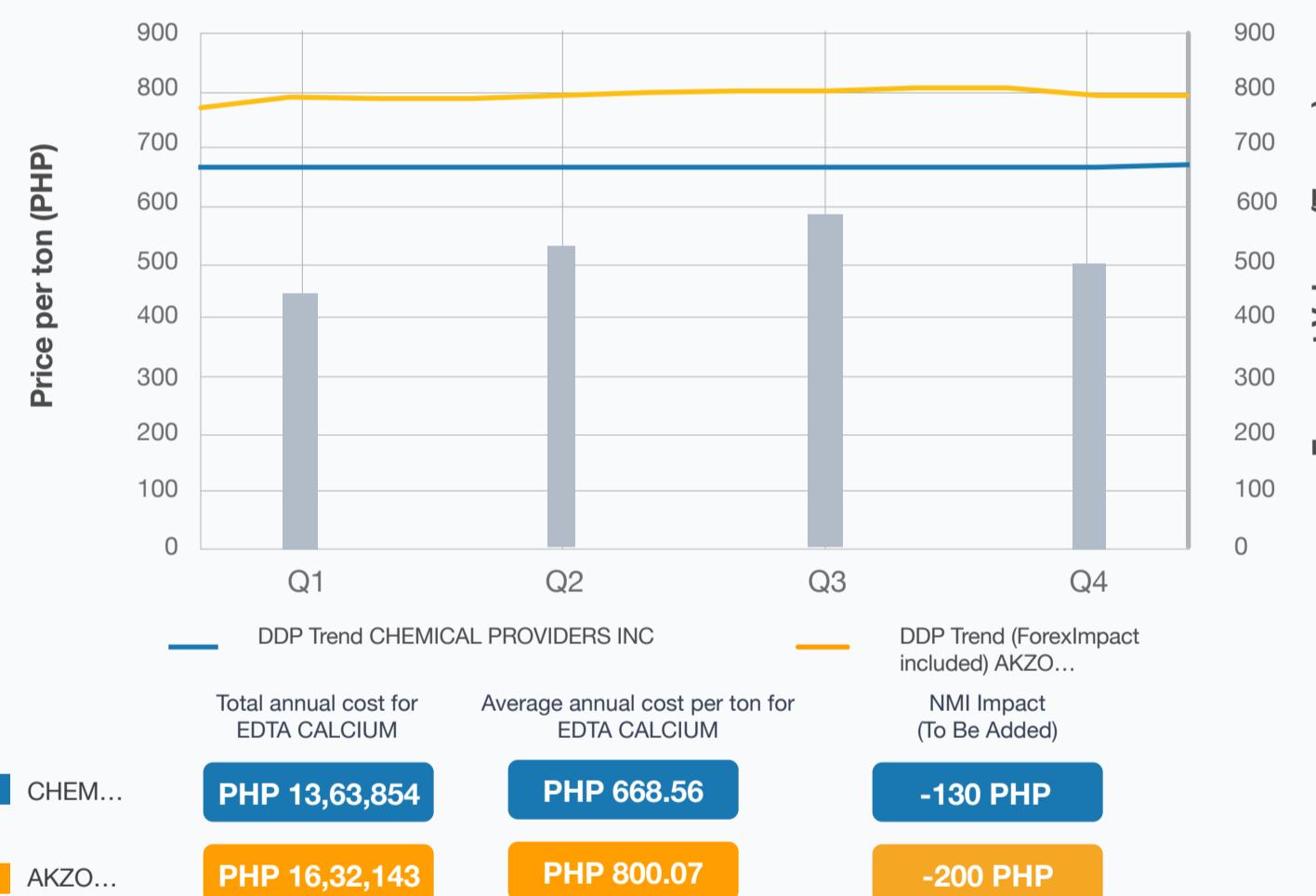
[Add a Material and Plant combination](#)[Add Supplier](#)

Currency Normalizer

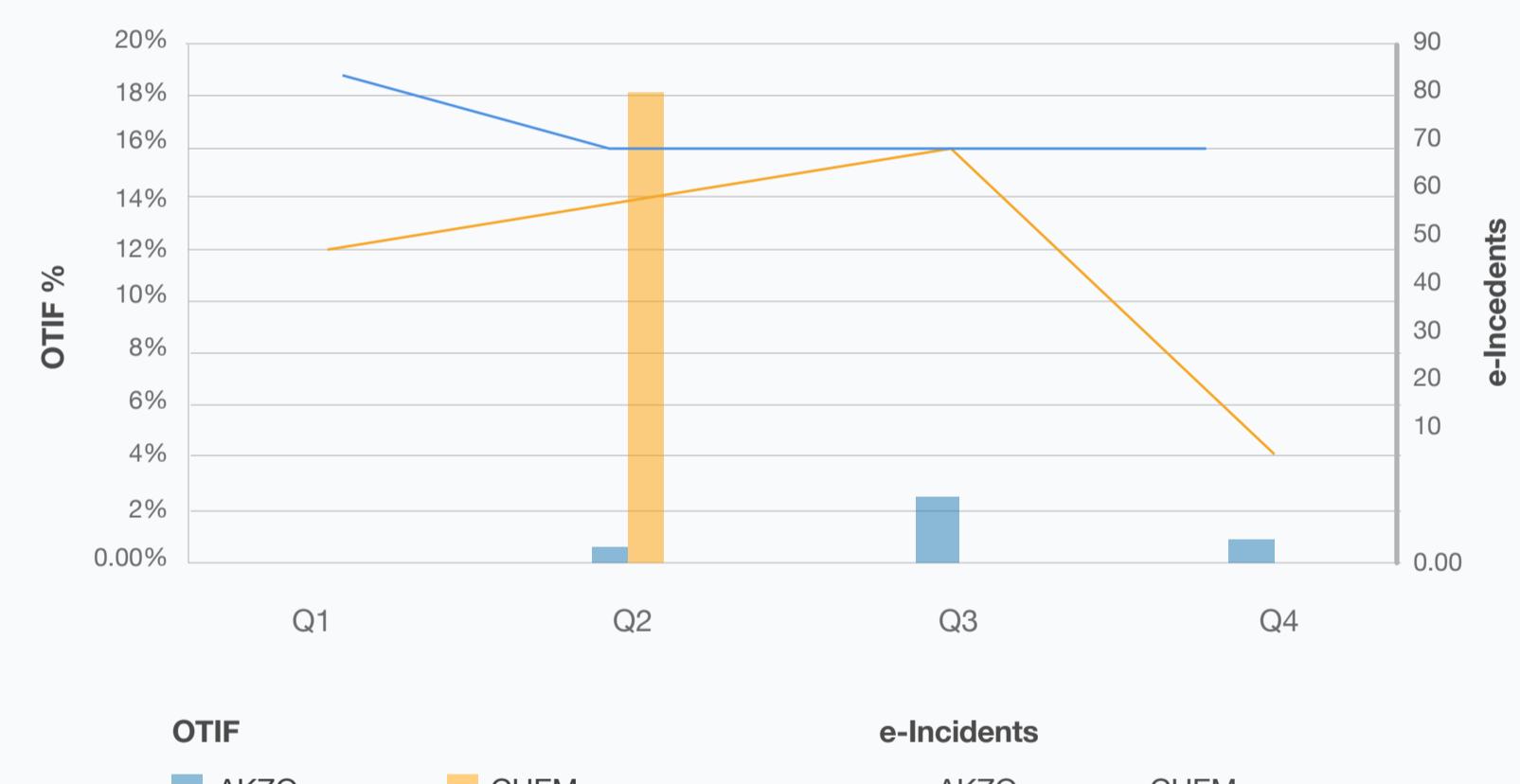
[Edit](#)[DONE](#)

Material	Plant Name	Supplier	Net Price	Payment Terms	Buying Currency	Incoterm	Net Price_EXW	Freight	Taxes & Duties	Local Transport
EDTA - CALCIUM DISODIUM	Cavite Foods	AKZO..	12.65	60	USD	CIP	12.01	0.63	2.84	0.31
		AKZO NOBEL FUNCTIONAL CHEMICALS INC.								
		CHEM..	668.5	45	PHP	DDP	508.06	26.74	120.33	13.37

Price Comparision



Performance Comparision



Impact on Share of Businesss on Landed Cost , Cash on Hand & NMI

Share of Business



Payment Terms

Average past payment terms: 90 Days

Past year's Spend: 1.3Mn PHP

AKZO NOBEL FUNCTIONAL CHEMICALS INC. 80 Days

CHEMICAL PROVIDERS INC. 100 Days

Result

Landed Cost: 695.37 PHP
 Cash on Hand: 2Mn PHP
 NMI: -465.60 PHP

[Home](#) / Contract Expiry

Material Exhaustion Alert

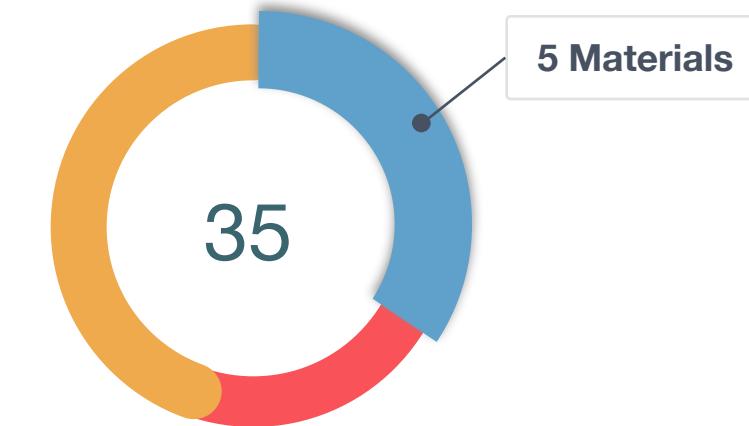
Total Material Exhaustion Detail

Days

0-30

31-60

61-90



Impact

Materials getting exhausted in 30 Days, with potential impact on delivery for 5 plants

Filter

Material	Plant	Exhaustion Date	Projected Volume ShortFall
<input checked="" type="checkbox"/> HS53..	Plant 1	01 Oct 2019	-
HS53..	Plant 2	03 Oct 2019	200
HS53..	Plant 3	-	-
HS53..	Plant 4	30 Oct 2019	30 Oct 2019
HS53..	Plant 5	-	-



< Back

Contract details for Materials and Plants

Material	Plant
HS53 Palm Stearing Mix	Plant 1

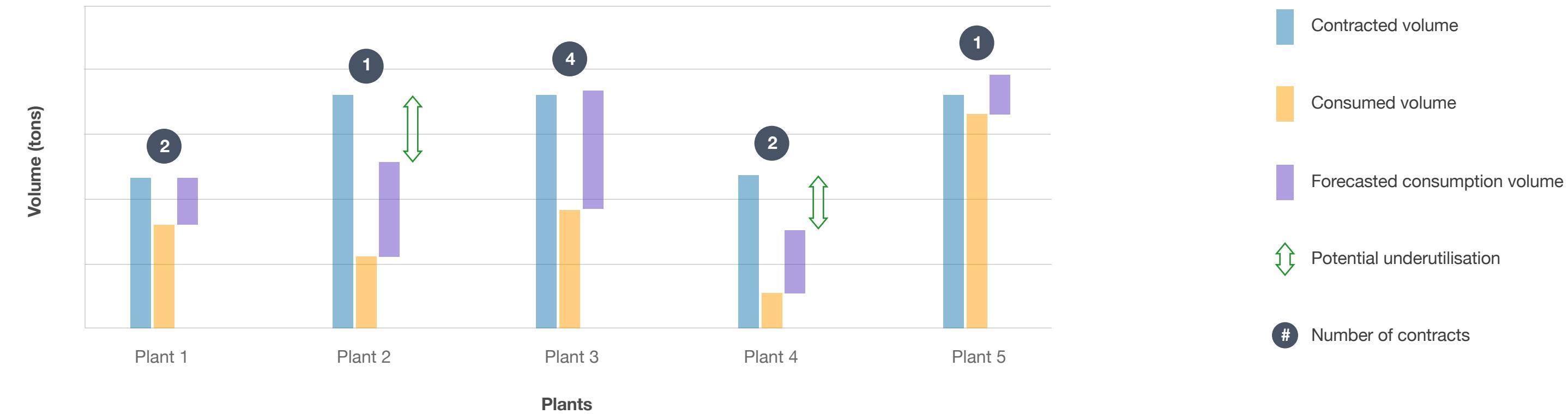
Contract ID	Supplier	Material	Plant	Balance Vol as on	Material Exhaustion Date	Contract Expiry Date
12345	SUP 1	ABC	Plant 1	28 Feb 2019	28 Feb 2019	15 Jun 2019
		DEF	Plant 2	31 Mar 2019	31 Mar 2019	
		HIJ	Plant 3	10 Mar 2019	10 Mar 2019	
79811	SUP 2	ABC	Plant 1	28 Feb 2019	28 Feb 2019	25 Jul 2019
		DEF	Plant 2	13 Mar 2019	13 Mar 2019	
		HIJ	Plant 3	13 Apr 2019	13 Apr 2019	

 Recommended**ABC :** 2 [Underutilised contracts](#) in plant 5. Annual cost 74371 to include plant 1.**DEF :** Go for [fresh sourcing](#) since the prices are reducing**HIJ :** Price in [current contract](#) is lower than. the market price.


Material

Select

 Material 1 ×

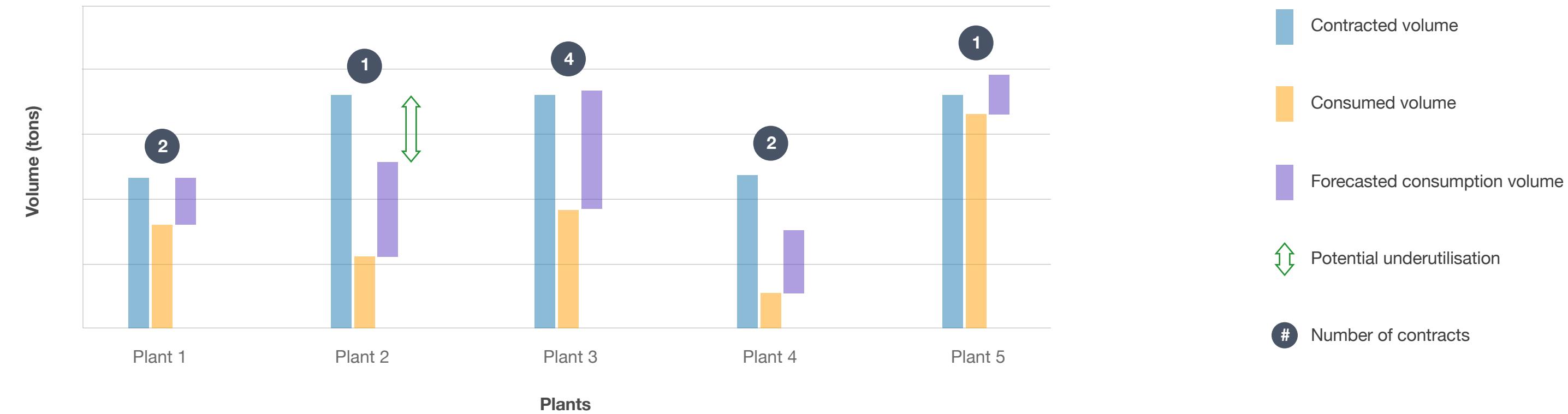
Potential underutilized contracts in other plants


Contract	Supplier Name	Plant	Volume (Tons)			
			Contracted	Consumed	Forecasted consumption	Potential underutilisation
14567843	Asianagro..	Plant 2	1000	200	400	400


Material

Select

 Material 1 X

Potential underutilized contracts in other plants


Contract	Supplier Name	Plant	Volume (Tons)			
			Contracted	Consumed	Forecasted consumption	Potential underutilisation
14567843	Asianagro..	Plant 2	300	100	100	100
14567545	Supplier 2	Plant 4	100	0	50	50

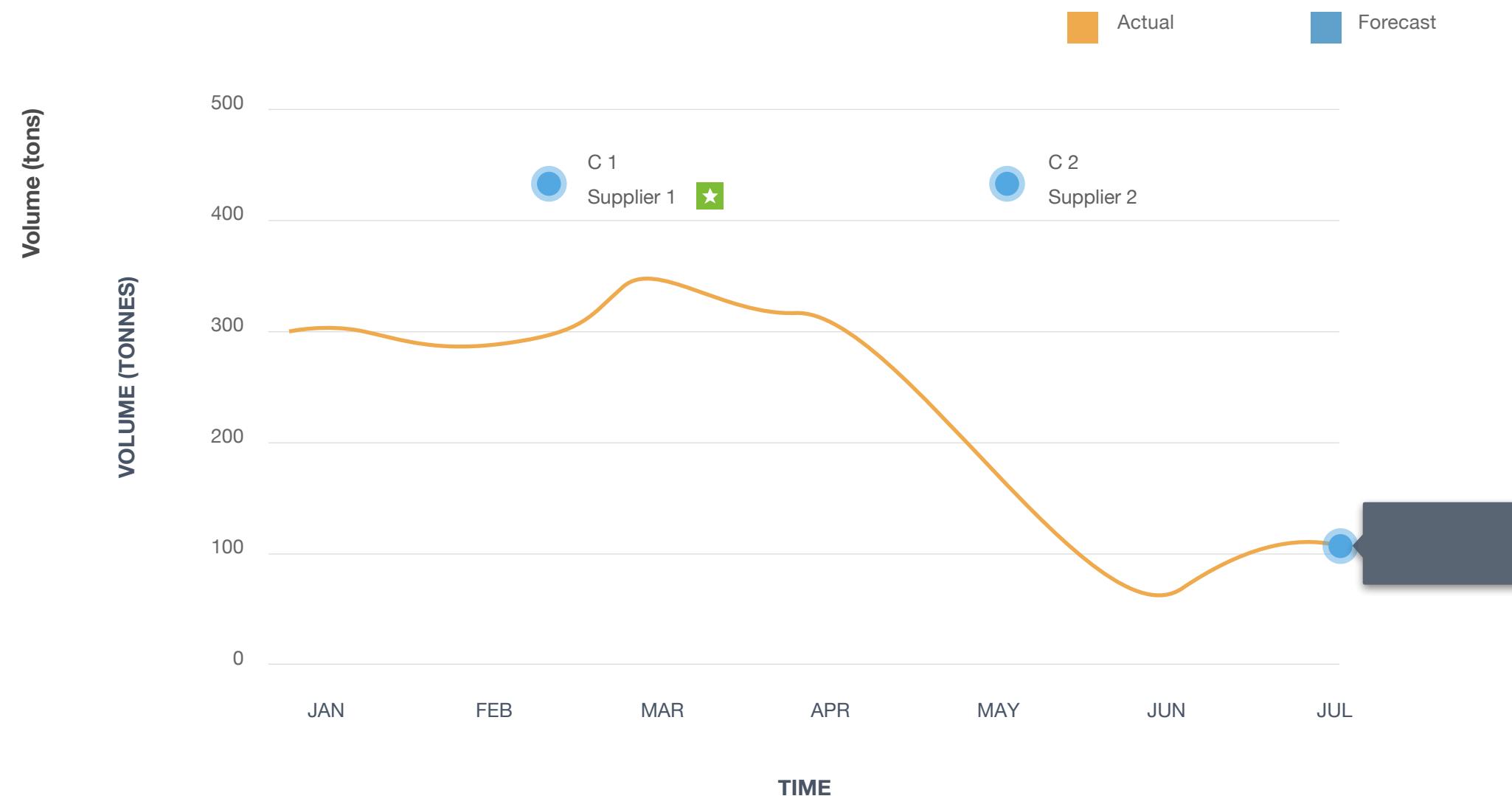


Material

Alert



Volume - Forecast vs Actual





Supplier Comparison

(Configure data to view supplier comparison)

 [Add a Material and Plant combination](#)
 [Add Supplier](#)

Edit

DONE

Material	Plant	Supplier	Buying Currency	Frieght	Duty	Taxes	Local Transport	Total Price
EDTA - CALCIUM DISODIUM	P007	AKZO..	USD	CIP	USD	USD	CIP	USD
		AKZO NOBEL FUNCTIONAL CHE						
		CHEM..	PHP	DDP	PHP	PHP	DDP	PHP

Click on done to view
Supplier Comparison

Share of Business 'what-if' scenario analysis

AKZO NOBEL FUNCTIONAL CHE 20% CHEMICAL PROVIDERS INC 80%

Average annual landed cost per ton for
EDTA - CALCIUM DISODIUM = 694.86 PHP

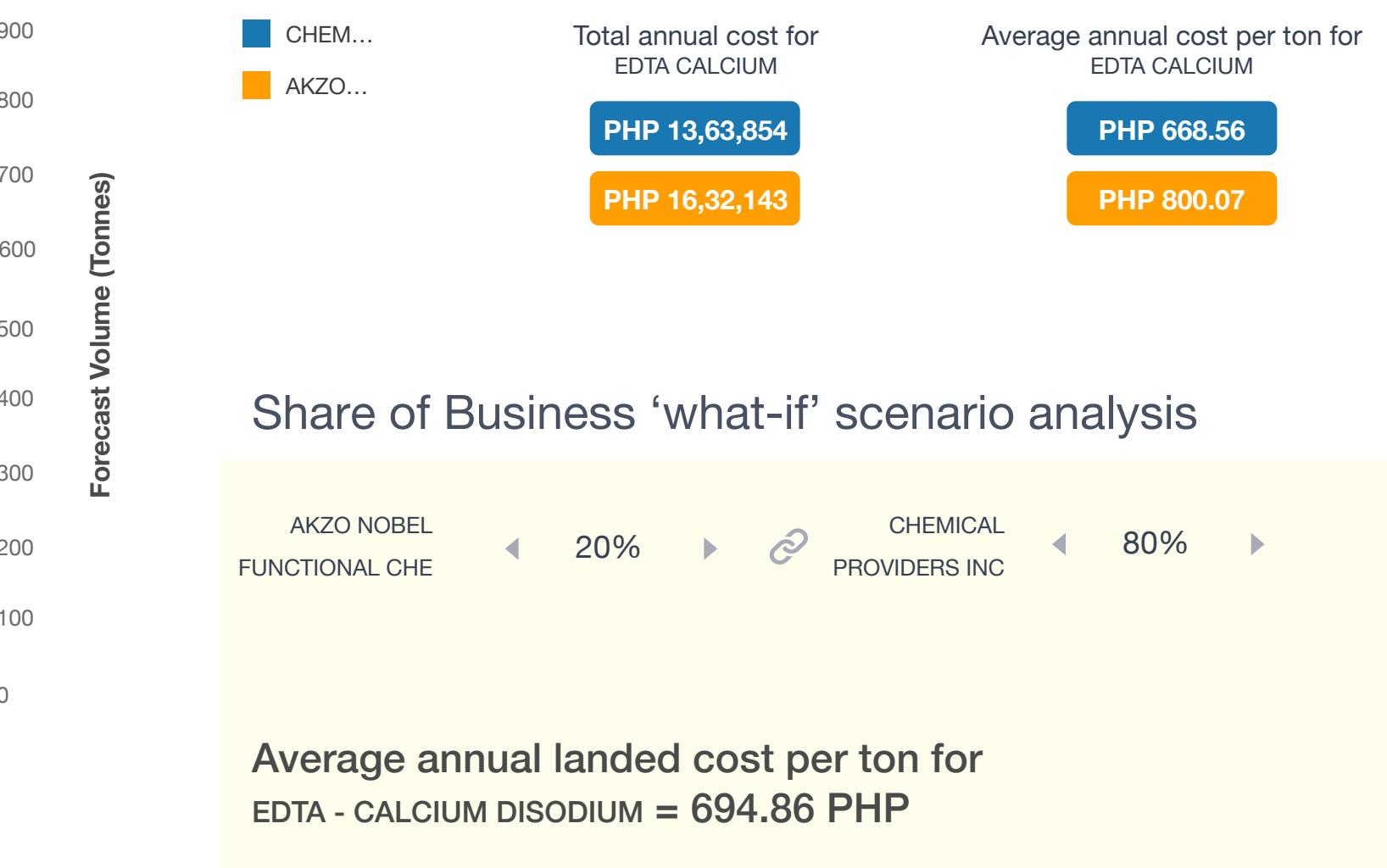
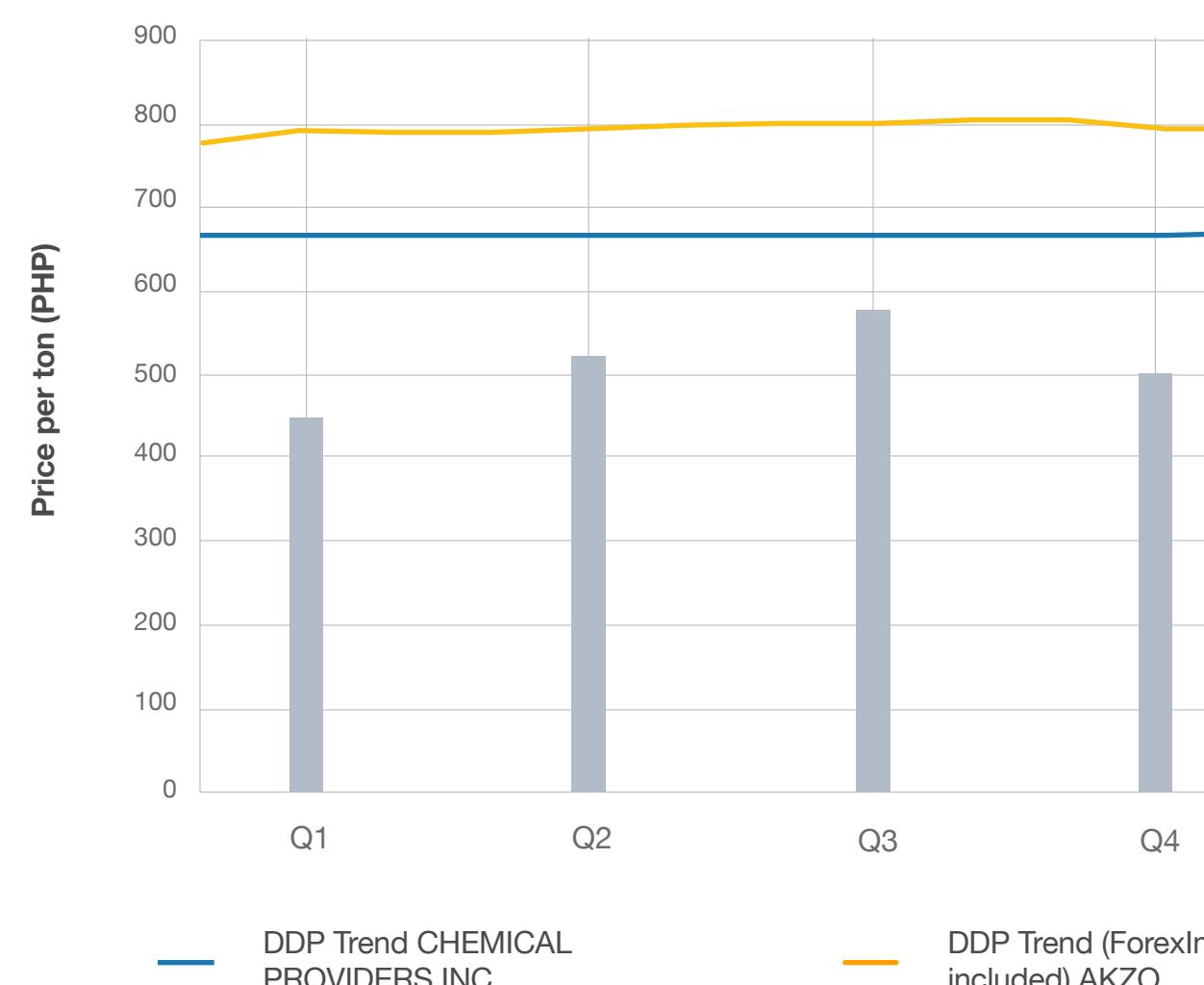


Supplier Comparison

(Configure data to view supplier comparison)

[+ Add a Material and Plant combination](#)
[+ Add Supplier](#)
DONE

Material	Plant	Supplier	Buying Currency	Frieght	Duty	Taxes	Local Transport	Total Price
EDTA - CALCIUM DISODIUM	P007	AKZO.. AKZO NOBEL FUNCTIONAL CHE CHEM..	USD PHP	CIP DDP	USD PHP	USD PHP	CIP DDP	USD PHP





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U2K2

Portfolio ▾

Quick Links ▾

Good Afternoon John!

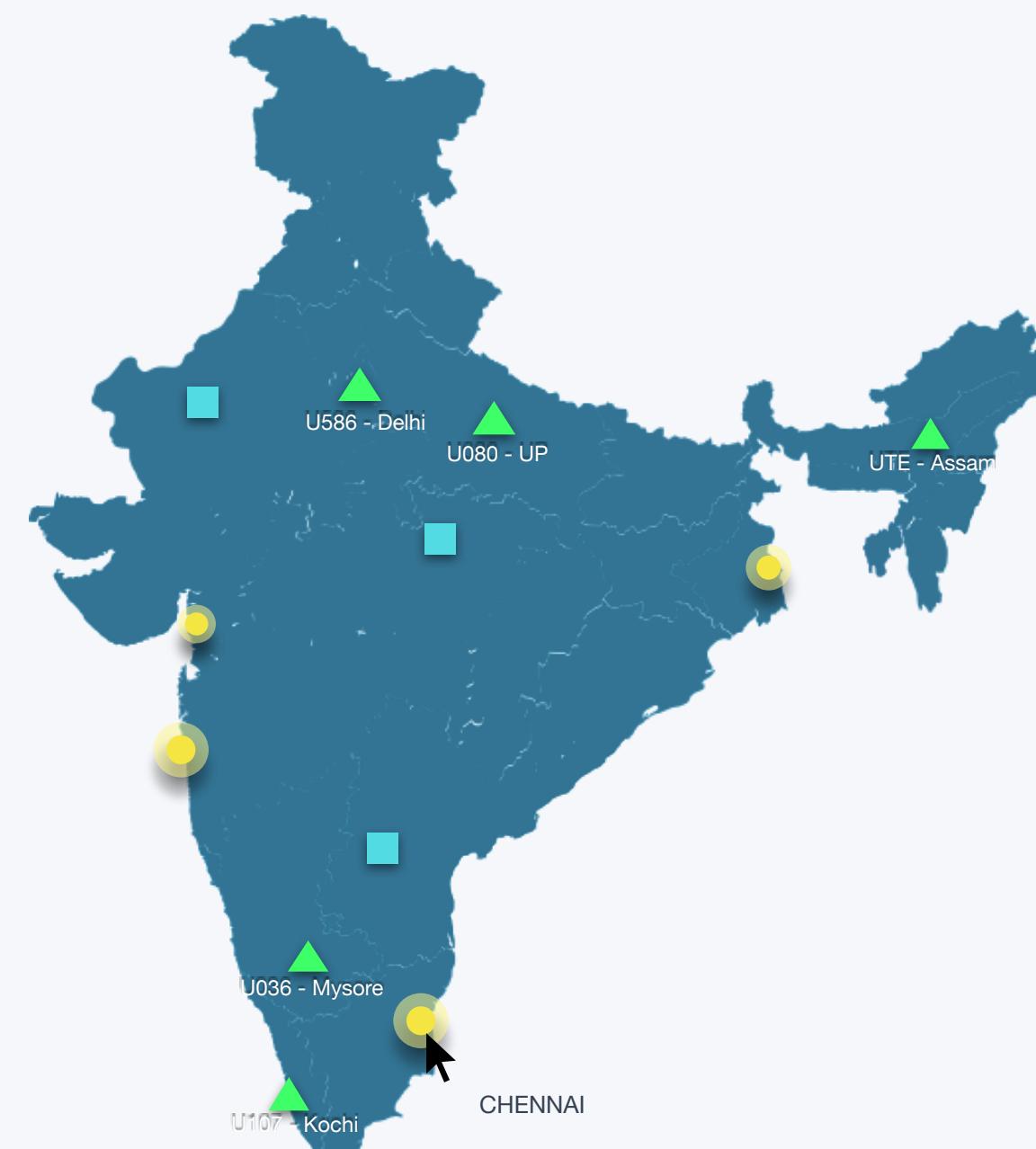
Last Login: 12:30 pm, 12 December 2018

**COMING SOON**

[Home](#) / [Suppliers](#) / [Supplier 1](#)

Supply Optimization

Material Material 1 ▾

 Optimize based on lead time Optimize based on Cost Overall Optimization

Supply Optimization options for Material 1 (select plant to view the details)

Plant	From	Mode	Cost (INR)	Lead Time to Plant (days)
U036	Hyderabad	Road	15,000	5 Days
U107	Chennai	Road	25,000	7 Days
U586	Surat	Air	12,000	1 Day
U080	Lucknow	Road	8,000	2 Days
UTE	Kolkata	Air	17,000	1 Day



Port



Plants



Supplier Warehouse



Supply Optimization

Material Material 1 ▾

 Optimize based on lead time

Optimize based on Cost

Overall Optimization



Port

Plants

Supplier Warehouse

Supply Optimization options for Material 1 (select plant to view the details)

Plant	From	Mode	Cost (INR)	Lead Time to Plant
U036	Hyderabad	Road	15,000	5 Days
U107	Chennai	Road	25,000	7 Days
U586	Surat	Air	12,000	1 Day
U080	Lucknow	Road	8,000	2 Days
UTE	Kolkata	Air	17,000	1 Day

Supply options for Material 1 in Plant 1

From	Mode	Cost (INR)	Lead Time to Plant
Hyderabad	Road	15,000	5 Days
Chennai	Road	18,000	7 Days
Mumbai	Road	32,000	9 Days

< Back

Material ID	Material Name	Plants	Exh. Date	Current Contract
4600465298	Material 1	Plant 1	30 Jun 2019	1

Volume Insights

Total Volume
Material 1 Exhausting in Plant 1 in June & plants 2 & 3 in July.

Choose duration of cover 3

Material 1 is Exh. in following plants

Plant	Volume Balance in June	Volume Required in July	Date
Plant 1	100 Tons	200	June
Plant 2	150 Tons	100	July
Plant 3	150 Tons	500	August

Suppliers supplying Material 1 also supply Material 2, Material 3, Material 4

Choose bundling options

Material	Plant	Volume Balance in June	Exh. Date	Volume Required for cover period
Material 2	Plant 2	12 tons	June	July
Material 3	Plant 3	10 Tons	July	Aug
Material 4	Plant 4	130 tons	September	Sep

Done

Volume to Source

- Material 1** 300 tons at Confidence level 90%
- Material 2** 500 tons at Confidence level 90%
- Material 3** 200 tons at Confidence level 90%

Suppliers Insights

(Select Suppliers)
Approved Suppliers
All Suppliers

Select Materials Material 1 Material 2 Material 3 Compare Suppliers

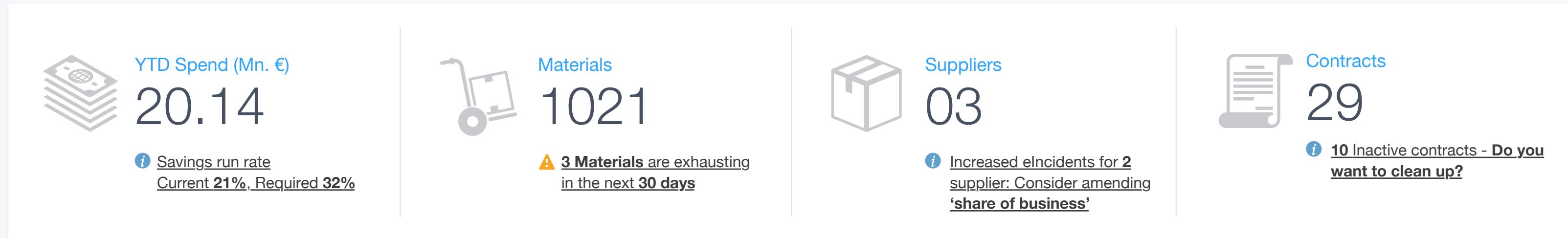
SUPPLIER DETAILS						
Supplier	Material	SOB	Last Contracted Price (per KG)	Last Contracted Date	Avg. Lead Time	e-Incidents & OTIF
<input checked="" type="checkbox"/> AKZO	Material 1	-	€ 11.17	01-04-2018	-	-
AKZO	Material 2	-	€ 11.17	01-04-2018	-	-
AKZO	Material 3	-	€ 11.17	01-04-2018	-	-
<input checked="" type="checkbox"/> CHEM	Material 1	-	€ 11.17	01-04-2018	-	-
CHEM	Material 2	-	€ 11.17	01-04-2018	-	-
CHEM	Material 3	-	€ 11.17	01-04-2018	-	-
LGA	Material 2	-	€ 11.17	01-04-2018	-	-

Approved Supplier

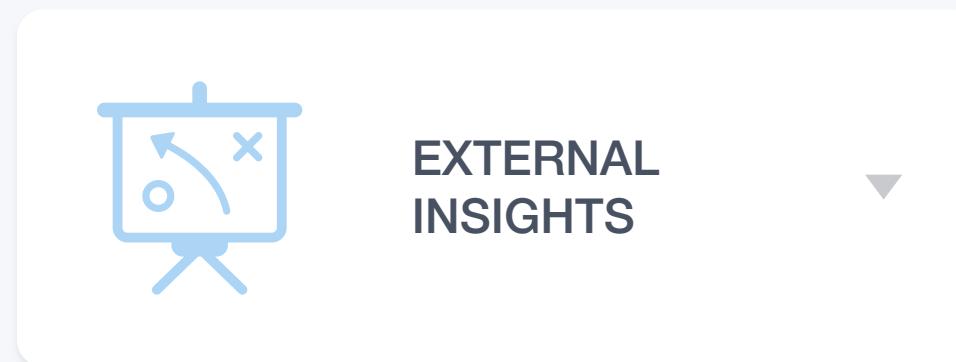
Partial Approved Supplier

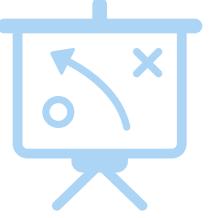
Non-Approved Supplier

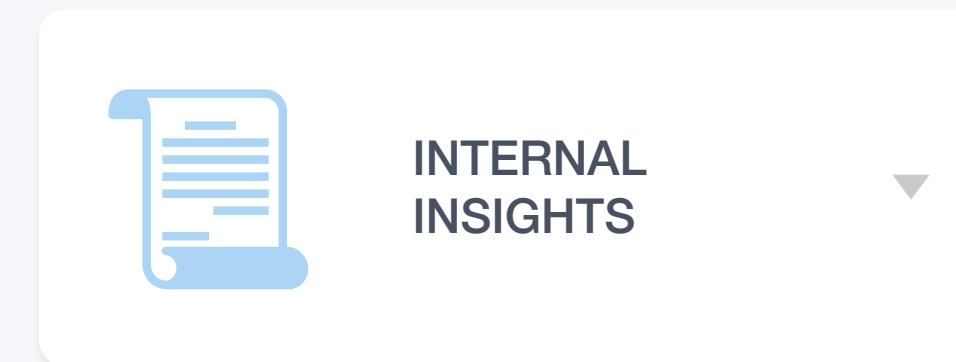
Buyer Overview



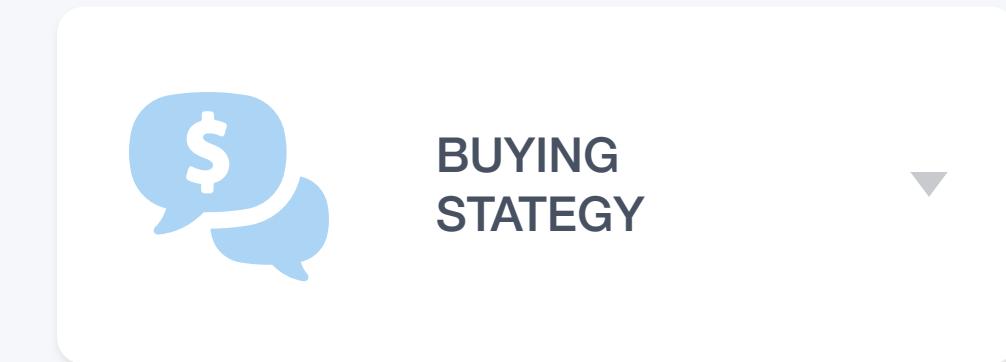
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 EXTERNAL INSIGHTS

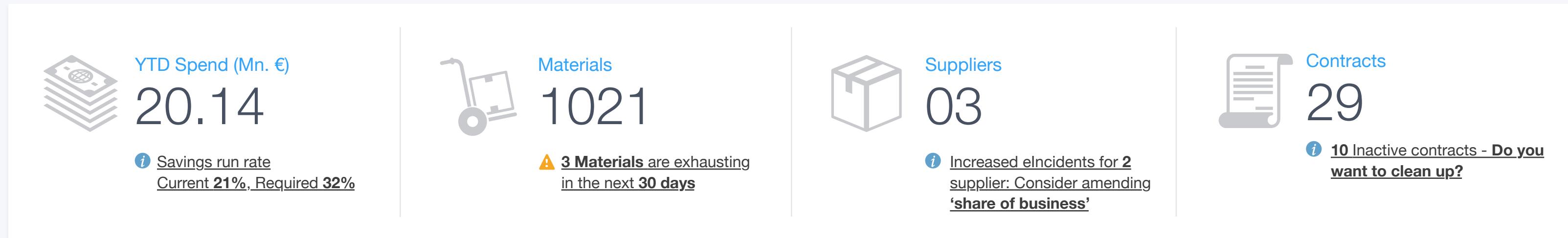


 INTERNAL INSIGHTS



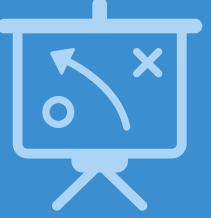
 BUYING STATEGY

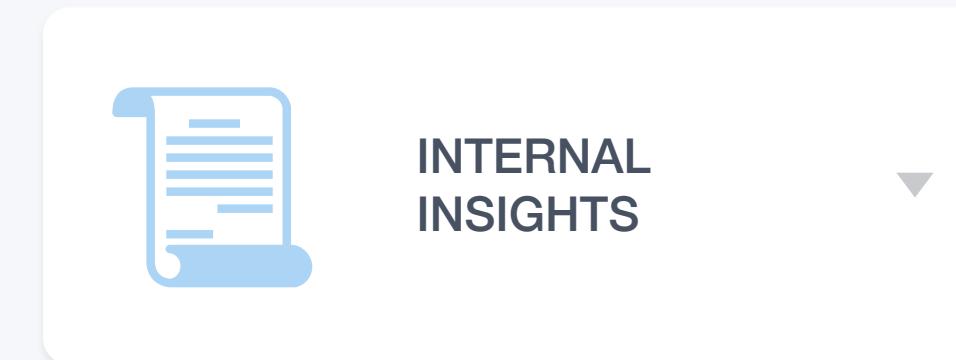
Buyer Overview



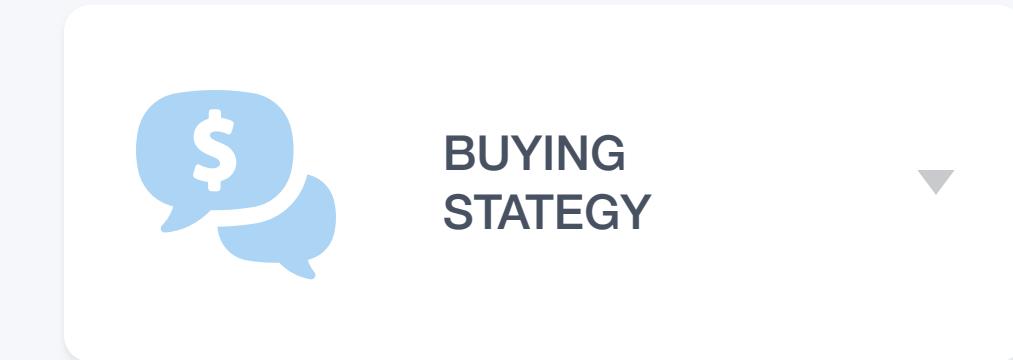
Explore



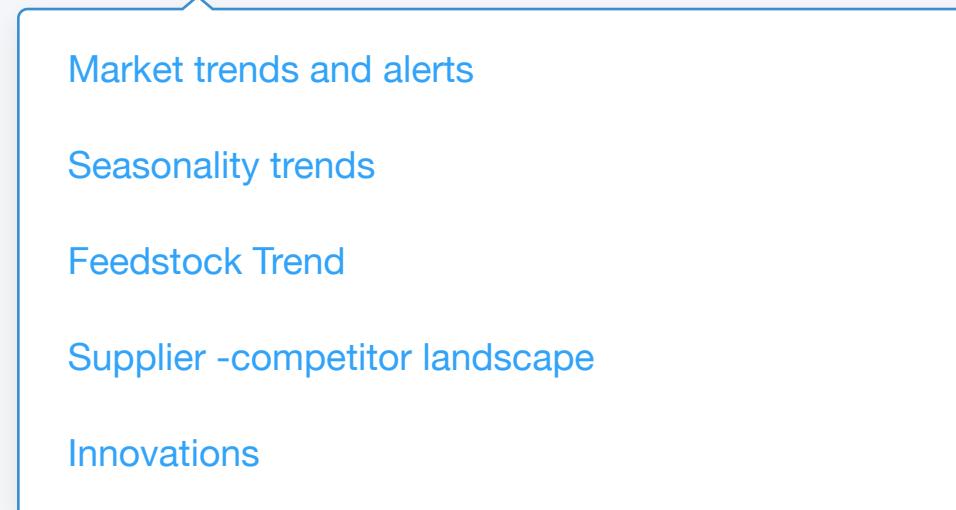
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 INTERNAL INSIGHTS



 BUYING STATEGY



Market trends and alerts
Seasonality trends
Feedstock Trend
Supplier -competitor landscape
Innovations



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PHASE 1

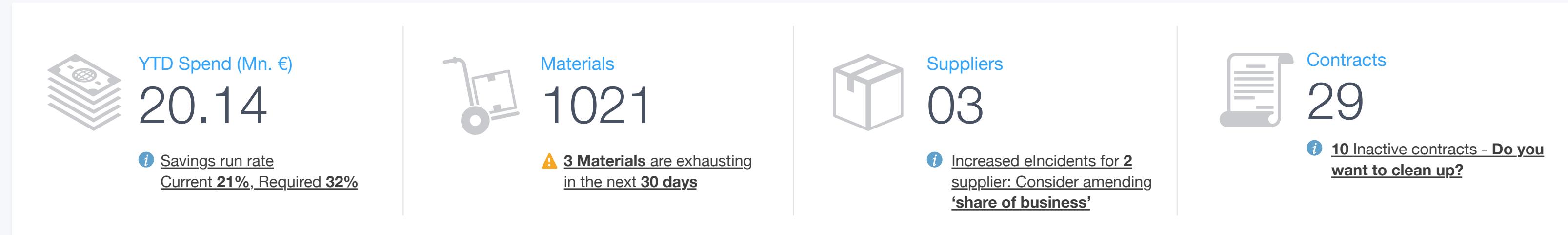
Portfolio ▼

Quick Links ▼

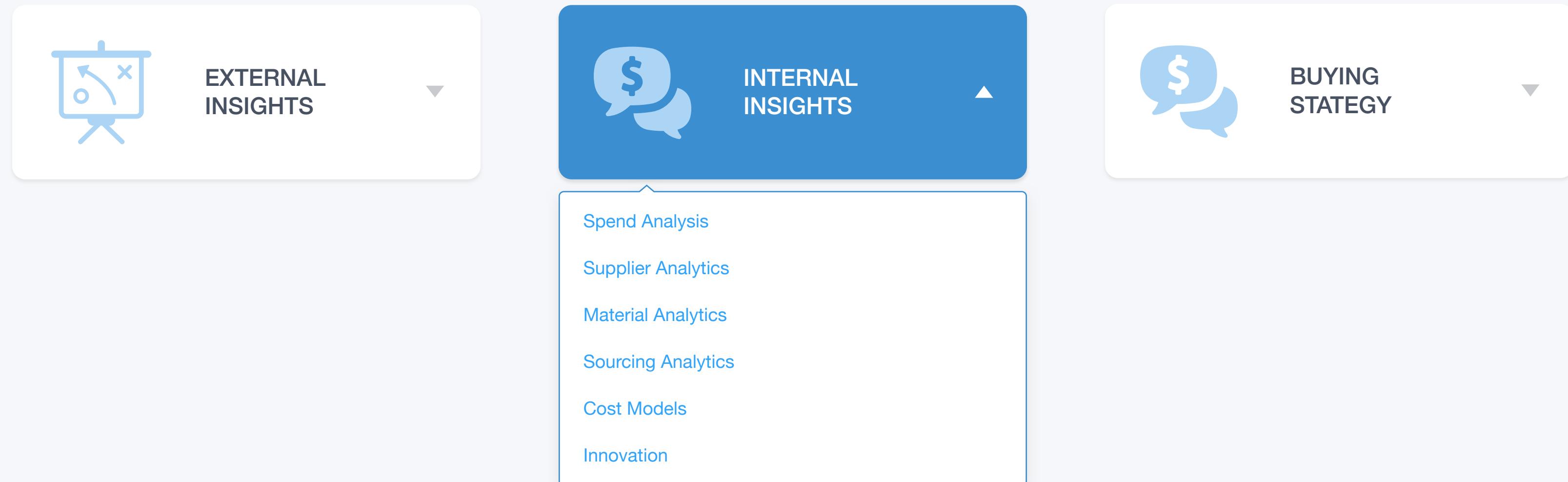
Currency ▼

EURO

Buyer Overview



Explore



Home / Material Exhaustion

Material Exhaustion Alert

Total Material Exhaustion

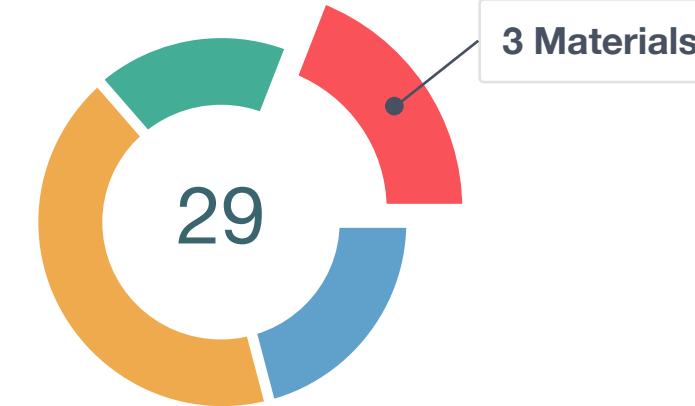
Days

6-10

11-20

21-30

31-60



3 Materials

Impact

3 Material expiring in **30 Days**, with potential impact on delivery for 5 plants

Filter

Material	Cover End Date ▼	No of Plants	No of Contract	Exhaustion Type▲	Exhaustion Date	Expiry Date
Material 1	30 June 2019	3	2	Volume Based	30 Jun 2019	31 Dec 2019
Material 2	10 July 2019	5	1	Time Based	30 Jul 2019	10 July 2019
Material 3	17 Aug 2019	1	5	Time Based	- NA-	17 July 2019



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Phase 1

Portfolio ▼

Quick Links ▼

Currency ▼

PHP

< Back

Material ID	Material Name	Plants	Exh. Date	Current Contract
4600465298	Material 1	Plant 1 ^	30 Jun 2019	1

Volume Insights



Total Volume

Material 1 Exhausting in Plant 1 in June, Plant 2 in July & Plant 3 in Aug.

Choose duration of cover Select Months

Suppliers supplying Material 1 also supply Material 2, Material 3, Material 4

Material 1 is Exh. in following plants

Plant	Volume Balance in June	Volume Required in July	Exh. Date
Plant 1	100 Tons	200	June
Plant 2	150 Tons	100	July
Plant 3	150 Tons	500	August

Choose bundling options

Material	Plant	Volume Balance in June	Exh. Date	Volume Required for cover period
Material 2	Plant 2	X tons	June	-
Material 3	Plant 3	Y Tons	July	-
Material 4	Plant 4	Z tons	September	-

Done

< Back

Material ID	Material Name	Plants	Exh. Date	Current Contract
4600465298	Material 1	Plant 1	June 2019	1

Volume Insights



Total Volume

Material 1 Exhausting in Plant 1 in June & plants 2 & 3 in July.

Choose duration of cover Select Months

Suppliers supplying Material 1 also supply Material 2, Material 3, Material 4

Material 1 is Exh. in following plants

Plant	Volume Balance in June	Exh. Date	Volume Required for cover period
Plant 1	X tons	June	-
Plant 2	Y Tons	July	-
Plant 3	Z tons	Aug	-

Choose bundling options

Material	Plant	Volume Balance in June	Exh. Date	Volume Required for cover period
Material 2	Plant 2	X tons	June	-
Material 3	Plant 3	Y Tons	July	-
Material 4	Plant 4	Z tons	September	-

Done

Volume to Source

Material 1 300 tons at Confidence level 90% ▾

Material 2 500 tons at Confidence level 90% ▾

Material 3 200 tons at Confidence level 90% ▾

Suppliers Insights

(Select Suppliers)
Approved Suppliers
All Suppliers
Select Materials Material 1 Material 2 Material 3

Compare Suppliers

SUPPLIER DETAILS						
Supplier	Material	SOB	Last Contracted Price (per KG)	Last Contracted Date	Avg. Lead Time	e-Incidents & OTIF
<input checked="" type="checkbox"/> AKZO	Material 1	-	€ 11.17	01-04-2018	-	-
	Material 2	-	€ 11.17	01-04-2018	-	-
	Material 3	-	€ 11.17	01-04-2018	-	-
<input checked="" type="checkbox"/> CHEM	Material 1	-	€ 11.17	01-04-2018	-	-
	Material 2	-	€ 11.17	01-04-2018	-	-
	Material 3	-	€ 11.17	01-04-2018	-	-
	Material 2	-	€ 11.17	01-04-2018	-	-

Approved Supplier

Partial Approved Supplier

Non-Approved Supplier



Supplier Comparison

(Configure data to view supplier comparison)

[+ Add a Material and Plant combination](#)[+ Add Supplier](#)

Currency Normaliser

Edit

DONE

Material	Plant Name	Supplier	Net Price	Payment Terms	Buying Currency	Incoterm	Net Price_EXW	Freight	Taxes & Duties	Local Transport
EDTA - CALCIUM DISODIUM	Cavite Foods	AKZO.. AKZO NOBEL FUNCTIONAL CHE	12.65	60	USD	CIP	12.01	0.63	2.84	0.31
		CHEM..	668.50	45	PHP	DDP	508.06	26.74	120.33	13.37

Click on done to view
Supplier Comparison



Supplier Comparison

(Configure data to view supplier comparison)

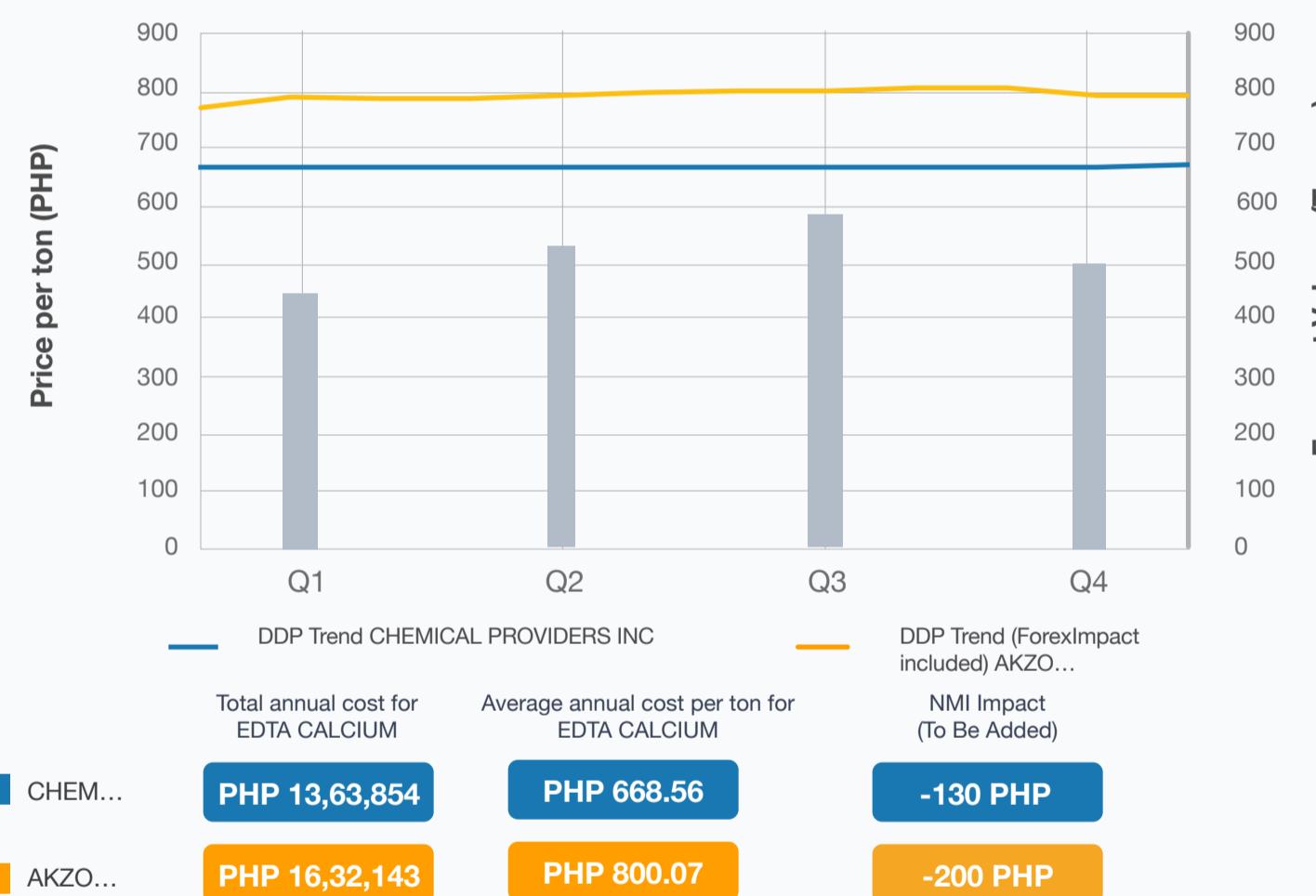
[Add a Material and Plant combination](#)
[Add Supplier](#)
[Currency Normaliser](#)

Edit

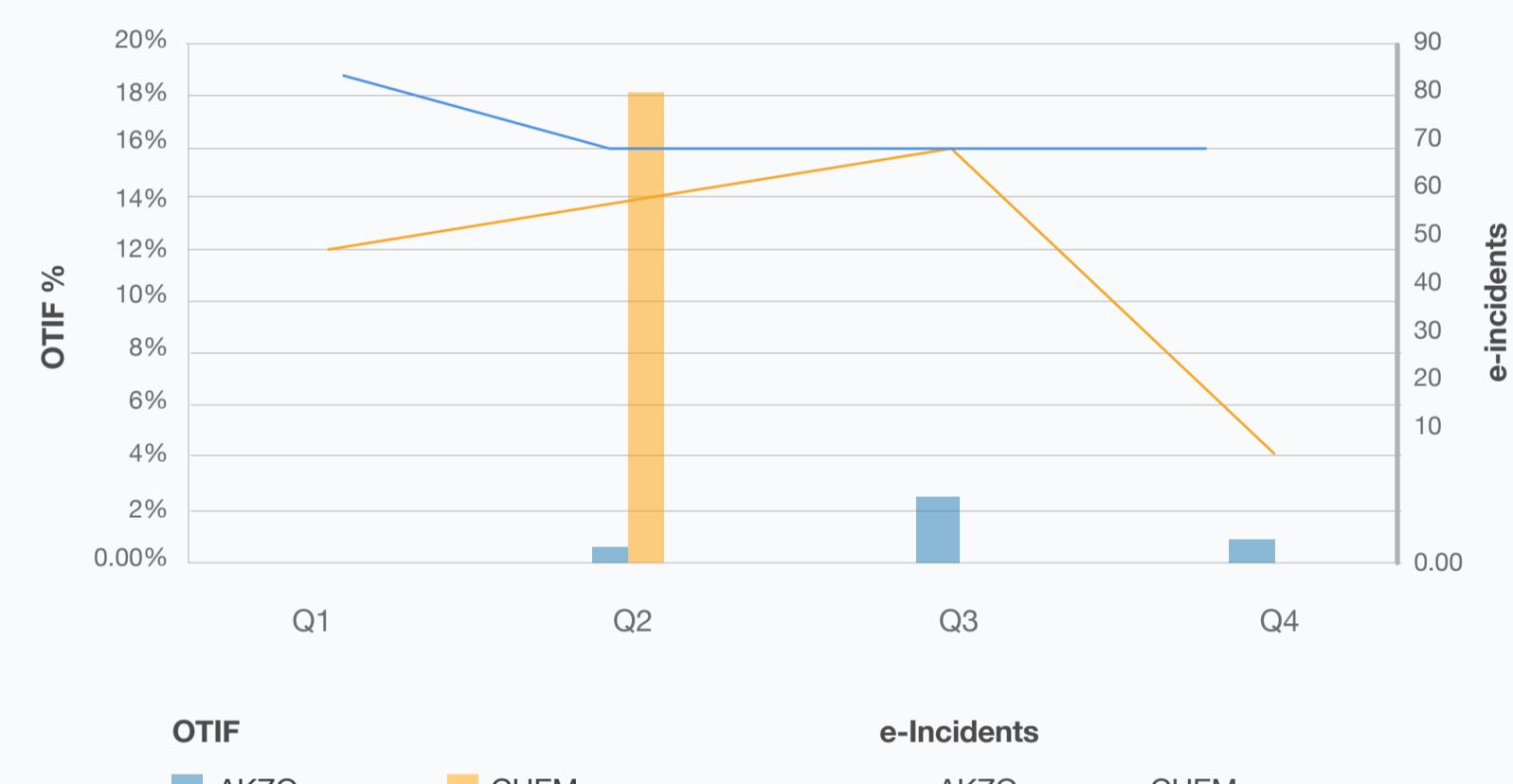
[DONE](#)

Material	Plant Name	Supplier	Net Price	Payment Terms	Buying Currency	Incoterm	Net Price_EXW	Freight	Taxes & Duties	Local Transport
EDTA - CALCIUM DISODIUM	Cavite Foods	AKZO..	12.65	60	USD	CIP	12.01	0.63	2.84	0.31
		AKZO NOBEL FUNCTIONAL CHEMICALS INC.								
		CHEM..	668.5	45	PHP	DDP	508.06	26.74	120.33	13.37

Price Comparison



Performance Comparison



Impact on Share of Businesses on Landed Cost , Cash on Hand & NMI

Share of Business



Payment Terms

Average past payment terms: 90 Days

Past year's Spend: 1.3Mn PHP

AKZO NOBEL FUNCTIONAL CHEMICALS INC. 80 Days

CHEMICAL PROVIDERS INC. 100 Days

Result

Landed Cost: 695.37 PHP
Cash on Hand: 2Mn PHP
NMI: -465.60 PHP

Type here to search

Buyer Overview

Cost & Cash	Supplier	Contracts
 NMI -3.4M	 OTIF 80.5%	 PEPPER
 GMCI -51.8M	 eIncidents 84.01%	 EUROPE
 Savings -3.4M	 RS Complaint 80.55	 FUSION
		 PHASE 1 4 Days
		 Expired 1203
 Price Trend Spend Alert	 New Supplier Non-Compliance	 Cover Alert Blocked Invoice
More ▾	More ▾	More ▾

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ACTIONS





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Portfolio ▼

Quick Links ▼

Currency ▼

PHASE 1

EURO

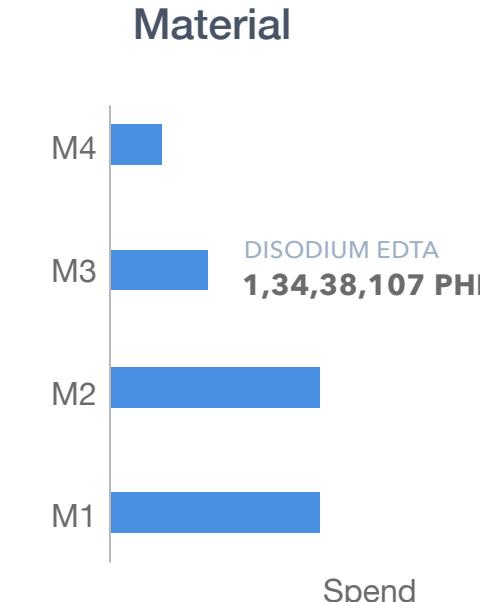
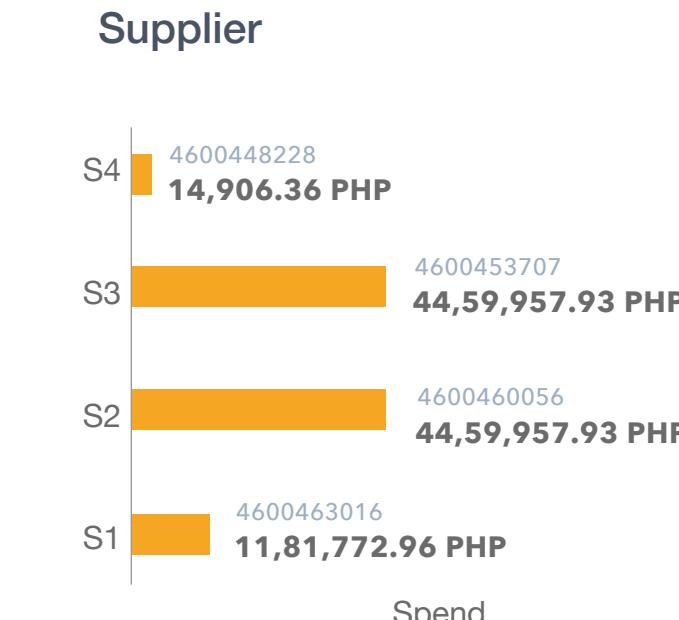
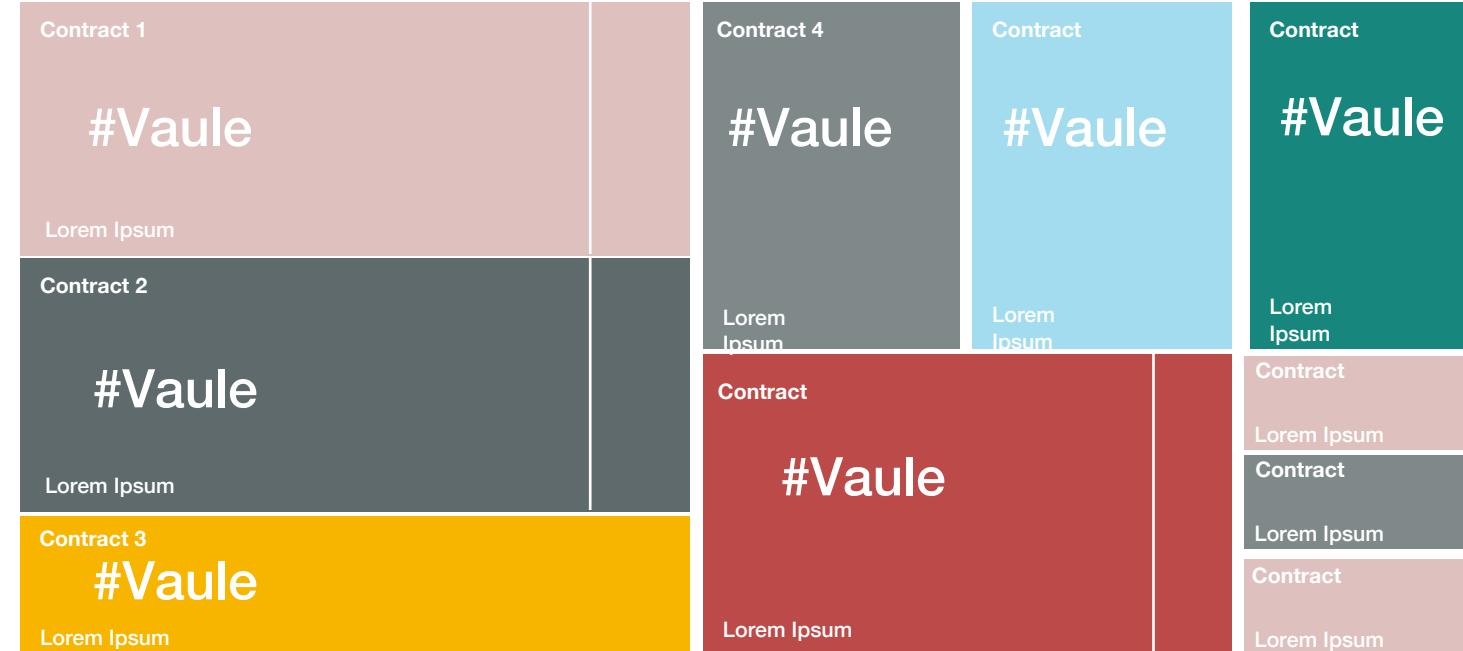
Home / Contracts

MY CONTRACTS

OVERLAPPING CONTRACTS

CONTRACT PERFORMANCE VOLUME

CONTRACT PERFORMANCE PAYMENT TERMS

Total Number of Contracts **2103**Active Contracts **1103**Expired Contracts **1103**

Contract No.	Material	Supplier Name	Expiry Date	Contract Type	Contract
4600461392	Material1	AKZO NOBEL	31 Mar 2019	Time Based	
8237135627	Material2	Asian agero	10 Apr 2019	Volume Based	
8237122128	Material3	Supplier 3	17 Apr 2019	Time Based	
8237123465	Material4	Supplier 4	19 May 2019	Volume Based	

MY CONTRACT

OVERLAPPING CONTRACTS

CONTRACT PERFORMANCE VOLUME

CONTRACT PERFORMANCE PAYMENT TERMS

Supplier

S4  4600448228
14,906.36 PHP

S3  4600453707
44,59,957.93 PHP

S2  4600460056
44,59,957.93 PHP

S1  4600463016
11,81,772.96 PHP

Spend

Material

M4 
DISODIUM EDTA
1,34,38,107 PHP

M3 

M2 

M1 

Spend

Plant

P4 
DISODIUM EDTA
1,34,38,107 PHP

P3 

P2 

P1 

Spend

Overlapping Contracts

Supplier Name	Material	Plant	Number of Contracts	Overlapped Duration
AKZO NOBEL	Material1	2	2	
Asian agero	Material2	3	3	
Supplier 3	Material3	2	2	
Supplier 4	Material4	4	4	

Timeline View of Supplier and Material

 AKZO NOBEL  Material 1

C1



C2



July 2019

Aug 2019

Sept 2019

Oct 2019

Nov 2019

Dec 2019

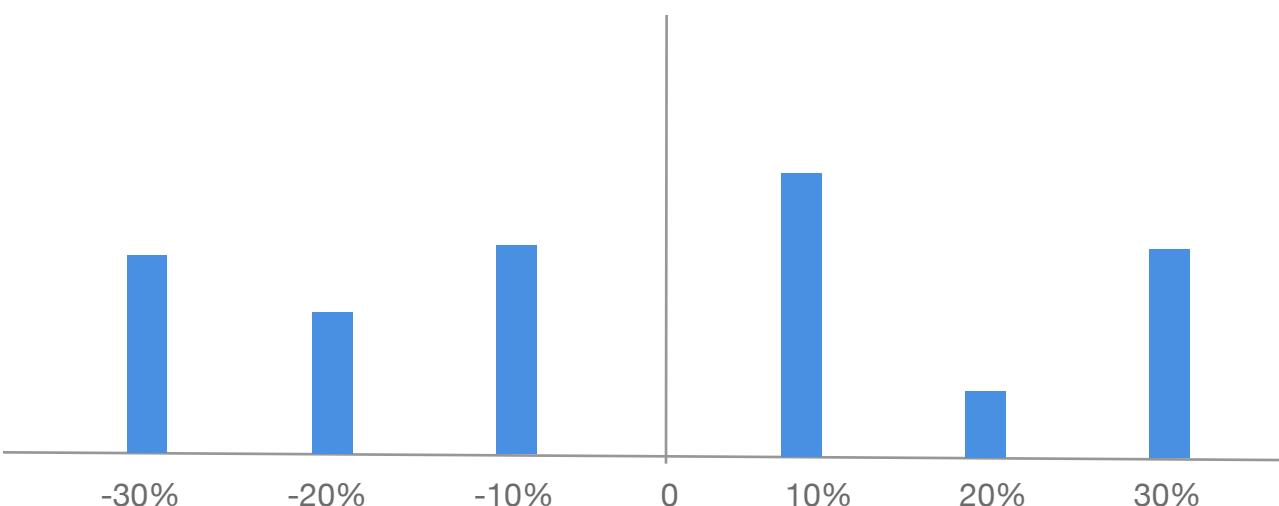
Home / Contracts

MY CONTRACT

OVERLAPPING CONTRACTS

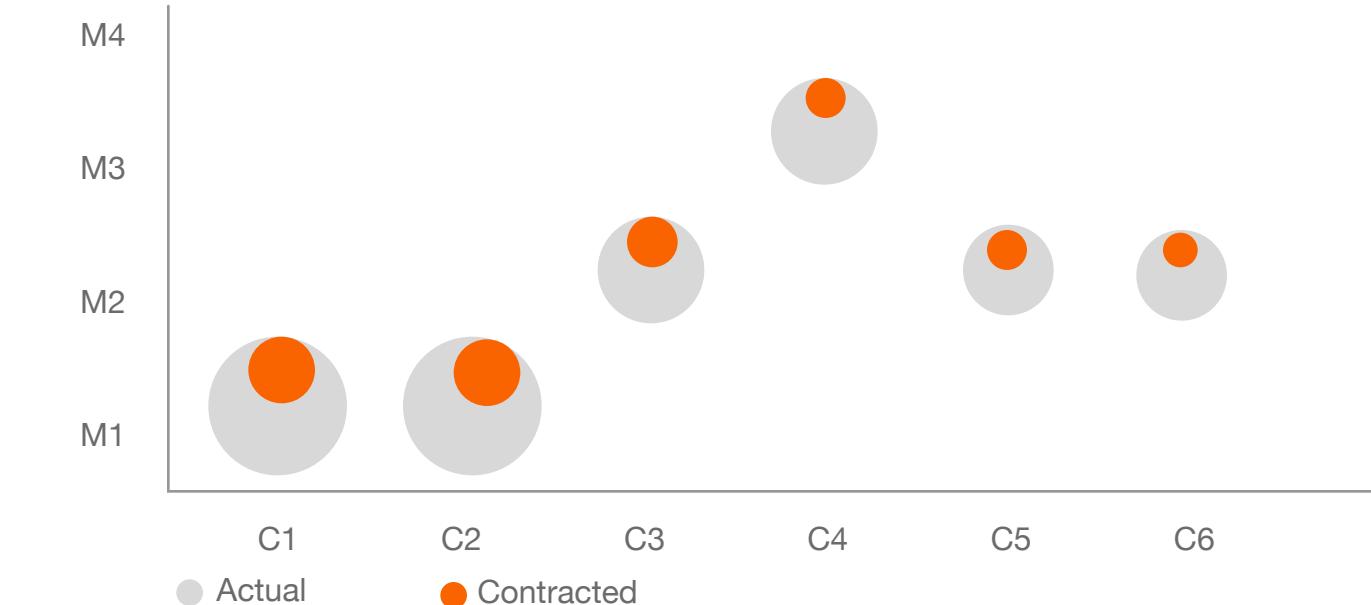
Material Volume Deviation Slabs

Filter

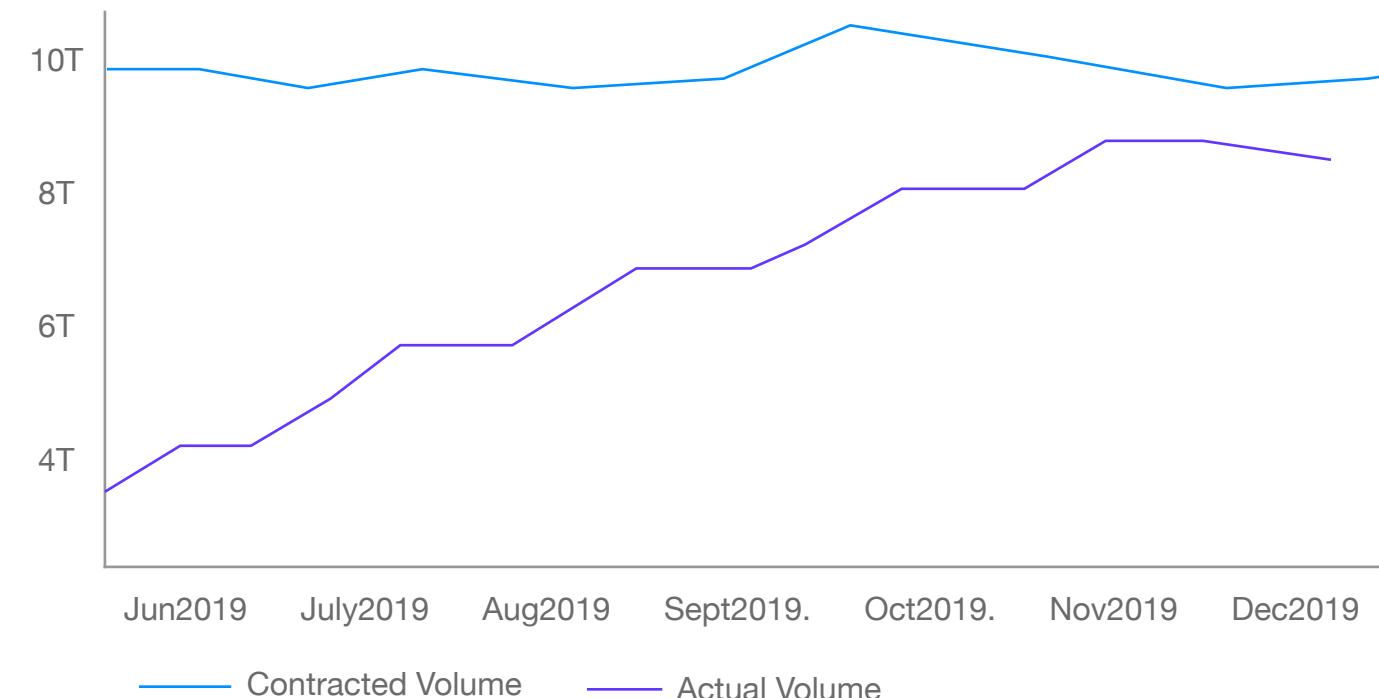


CONTRACT PREFORMANCE VOLUME

Actual & Contracted Volume Map



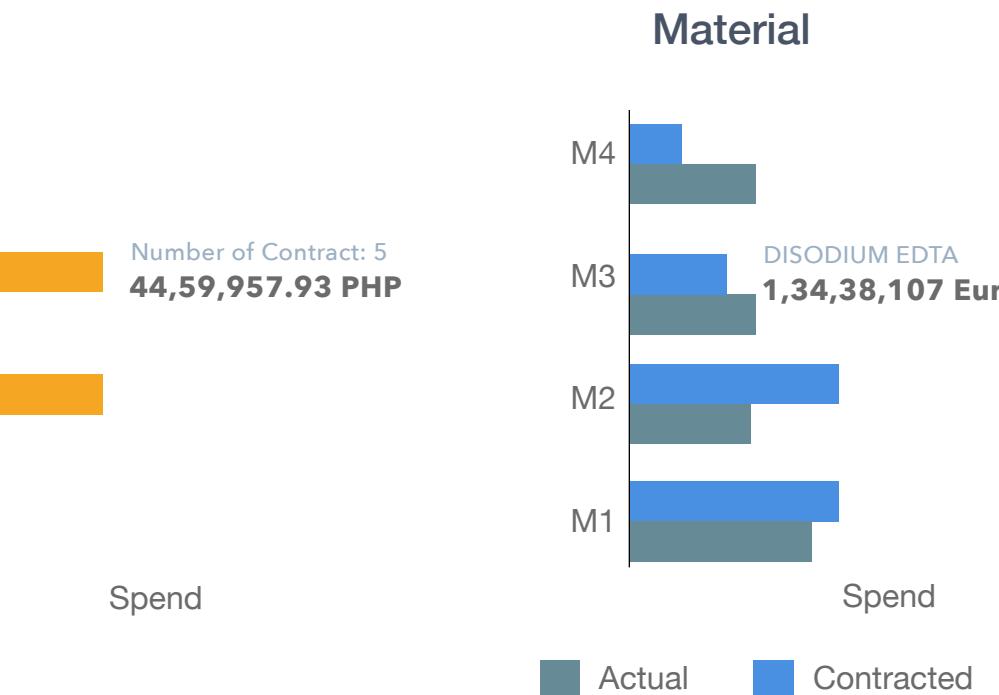
Actual vs Contracted Trend



Supplier



Material



MY CONTRACTS

Supplier

S4 | 4600448228
14,906.36 PHP

S3 | 4600453707
44,59,957.93 PHP

S2 | 4600460056
44,59,957.93 PHP

S1 | 4600463016
11,81,772.96 PHP

Spend

OVERLAPPING CONTRACTS

Material

M4 | DISODIUM EDTA
1,34,38,107 PHP

M2 |

M1 |

Spend

CONTRACT PREFORMANCE

Plant

P4 | DISODIUM EDTA
1,34,38,107 PHP

P3 |

P2 |

P1 |

Spend

Overlapping Contracts

Supplier Name	Material	Plant	Number of Contracts	Overlapped Duration
AKZO NOBEL	Material1	2	2	
Asian agero	Material2	3	3	
Supplier 3	Material3	2	2	
Supplier 4	Material4	4	4	

Timeline View of Supplier and Material

AKZO NOBEL | Material 1

C1



C2



July 2019

Aug 2019

Sept 2019

Oct 2019

Nov 2019

Dec 2019

Type here to search

Procurement Dashboard & Apps



Buyer Overview

Cost & Cash	Supplier	Contracts & Payment
NMI -3.4M	OTIF 80.5%	# Contracts 2313
GMCI -51.8M	eIncidents 84.01%	Payment Terms 66.4 Days
Savings -3.4M	RS Complaint 80.55	Expired 1203
 Price Trend Spend Alert	 New Supplier Non-Compliance	 Cover Alert Blocked Invoice
More	More	More

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Buyer Overview

Cost & Cash	Supplier	Contracts & Payment
 NMI -3.4M	 OTIF 80.5%	 # Contracts 2313
 GMCI -51.8M	 eIncidents 84.01%	 Payment Terms 66.4 Days
 Savings -3.4M	 RS Complaint 80.55	 Expired 1203

[Price Trend](#) [Spend Alert](#)

More

[New Supplier](#) [Non-Compliance](#)

More

[Cover Alert](#) [Blocked Invoice](#)

More

[Spend](#)[Material Impact](#)[Savings](#)[Pricing & Volume*](#)[PPV Dashboard](#)**EXTERNAL
INSIGHTS****INTERNAL
INSIGHTS****STRATEGIC
ACTIONS**

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Procurement Dashboard & Apps



Buyer Overview

Cost & Cash	Supplier	Contracts & Payment
 NMI -3.4M	 OTIF 80.5%	 # Contracts 2313
 GMCI -51.8M	 eIncidents 84.01%	 Payment Terms 66.4 Days
 Savings -3.4M	 RS Complaint 80.55	 Expired 1203
 Price Trend Spend Alert	 New Supplier Non-Compliance	 Cover Alert Blocked Invoice
More	More	More

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[Supplier On-Boarding](#)
[Quality](#)
[Compliance](#)
[Supplier Console](#)

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Buyer Overview

Cost & Cash	Supplier	Contracts & Payment
NMI -3.4M	OTIF 80.5%	# Contracts 2313
GMCI -51.8M	eIncidents 84.01%	Payment Terms 66.4 Days
Savings -3.4M	RS Complaint 80.55	Expired 1203
 Price Trend Spend Alert	 New Supplier Non-Compliance	 Cover Alert Blocked Invoice
More	More	More

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**INTERNAL
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- My Contracts
- Overlapping Contracts
- Volume Performance
- PT Performance
- Manage Contracts
- Blocked Payments (IApp)



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Procurement Dashboard & Apps



Buyer Overview

Cost & Cash	Supplier	Contracts & Payment	
NMI -3.4M	OTIF 80.5%	# Contracts 2313	
GMCI -51.8M	eIncidents 84.01%	Payment Terms 66.4 Days	
Savings -3.4M	RS Complaint 80.55	Expired 1203	
Price Trend	New Supplier	Cover Alert	Contract Optimisation opportunity
Spend Alert	Non-Compliance	Blocked Invoice	
More	More	More	

Explore

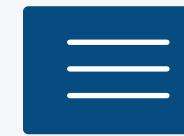
EXTERNAL INSIGHTS

INTERNAL INSIGHTS

STRATEGIC ACTIONS

Suppliers

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- [New Suppliers](#)
- [Pricing](#)
- [Indices](#)
- [Customs & Duties](#)
- Market**
- [Macro Economics Trends](#)
- [Innovations](#)



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External link



Buyer Overview

Cost & Cash	Supplier	Contracts & Payment
NMI -3.4M	OTIF 80.5%	# Contracts 2313
GMCI -51.8M	eIncidents 84.01%	Payment Terms 66.4 Days
Savings -3.4M	RS Complaint 80.55	Expired 1203
Price Trend	New Supplier	Cover Alert
Spend Alert	Non-Compliance	Contract Optimisation opportunity
More	More	More

Explore

EXTERNAL INSIGHTS

INTERNAL INSIGHTS

STRATEGIC ACTIONS

- [Recipies Flex](#)
- [Cost Modals](#)
- [Cost Benchmarking](#)
- [Innovations](#)
- [Negotiation Analytics](#)





USQ5 Compliance



Suso Compliance



E Incidents

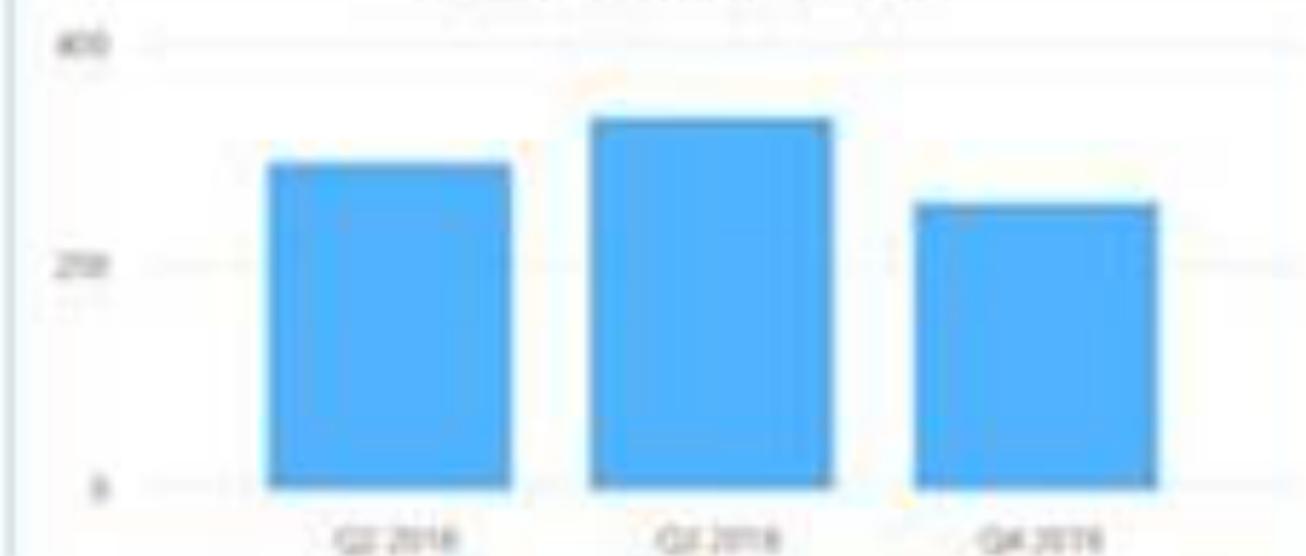
Current Year Total:

888

Previous Year Total:

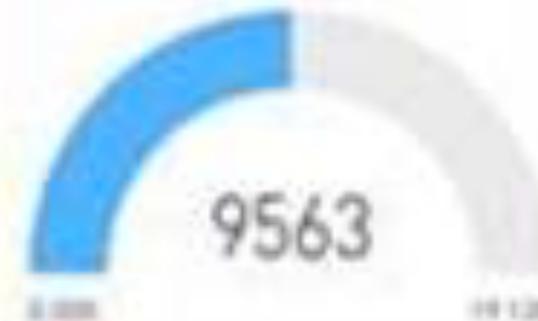
0

Total Number of E Incidents



OTIF Incidents

OTIF Losses:



On Time In Full %



Payment On Time

% of Payments on Time:



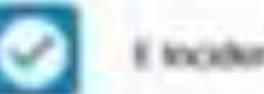
Detailed Reports



USQ5



Suso



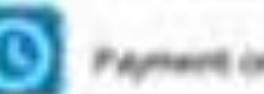
E Incidents



Specs Status



OTIF



Payment On Time

Status:
Form Entry HEADER ITEM DETAILS LEGAL ADDITIONAL DETAILS VIEW SUMMARY Basic Info Supplier Details Commercial Details Pricing Validity Price Conditions System Details Collaboration

05 ISSUES FOUND

ERRORS (0)

WARNINGS (5)

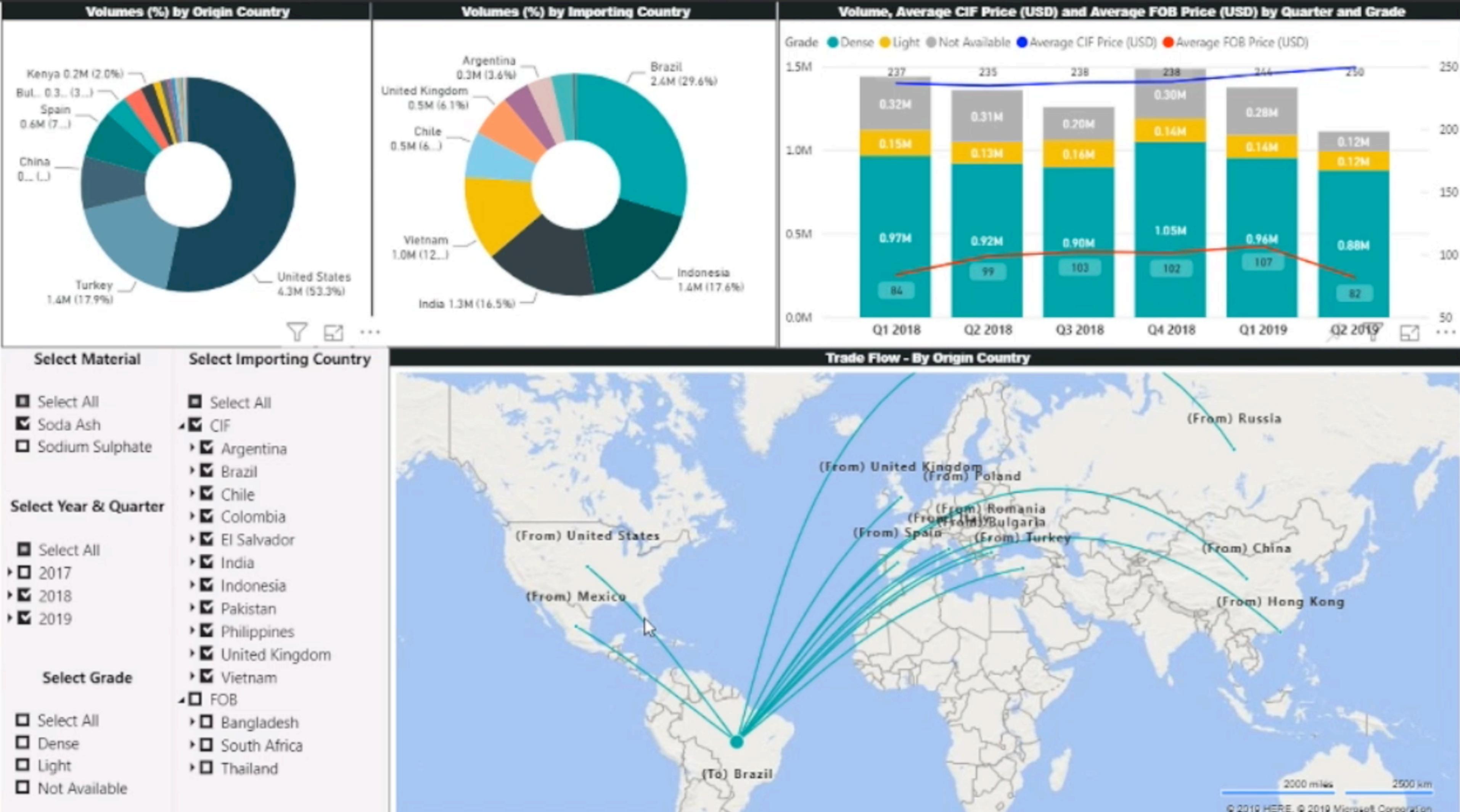
 Upload Download

	Basic Info					Commercial Details						
<input type="checkbox"/>	Material ID/Description	Group ID/Description	Country	Plant ID/Name	Quantity	UOM	Unit Price	Currency	Price UOM	Line Item Value	Payment Terms	Incoterm ID/Name
1.	50140101 Material being...	ID501401 Flüssig 6*500ml...	China	PID501401 Shanghai Plant	1,30,000	Box	114.24	USD	1000	2026.20 USD	P120 Net 120 Days	DAP Delivered
2.	50140101 Material being...	ID501401 Flüssig 6*500ml...	China	PID501401 Shanghai Plant	1,30,000	Box	114.24	USD	1000	2026.20 USD	P120 Net 120 Days	DAP Delivered
3.	50140101 Material being...	ID501401 Flüssig 6*500ml...	China	PID501401 Shanghai Plant	1,30,000	Box	114.24	USD	1000	2026.20 USD	P120 Net 120 Days	DAP Delivered
3.	50140101 Material being...	ID501401 Flüssig 6*500ml...	Singapore	PID501401 Shanghai Plant	1,30,000	Box	114.24	USD	1000	2026.20 USD	P120 Net 120 Days	DAP Delivered
4.	50140101 Material being...	ID501401 Flüssig 6*500ml...	Singapore	PID501401 Shanghai Plant	1,30,000	Box	114.24	USD	1000	2026.20 USD	P120 Net 120 Days	DAP Delivered
5.	50140101 Material being...	ID501401 Flüssig 6*500ml...	Singapore	PID501401 Shanghai Plant	1,30,000	Box	114.24	USD	1000	2026.20 USD	P120 Net 120 Days	DAP Delivered
6.	50140101 Material being...	ID501401 Flüssig 6*500ml...	Singapore	PID501401 Shanghai Plant	1,30,000	Box	114.24	USD	1000	2026.20 USD	P120 Net 120 Days	DAP Delivered
7.	50140101 Material being...	ID501401 Flüssig 6*500ml...	Singapore	PID501401 Shanghai Plant	1,30,000	Box	114.24	USD	1000	2026.20 USD	P120 Net 120 Days	DAP Delivered
8.												
9.												
10.												
11.												

⚠ No Demand For this Material

Material ID 83311837 does not have demand

⚠ Material Exhaustion Alert[Click here for Sourcing insights](#)





HEADER

 ITEM DETAILS LEGAL ADDITIONAL DETAILS COLLABORATORS VIEW SUMMARYStatus:
VALIDATIONS PASSED

GENERAL

APPROVAL & SIGNATURE

SUPPLIER DETAILS

REPORTING & COMPLIANCE

IFRS

< >

Unilever Contract Header Fields

RESET

Contract Owner*

Alican Arikan



CTC Type*

 Volume Based Date Based

Contract Description*

Details on the contract

- Detail 1
- Detail 2

Dates and Reminders

Effective Date*

01-Jun-2019



Expiration Date*

31-Dec-2019



iCAT Reference Number

iCAT00029562

Contract Requester

Lionel De

CLM Reference Number

CTC0042653

CONTRACTS
Import data from old contracts

Search contract in history



Jean Campbell

1116916 | APTAR UK LTD

CLONE

Peter Eizenhoefer

1024572 | AMCOR FLEXIBLES ITALIA SRL

CLONE

Alican Arikan

200093 | MILLIKEN EUROPE BVBA

CLONE

Susanne Stegmueller

19782 | ITALCANDITI S.P.A.

CLONE

Tamer Doyuran

50564165 | NUMIDIA BV

CLONE

Karien Ransschaert

66356 | EUROPOLIGRAFICO SPA

CLONE

Sayan Sinha

1030813 | NYPRO LIMITED

CLONE



DASHBOARD

CONTRACTS

SETTINGS

CPMO



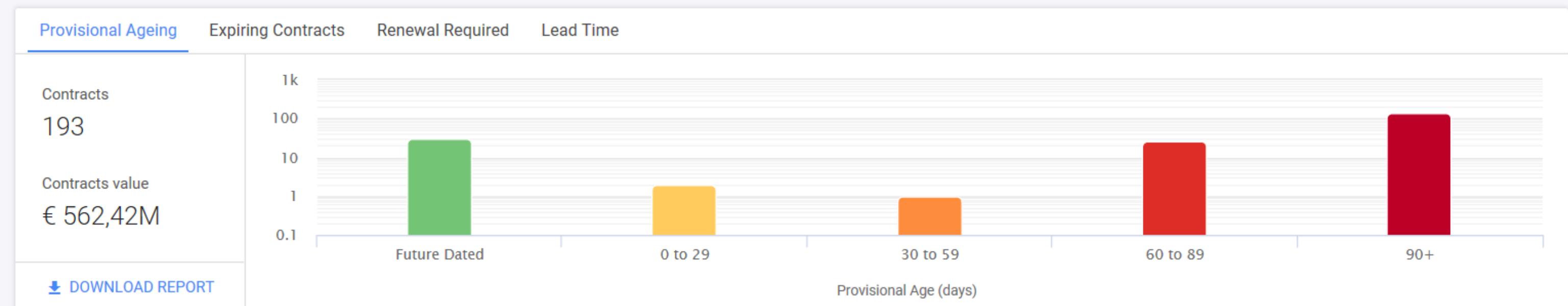
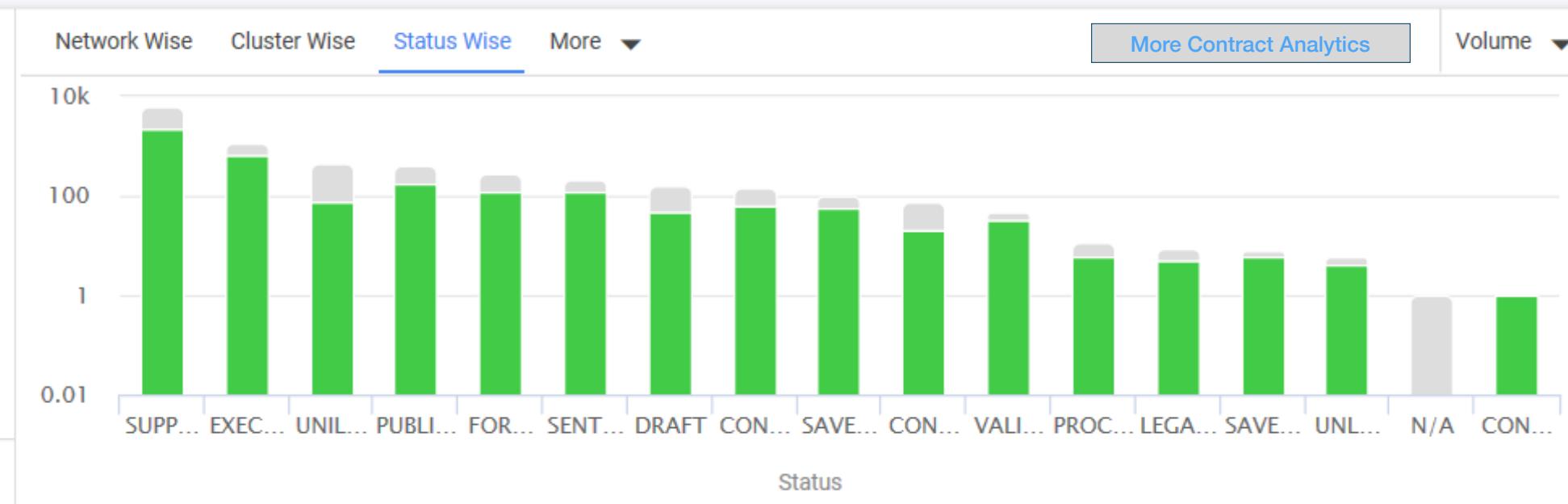
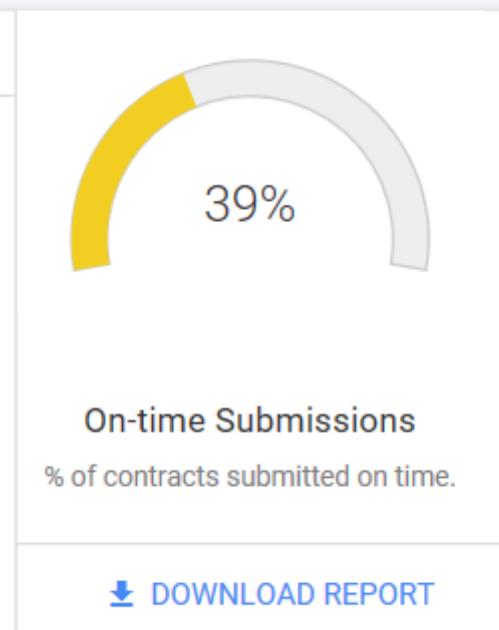
Dashboard

Inflight Contracts

Active Contracts

[+ Add Filter](#)

Active Contracts	
Total Contracts	Download
9.349	
Total Contract Value	
€ 139,96T	
Avg. Contract Creation time	
2 days 11,7 hours	

[BACK TO BUYERS CONSOLE](#) My Action Items Pending for Approval

iCAT00011559
ENGRO FOODS LIMITED_2019/Feb
231 days

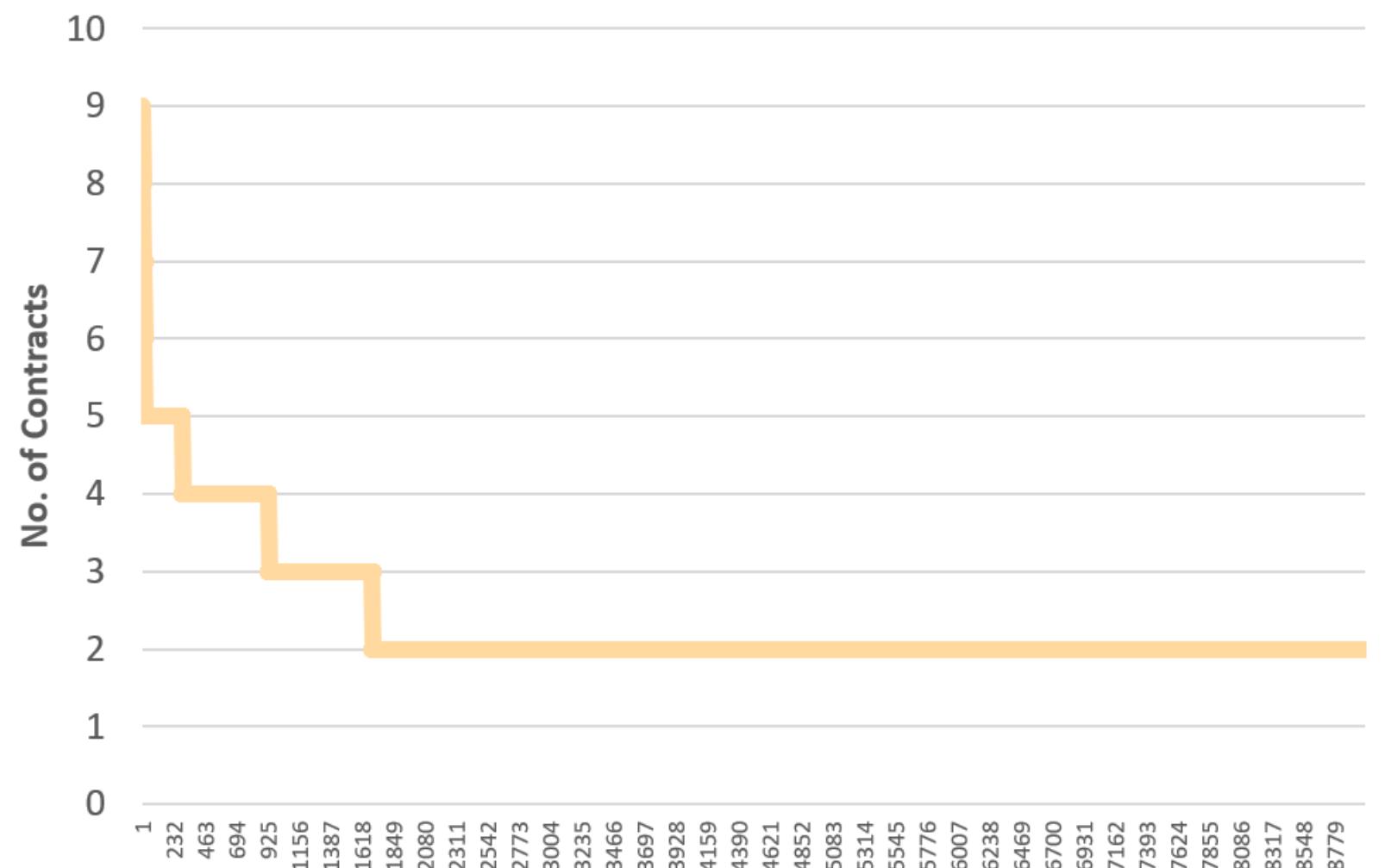
[Open](#)

iCAT00012067
ANTA TIRTA KIRANA PT._2019/Jan
224 days

[Open](#)

iCAT00012072
PT DNP INDONESIA_2019/Jan
223 days

[Open](#) Pending Provisional Contracts Renewal Required

[BACK TO BUYERS CONSOLE](#)

Key Insights

50,000+ Materials

8000+ Multiple Same Supplier & Material Contracts

~16 Pairs with 5+ Contracts

Example – Material ID 83297XXX Supplier ID 10025XXX in 9 Contracts

My Action Items

Pending for Approval

iCAT00011559
ENGRO FOODS LIMITED_2019/Feb
231 days

[Open](#)

iCAT00012067
ANTA TIRTA KIRANA PT._2019/Jan
224 days

[Open](#)

iCAT00012072
PT DNP INDONESIA_2019/Jan
223 days

[Open](#)

Pending Provisional Contracts

Renewal Required

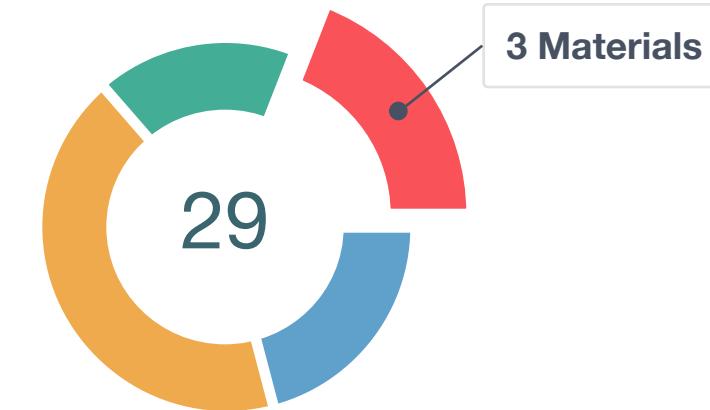
Home / Material Exhaustion



Material Cover Alert

Select Exhaustion window

Days

[6-10](#) [11-20](#) [21-30](#) [31-60](#)

Impact

3 Material expiring in **30 Days**, with potential impact on delivery for 5 plants

Filter

▼

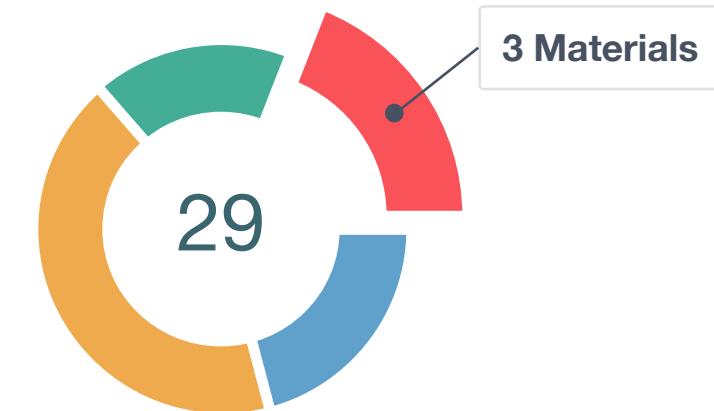
Material	Day Left	No of Contract	No of Plants	Exhaustion Date ⁱ	Expiry Date ⁱ
Material 1	2		3	3	30 Jun 2019
Material 2	1		1	30 Jul 2019	10 July 2019
Material 3	5		5	1	- NA-
Material 4	5		2	1	- NA-

ⁱ Exhaustion Date: Date of exhaustion of the last contractⁱ Expiry Date: Contract Expiry Date for the last contract

Material Cover Alert

Select Exhaustion window

Days

 6-10
 11-20
 21-30
 31-60

 Impact

3 Material expiring in **30 Days**, with potential impact on delivery for 5 plants

 Filter

Material	Day Left	No of Contract	No of Plants	Exhaustion Date <small>i</small>	Expiry Date <small>i</small>
Material 1	2	-	2	3	30 Jun 2019
			Contract 1 on Click Contract - Goes to ICAT page	Plant 1 30 Jun 2019 Plant 2 30 Jun 2019	31 Dec 2019
			Contract 2	Plant 3 30 Jun 2019	31 Dec 2019
Material 2	1	1	5	30 Jul 2019	10 July 2019
Material 3	5	+	5	1 - NA-	17 July 2019
Material 4	5	+	2	1 - NA-	17 July 2019

i Exhaustion Date: Date of exhaustion of the last contract

i Expiry Date: Contract Expiry Date



Material ID	Material Name	Plants	Exh. Date	Current Contract
4600465298	Material 1	Plant 1 ^	30 Jun 2019	3

Material Bundling & Consolidation Opportunity



Material 1 is Exhausting in Plant 1, Plant 2, Plant 3 in Aug.
[View under-utilized contracts in other plants.](#)

Bundling and Consolidation opportunities exist

Select bundling opportunities and cover period to view volume supplier & pricing insights

COVER START DATE
DD/MM/YYYY

COVER PERIOD
1 Year

Spec	Material	Plant	Earliest Exh. Date	
Spec1	<input type="checkbox"/> Material 1	2 plants	June	
	<input type="checkbox"/> Material 1	Plant 2	July	
	<input checked="" type="checkbox"/> Material 1	Plant 3	Aug	
Spec2	<input type="checkbox"/> Material 2	3 plants	July	
Spec3	<input type="checkbox"/> Material 3	Plant 4	July	

Done



Material ID	Material Name	Plants	Exh. Date	Current Contract
4600465298	Material 1	Plant 1 ^	30 Jun 2019	3

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DD/MM/YYYY

COVER PERIOD
1 Year

Spec	Material	Plant	Earliest Exh. Date	
Spec1	<input type="checkbox"/> <input checked="" type="checkbox"/> Material 1	2 plants	June	
	<input checked="" type="checkbox"/> Material 1	Plant 2	July	
	<input checked="" type="checkbox"/> Material 1	Plant 3	Aug	
Spec2	<input type="checkbox"/> <input type="button" value="+"/> Material 2	3 plants	July	
Spec3	<input type="checkbox"/> <input type="button" value="+"/> Material 3	Plant 4	July	

Done

Material ID	Material Name	Plants	Exh. Date	Current Contract
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COVER START DATE

COVER PERIOD

1 Year

Spec	Material	Plant	Earliest Exh. Date	
Spec1	<input checked="" type="checkbox"/> Material 1	2 plants	June	
	<input checked="" type="checkbox"/> Material 1	Plant 2	July	
	<input checked="" type="checkbox"/> Material 1	Plant 3	Aug	
Spec2	<input type="checkbox"/> Material 2	3 plants	July	
Spec3	<input type="checkbox"/> Material 3	Plant 4	July	

[Done](#)

Volume & Pricing Insights

VOLUME				
Spec	Material	Historical Avg	Forecast 1	Forecast 2
<input checked="" type="checkbox"/> Spec1	Material 1	500 Tons	450 Tons	345 Tons
<input checked="" type="checkbox"/> Spec2	Material 2	400 Tons	350Tons	234 Tons
<input checked="" type="checkbox"/> Spec3	Material 2	400 Tons	230 Tons	123Tons

> 70% 50%-60% <30%

PRICING						
Material	Plant	Best Price	UOM	IncoTerm	Supplier	Contracted Date
<input checked="" type="checkbox"/> Material 1	Plant1	X\$	Tons	##	S1	12/08/19
<input checked="" type="checkbox"/> Material 2	Plant2	Y\$	Tons	##	S2	12/08/19
<input checked="" type="checkbox"/> Material 2	Plant 3	Z\$	Tons	##	S3	12/08/19

Supplier Insights

SUPPLIER DETAILS				PERFORMANCE		
Supplier <small>Suppliers who have supplied all materials</small>	Price Competitiveness	Contracted PT	Payment Term	e-tender	OTIF	Compliance
<input checked="" type="checkbox"/> Supplier 1	High	#	#	##	%	%
<input checked="" type="checkbox"/> Supplier 2	Medium	#	#	##	%	%
<input checked="" type="checkbox"/> Supplier 3	Low	#	#	##	%	%
<input checked="" type="checkbox"/> Supplier 4	Low	#	#	##	%	%

[View All Suppliers](#)

SOB and Landed Cost Analyser



PERFROMACE & COMPLAINECE

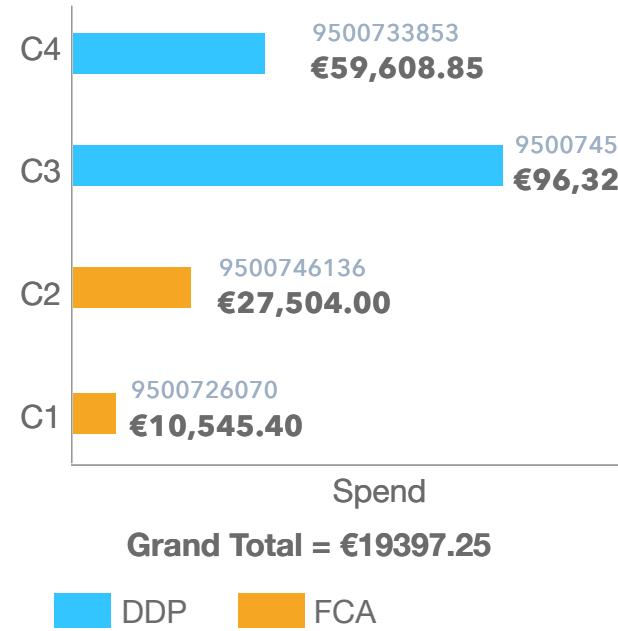
PRICE

CONTRACT PERFORMANCE

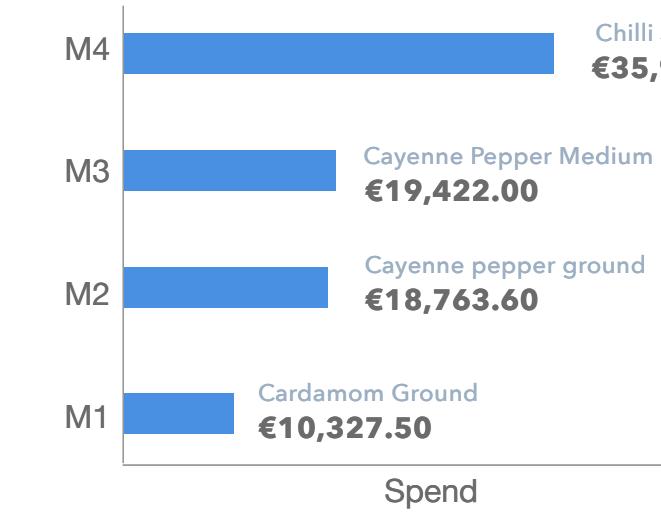
Supplier Details

Name	Location
KONINKLIJKE EUROMA B.V.	Wapenveld, Netherlands
Total Spend	No. of Contracts
594.79K	3
Years of Engagement	Category
Since 2008	Spices

Spend by Contract



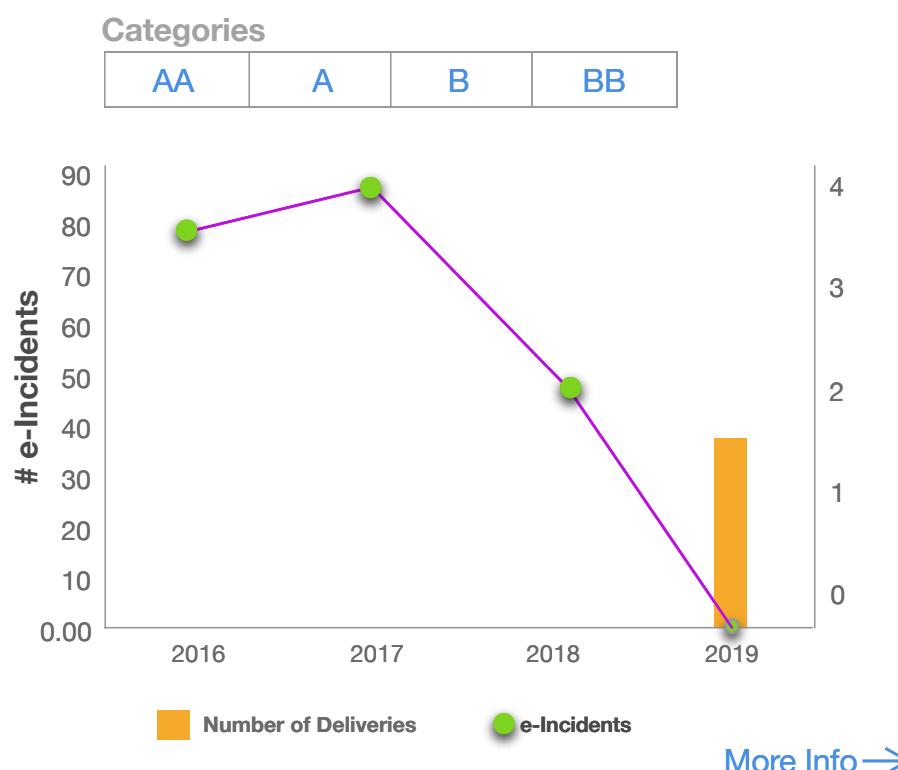
Spend by Material



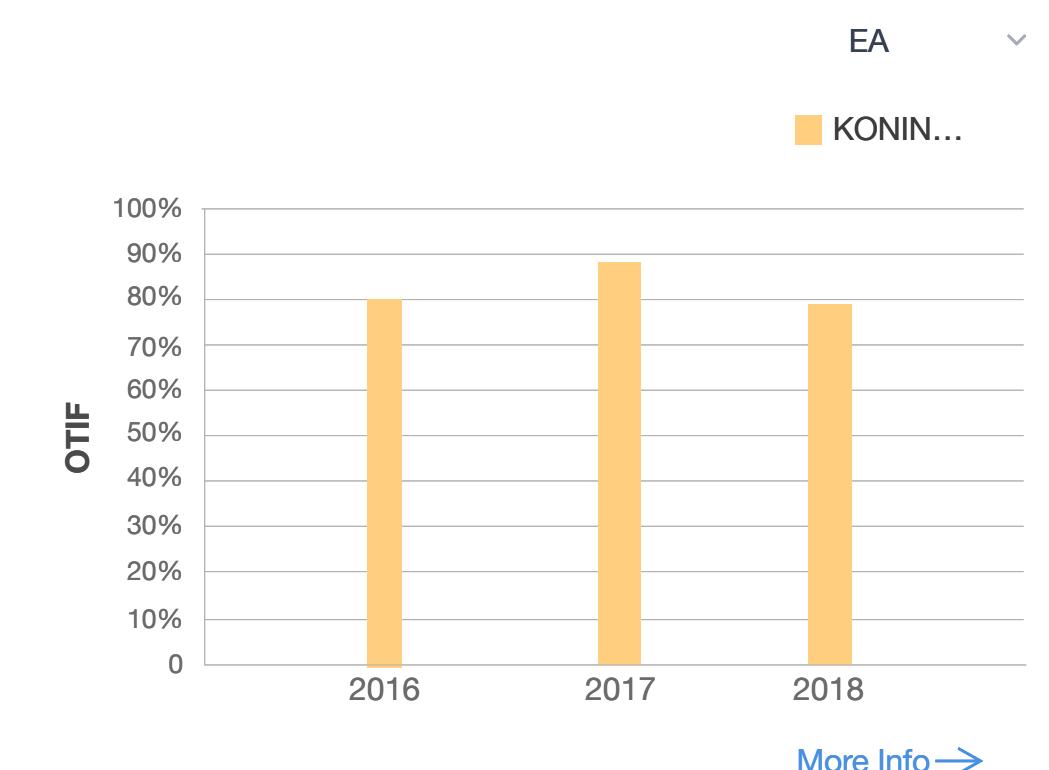
Spend by Plant



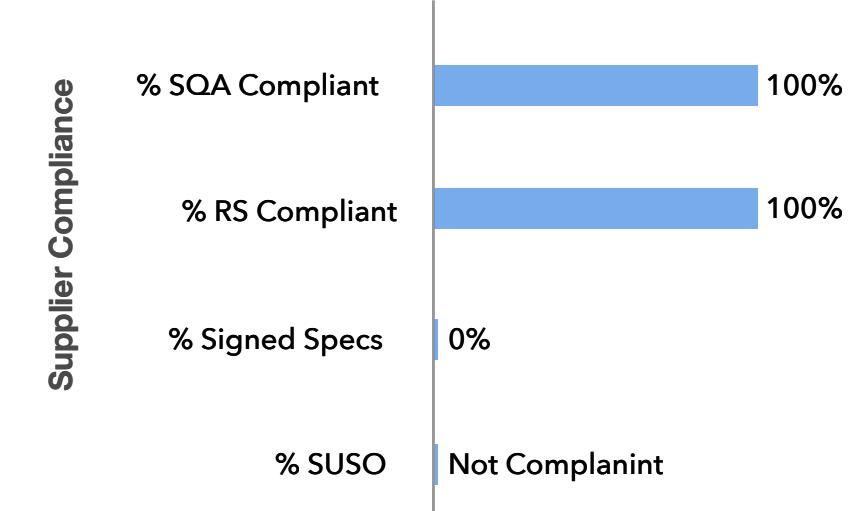
Quality



OTIF



Compliance

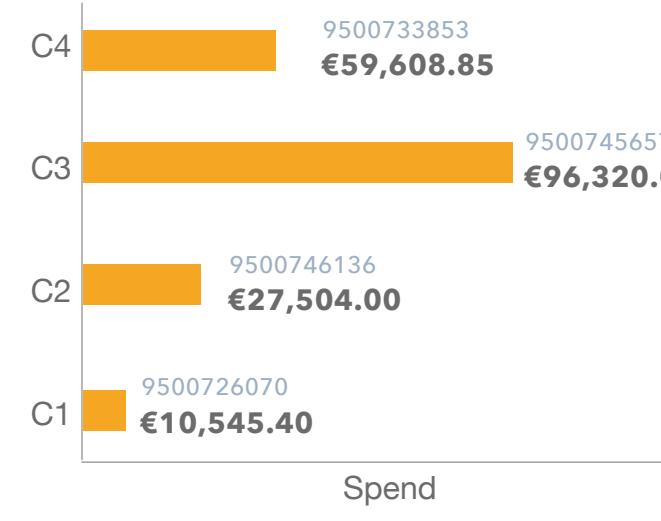


PERFROMACE & COMPLAINECE

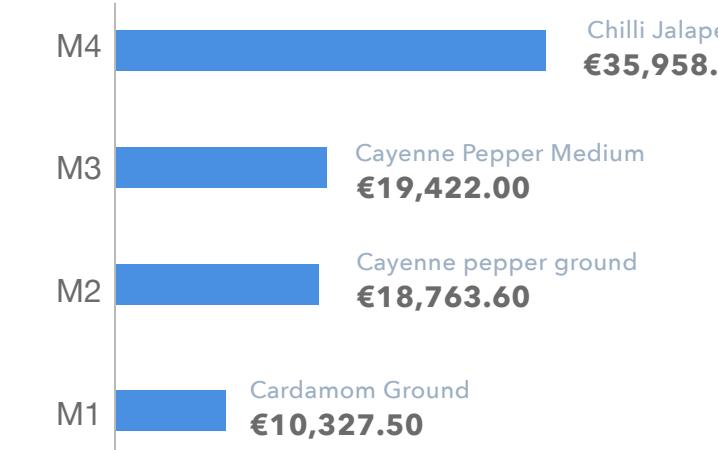
PRICE

CONTRACT PERFORMANCE

Contract



Spend by Material



Plant



Pricing Trends



PERFROMACE & COMPLAINECE

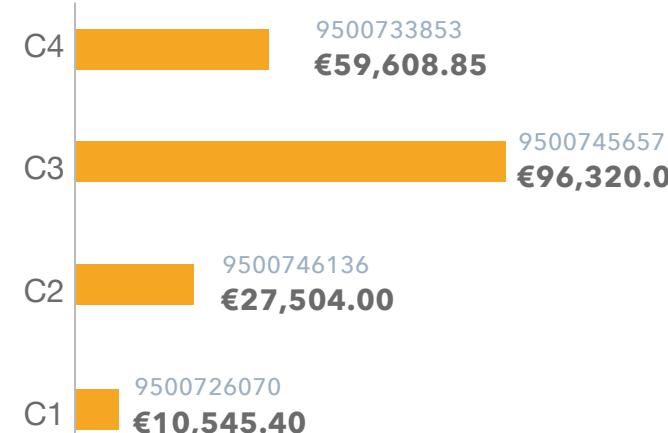
PRICE

CONTRACT PERFORMANCE

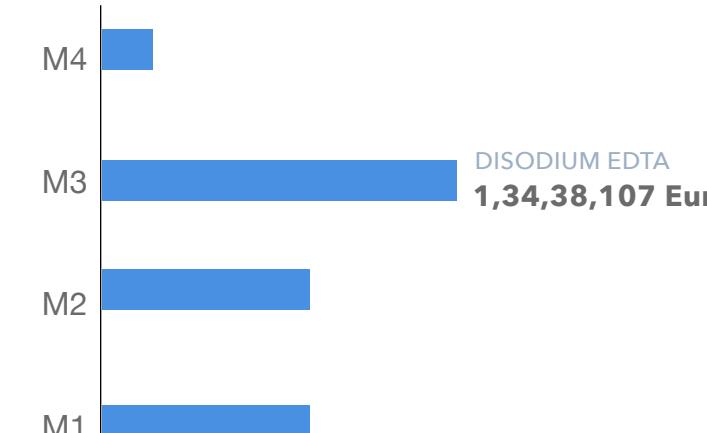
VOLUME

PAYMENT TERM

Contract



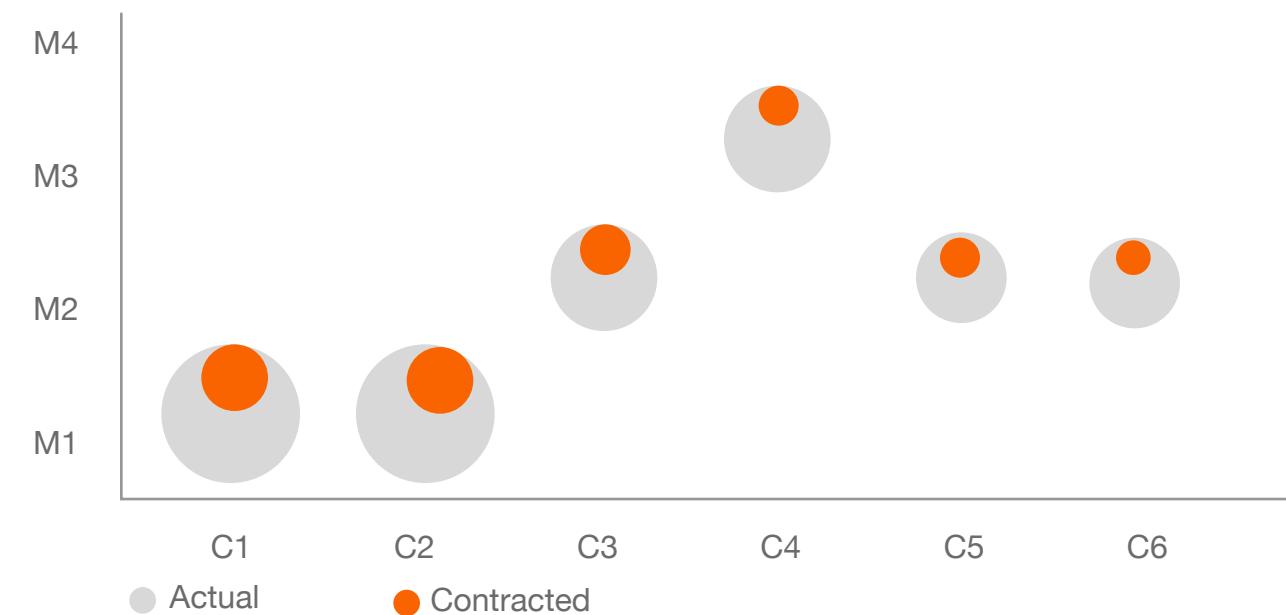
Material



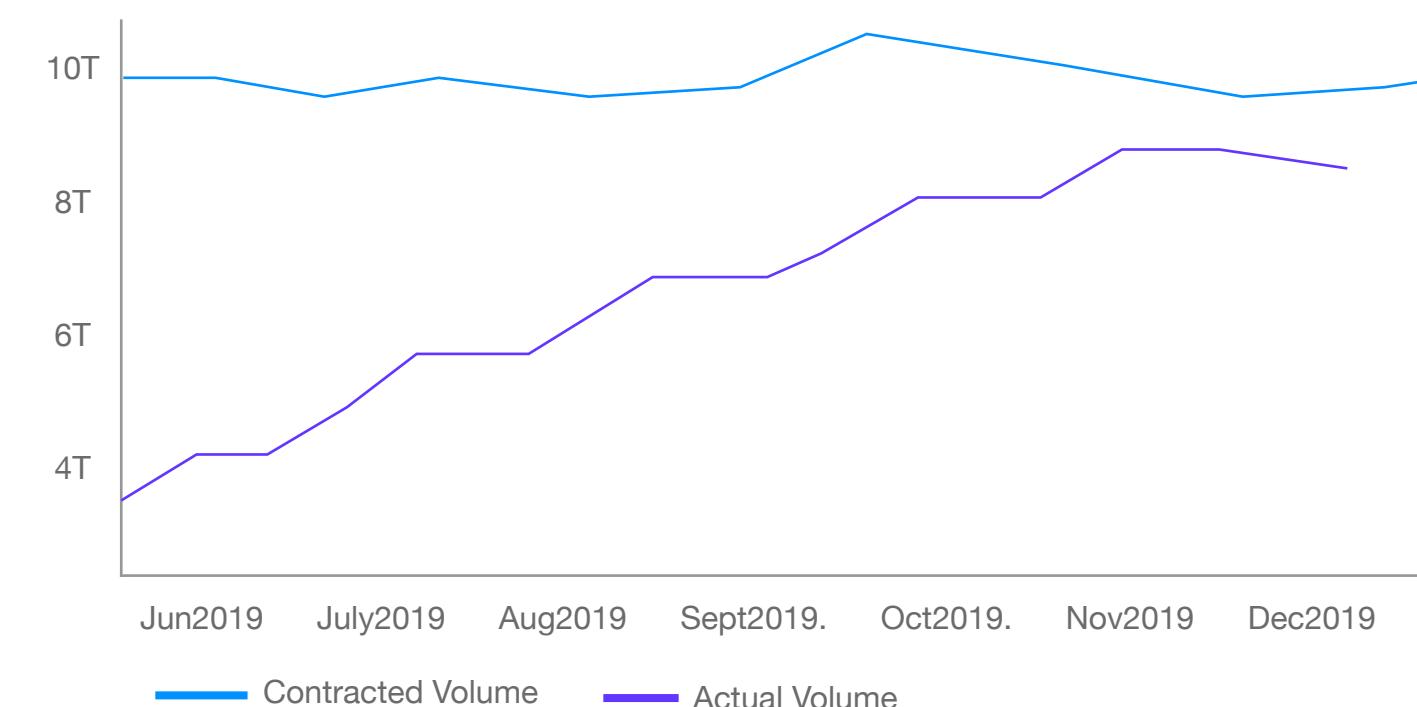
Plant



Actual & Contracted Volume Map



Actual vs Contracted Trend



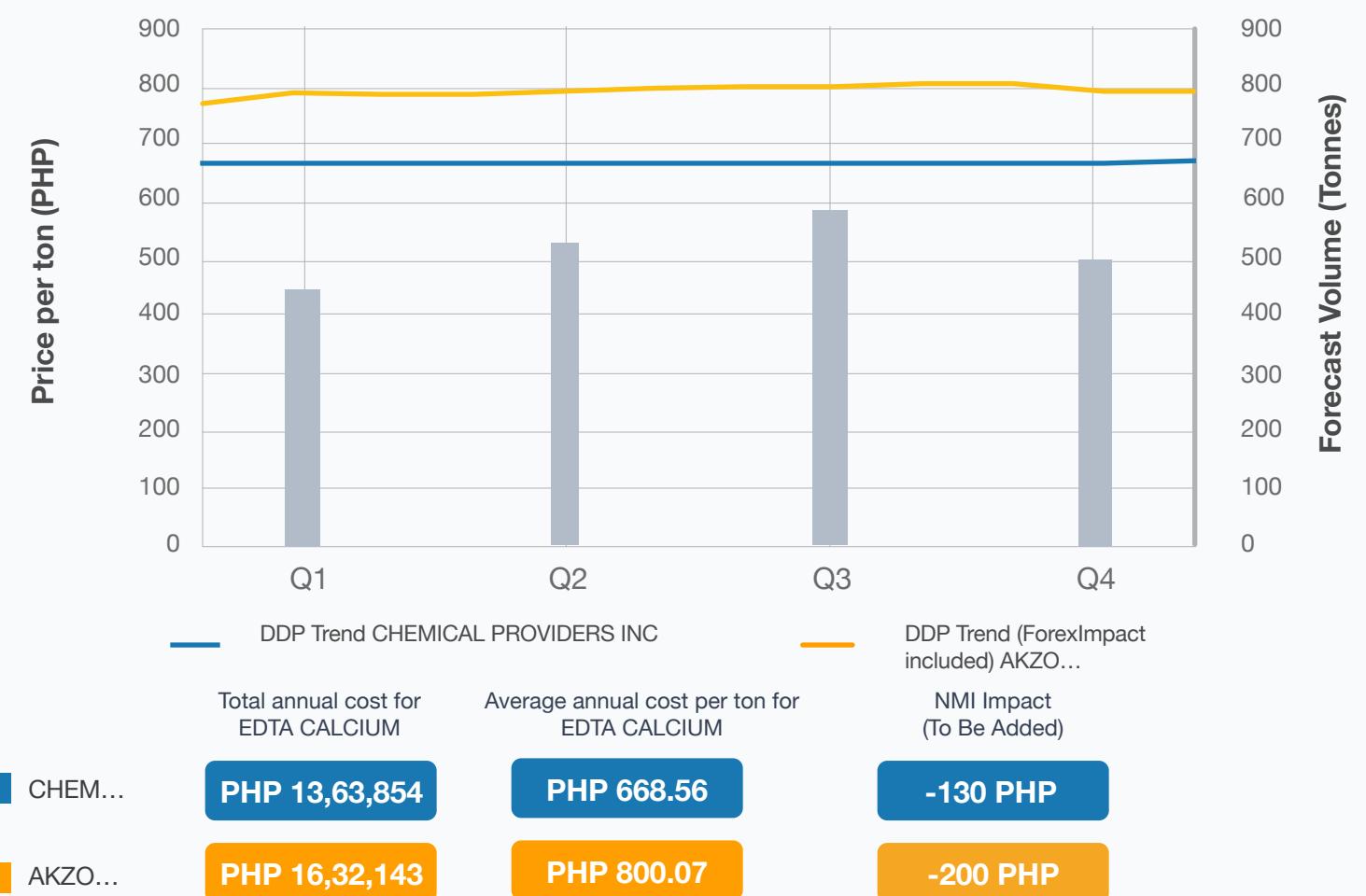
Supplier Comparison

(Configure data to view supplier comparison)

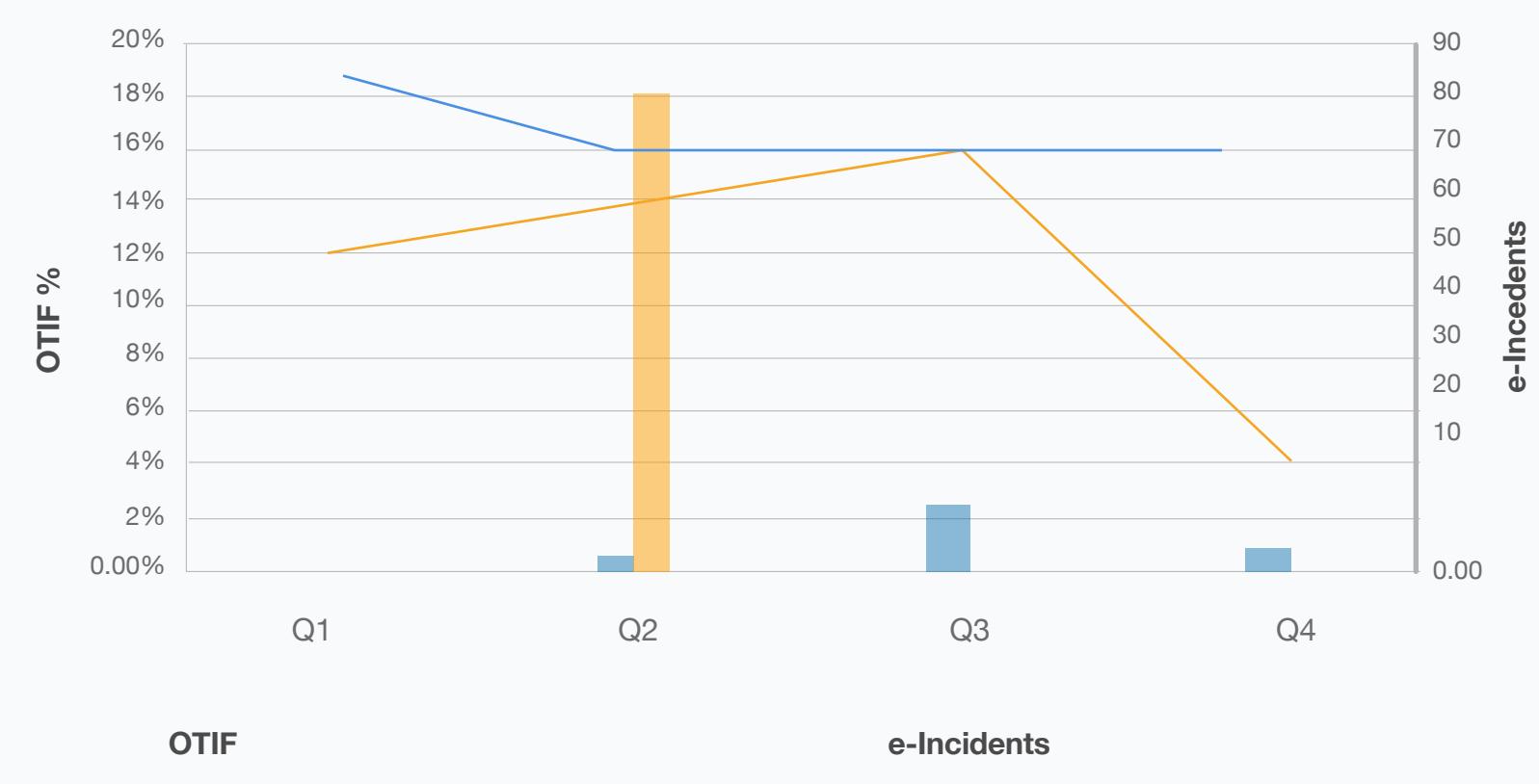
Add a Material and Plant combination Add Supplier Currency Normalizer Edit DONE

Material	Plant Name	Supplier	Net Price	Payment Terms	Buying Currency	Incoterm	Net Price_EXW	Freight	Taxes & Duties	Local Transport
EDTA - CALCIUM DISODIUM	Cavite Foods	AKZO.. AKZO NOBEL FUNCTIONAL CHEMICALS	12.65	60	USD	CIP	12.01	0.63	2.84	0.31
		CHEM..	668.5	45	PHP	DDP	508.06	26.74	120.33	13.37

Landed Price Comparision



Performance Comparision



Impact on Share of Businesss on Landed Cost , Cash on Hand & NMI

Share of Business

New Allocated
1000 Tones

Supplier	Existing Volume	Total Allocation
S1	Xtones	S1 30%
S2	Y tones	S2 40%
S3	Z tones	S3 30%

Edit DONE

Result

Landed Cost: 695.37 PHP
Cash on Hand: 2Mn PHP
NMI: -465.60 PHP

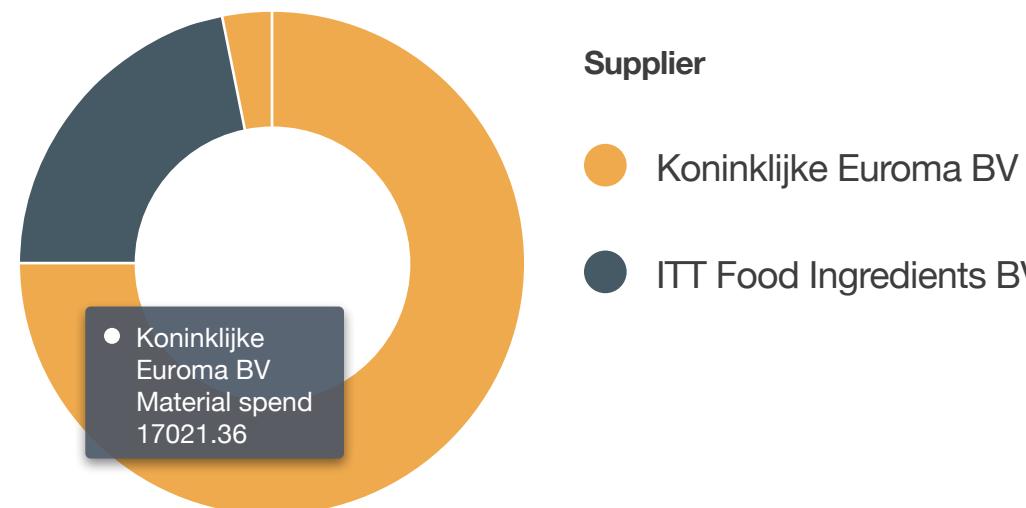
PRICE INSIGHTS

Material 1

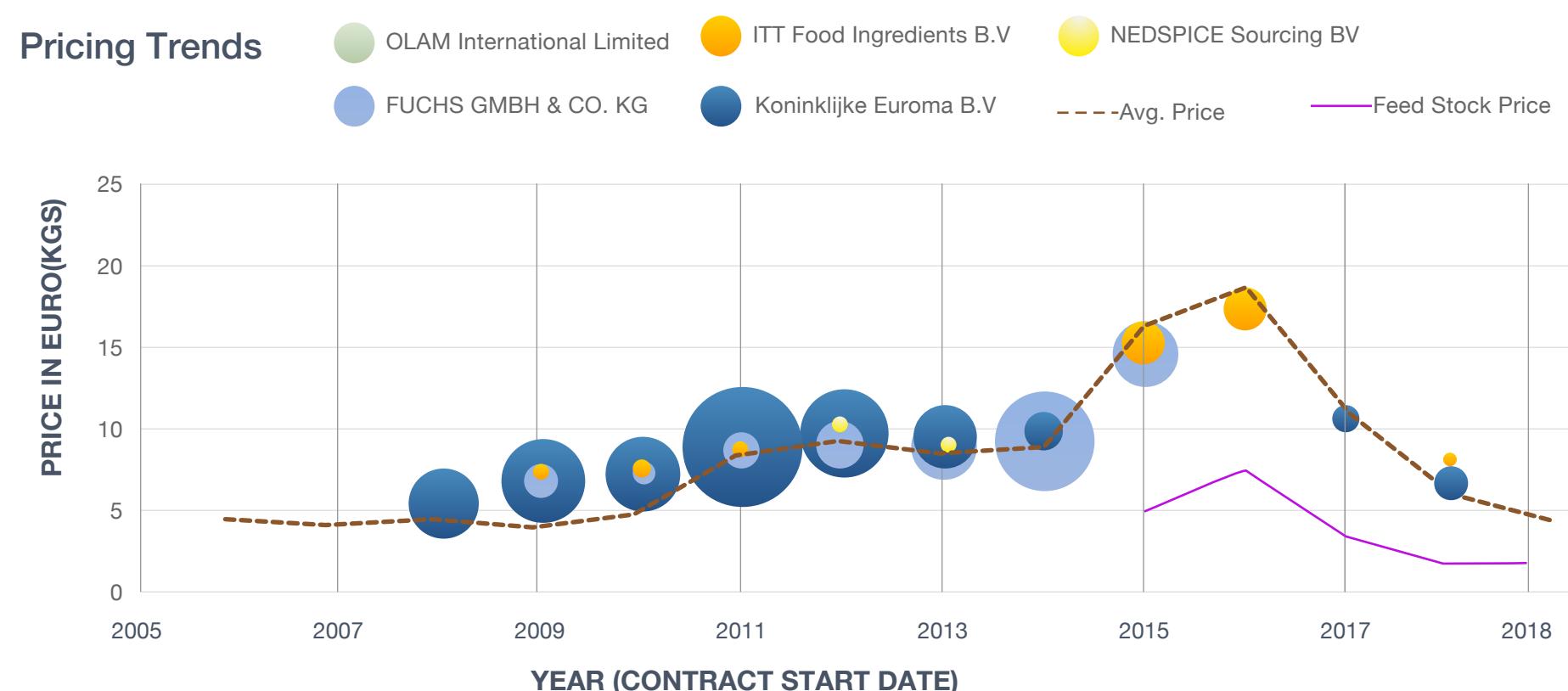
Plant

Inco terms

Share of Business



Pricing Trends



Price Forecast (TBD)



Dashboard / Spend

Spend (€)

Actual YTD (MSI)

10.79bn

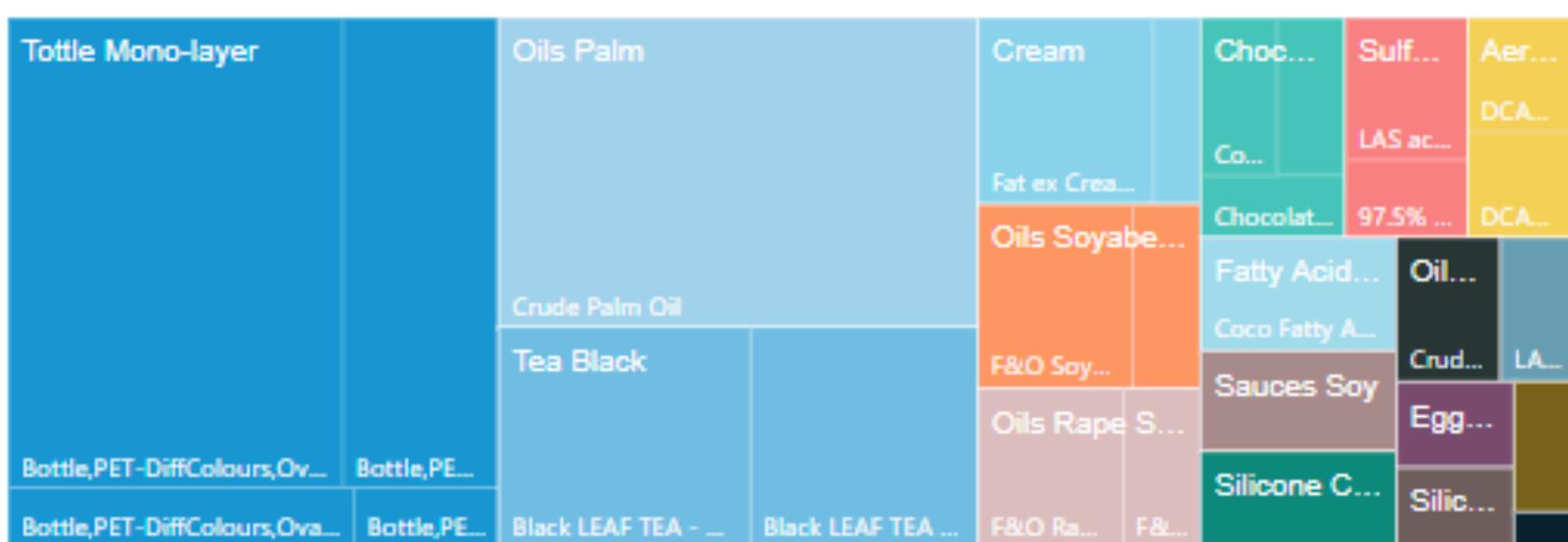
Current Year FY (BPC)

15.94bn

Previous Year FY (BPC)

17.02bn

Heatmap View : Spend YTD (€) by Purchase Commodity & PLM Specification

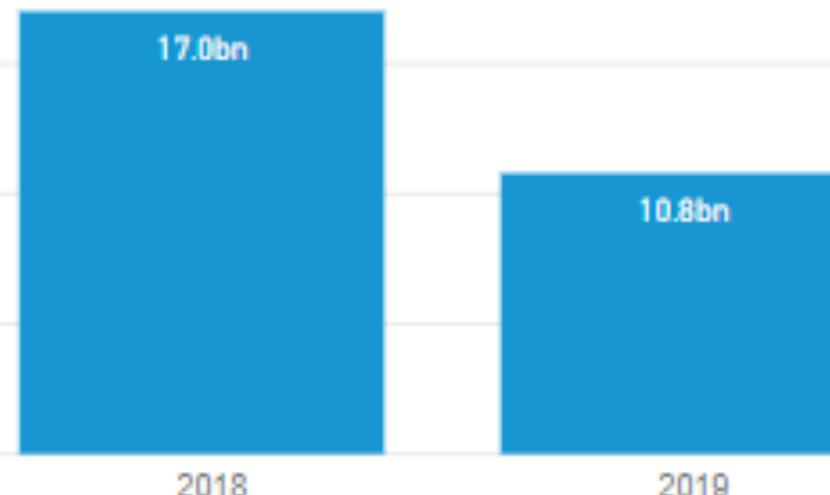


Spend (€) Trend Over Time : Actual YTG & Forecast YTG

Actual Spend in Euro (MSI)

15bn
10bn
5bn
0bn

Actual Spend in Euro (BPC)



Top 50 Suppliers by Spend YTD (MSI €)

SERIOPLAST	0.71bn
WIENNEX COM...	0.36bn
GIVAUDAN SA	0.26bn
CARGILL GRAI...	0.24bn
ALPLA PRIVAT...	0.22bn
FIRMENICH INT...	0.20bn
JACOBS STIFT...	0.17bn
INTERNATIONA...	0.14bn

Top 50 Materials by Spend YTD (MSI €)

PALM OIL (CRU... BOTELLA MP 4...	0.35bn
CREAM RBGH ... LINEAR ALKYL ...	0.08bn
Soybean Oil R&... BOTTLE MARC...	0.07bn
BOTTLE MARC...	0.06bn
BOTTLE MARC...	0.06bn
BOTTLE MARC...	0.06bn

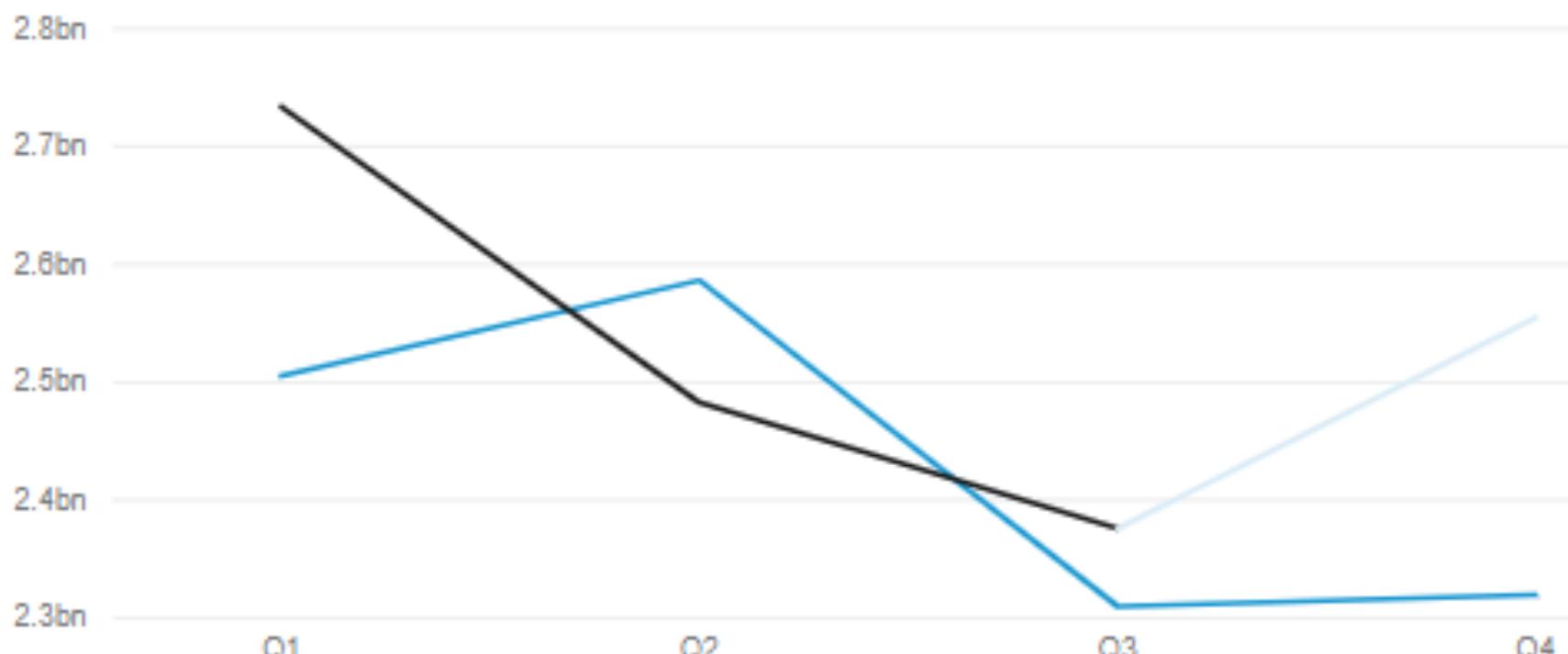
Top 50 Plants by Spend YTD (MSI €)

Leioa Tema HPC	0.65bn
Hefei - Hair & Sk...	0.37bn
Indaiatuba	0.24bn
Latkrabang	0.18bn
Jefferson City	0.17bn
Raeford	0.16bn
Leeds	0.16bn

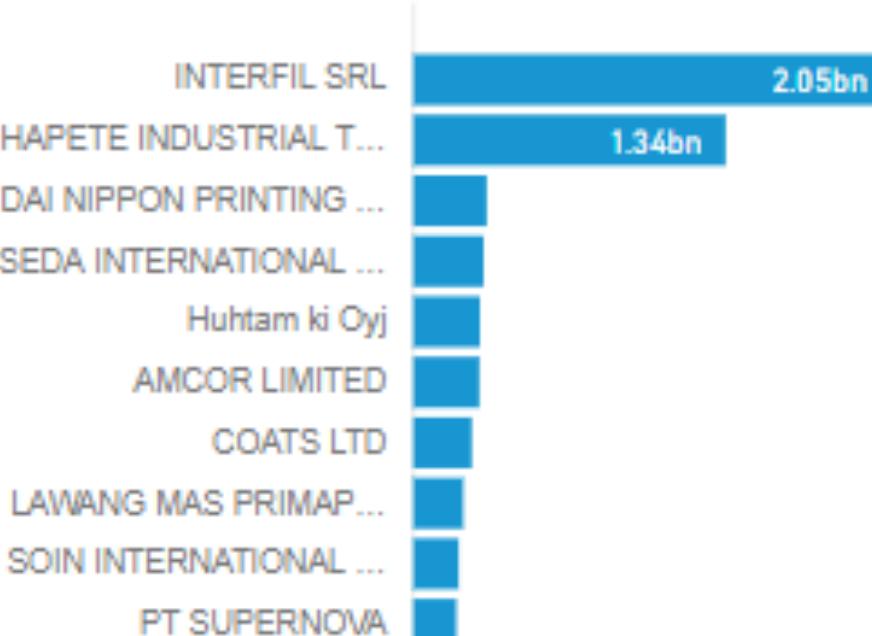
Dashboard / Volume Insights

Actual and Forecast Volumes : Breakdown by Supplier,Plant,Material

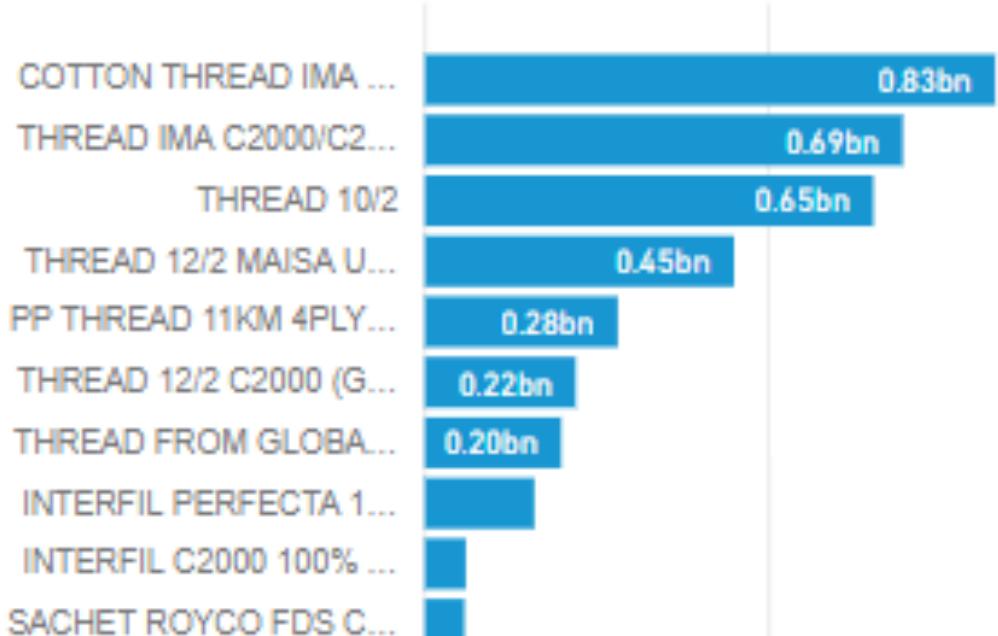
Purchase Commodity Name	Unit Of Measure Name	Actual Volume PY	Buyers Forecast Volume CY	PY Act^
3-side Sealed Flexible Pack	metre	165852516.57	379691576.31	
3-side Sealed Flexible Pack	metric ton	22494.25	33875.31	
3-side Sealed Flexible Pack	roll	180963.23	22400.58	
3-side Sealed Flexible Pack	square metre	44525372.63	18171524.22	
3-side Sealed Flexible Pack	Thousand Piece	3222124.51	3141173.4	
4-side Sealed Flexible Pack	metre	271876974.95	327610917.86	

● Actual Volume PY ● Actual Volume CY ○ Buyers Forecast YTG


Top 50 Suppliers by Actual Volume PY



Top 50 Materials by Actual Volume PY

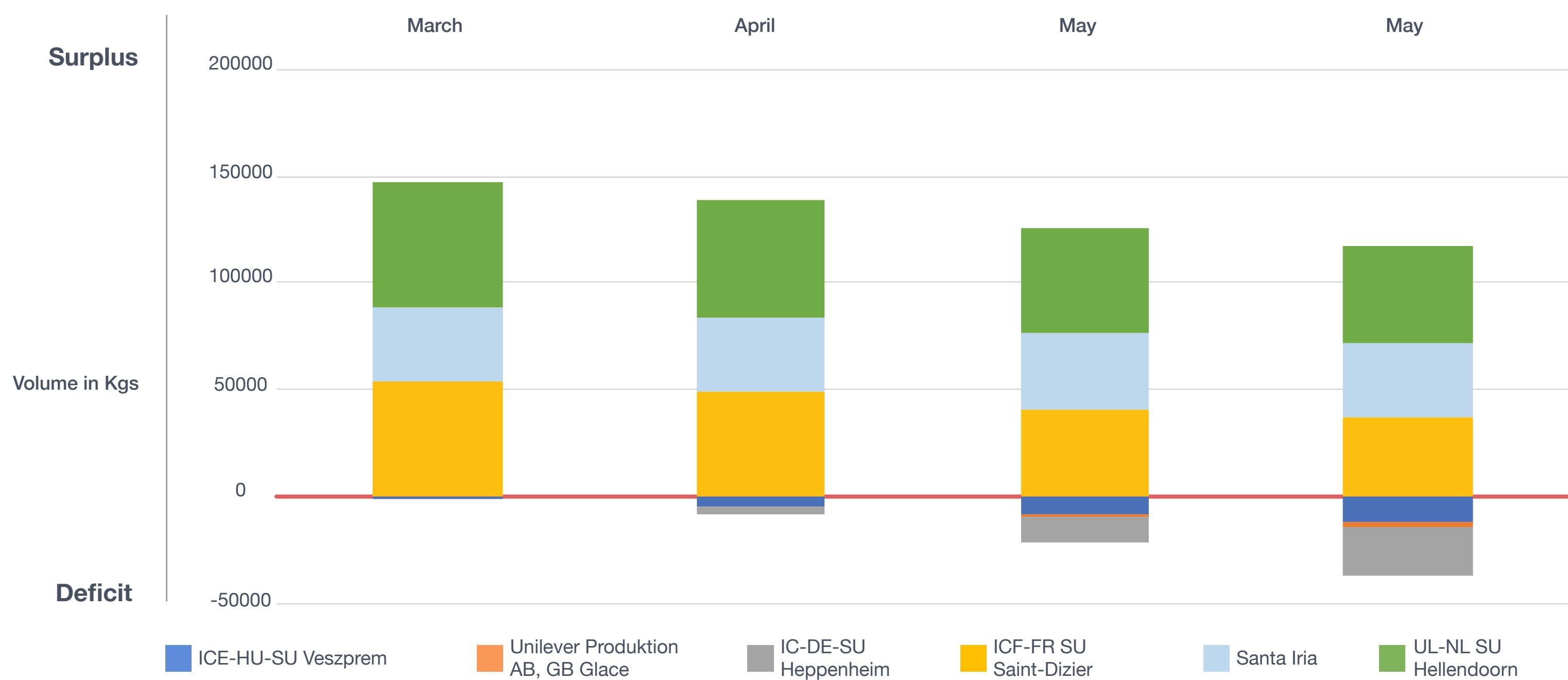


Top 50 Plants by Actual Volume PY



Gum Guar Volume Surplus & Deficit Trend by plant

X



Plant Name	March	April	May	June	Contract	Supplier	Inco Term
ICE-HU-SU Veszprem	-202	-4,989	-8,719	-12,007	9500743765	WILLY BENECKE GMBH	FCA
Unilever Produktion AB, GB Glace			-1,165	-2,111	9500743869	FARAVELLI GMBH	FCA
IC-DE-SU Heppenheim		-2,876	-12,009	-22,670	9500743765	WILLY BENEVKE GMBH	FCA
ICF-FR SU Saint-Dizier	54,139	49,003	41,614	37,639	9500743869	FARAVELLI GMBH	DDP
Santa Iria	35,000	35,000	35,000	35,000	9500743869	FARAVELLI GMBH	FCA
UL-NL SU Hellendoorn	58,803	55,386	49,659	49,659	9500743869	FARAVELLI GMBH	DDP



Spec	Material	Plant	Earliest Exh. Date	
Spec1	+ <input checked="" type="checkbox"/> Material 1	2 plants	June	
Spec2	+ Material 2	3 plants	July	
Spec1	+ Material 3	Plant 4	July	
Spec2	+ Material 4	3 plants	July	
Spec2	+ Material 5	3 plants	July	
Spec1	+ Material 6	Plant 4	July	
Spec2	+ Material 7	3 plants	July	
Spec2	+ Material 8	3 plants	July	
Spec1	+ Material 9	Plant 4	July	
Spec2	+ Material 2	3 plants	July	
Spec2	+ Material 2	3 plants	July	
Spec1	+ Material 3	Plant 4	July	
Spec2	+ Material 2	3 plants	July	
Spec2	+ Material 2	3 plants	July	
Spec1	+ Material 3	Plant 4	July	
Spec2	+ Material 2	3 plants	July	
Spec2	+ Material 2	3 plants	July	



PERFROMACE & COMPLAINECE

PRICE

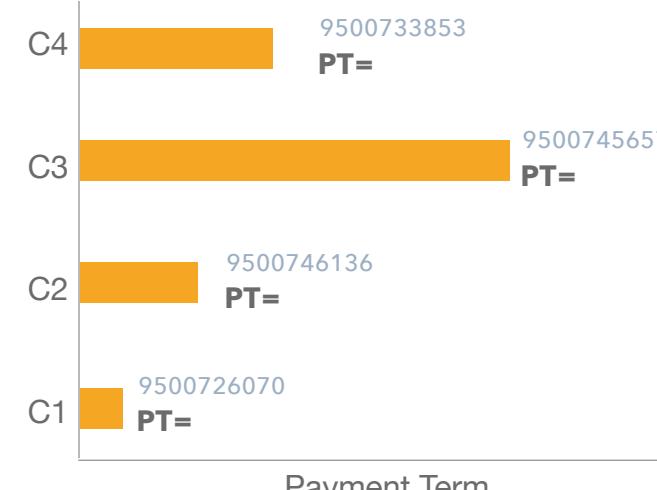
CONTRACT PERFORMANCE

VOLUME

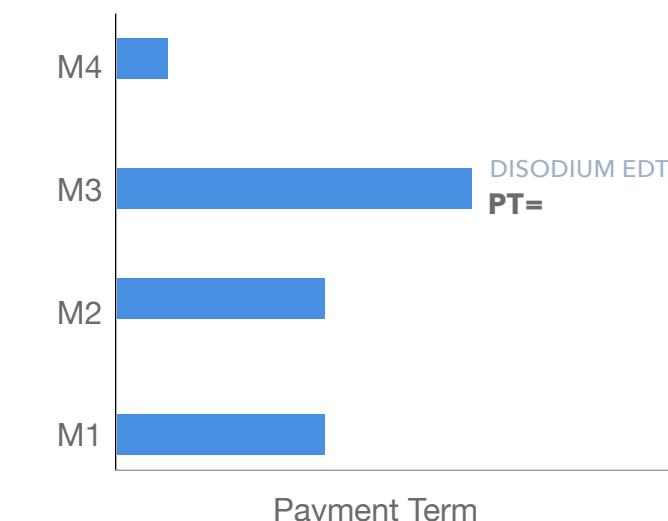
PAYMENT TERM

Average Actual = X
Average Contracted = Y

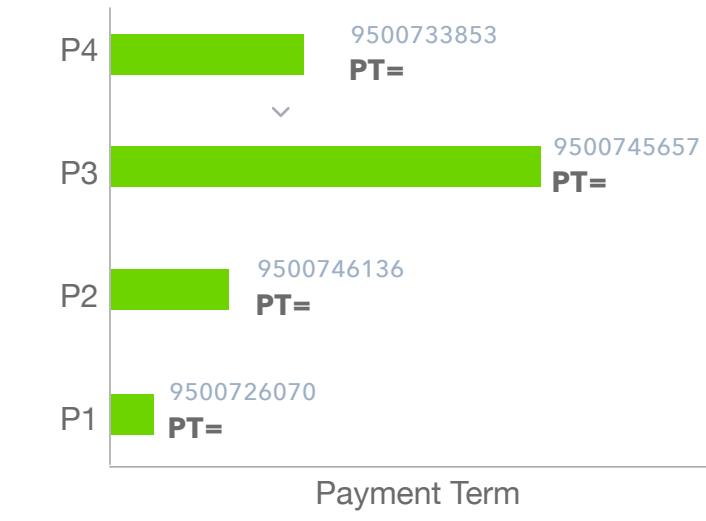
Contract



Material



Plant



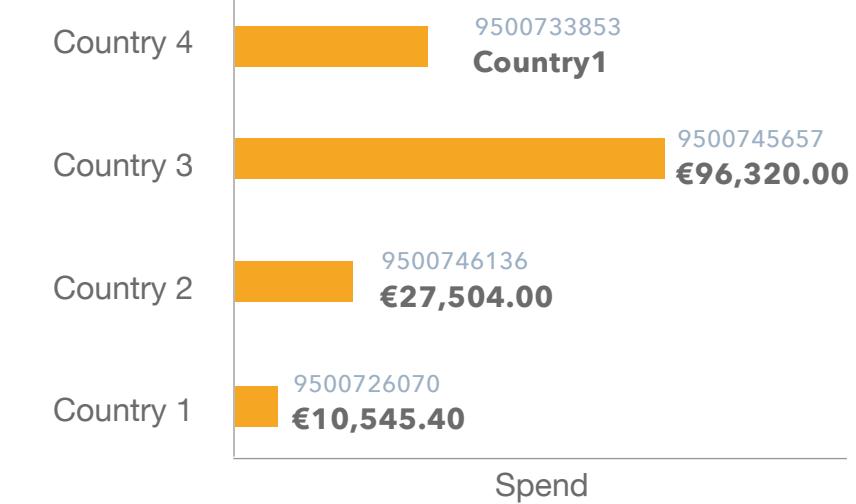
VOLUME INSIGHTS

Material 1 ▾

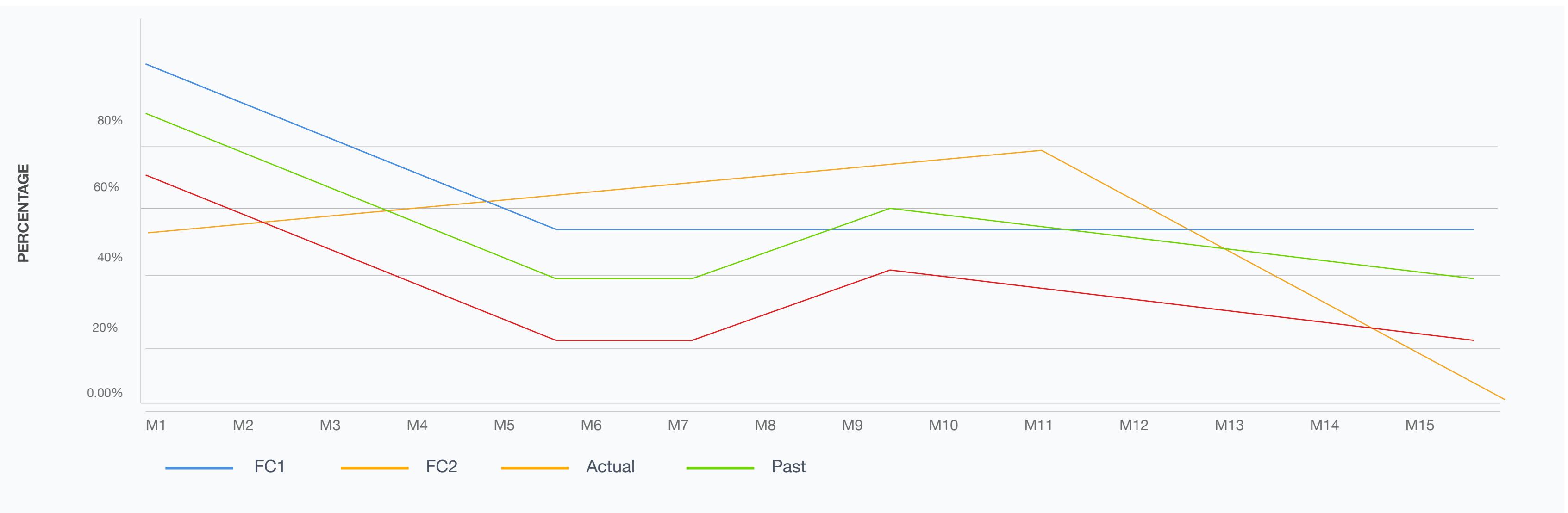
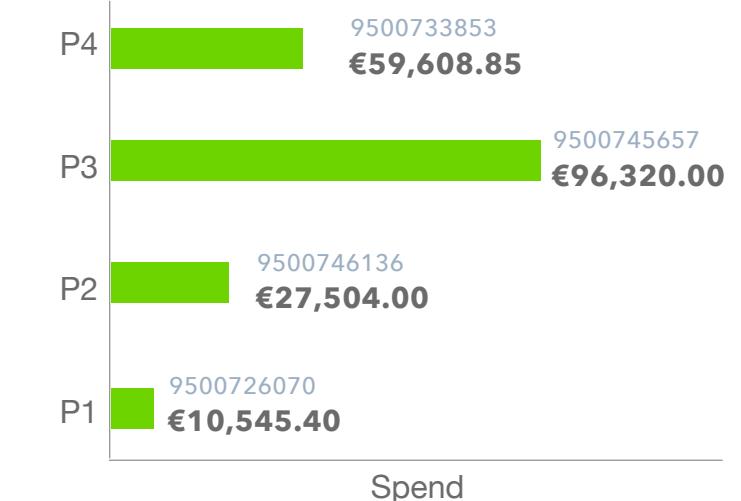
Cluster



Countries



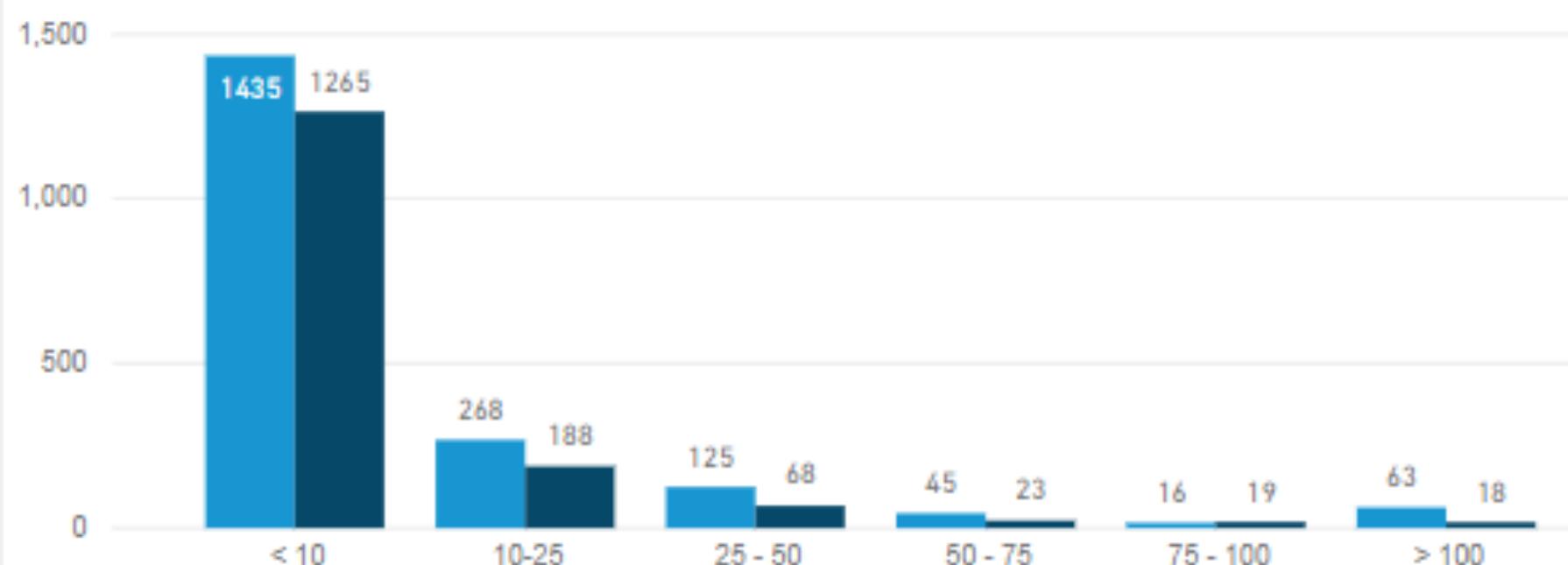
Plant



Dashboard / Quality Insights

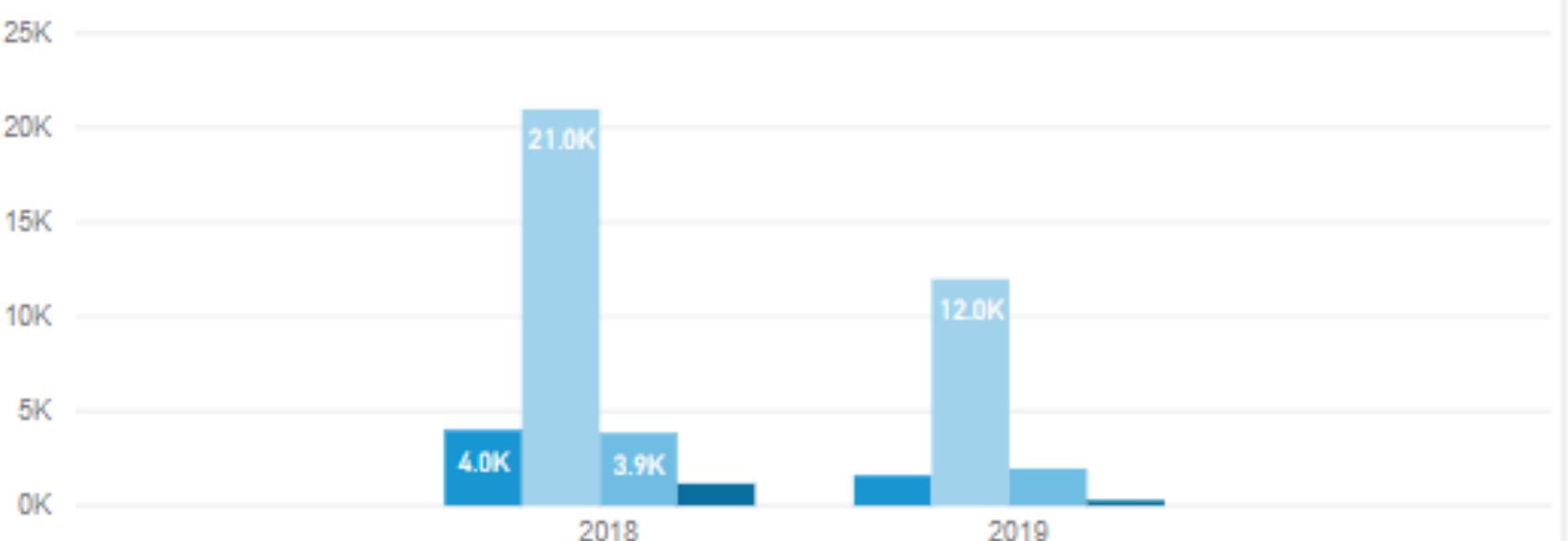
Number of Suppliers per E Incidents Range

Year ● 2018 ● 2019



Number of E Incidents per E incident Category

● E Incidents A + B ● E Incidents C ● E Incidents D ● E Incidents Unknown



Suppliers

Unilever Ultimate Supplier Name	Number Of Deliveries	E Incidents A + B	Total E Incidents	E Incidents A + B to Deliveries	E Incidents Total to Deliveries	N^
2V TRADING EL SALVADOR SA DE CV	2,050	3	136	0.15%	0.63%	
3 M COMPANY	2,055	0	45	0.00%	2.19%	
3D TECHNOPACK LIMITED	1,312	0	1	0.00%	0.08%	
3PM SOUTH EXPORT		0	1		0.00%	
43 S/A GRAFICA E EDITORA	2,518	0	1	0.00%	0.04%	

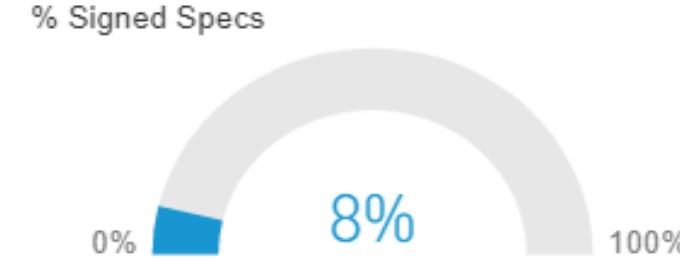
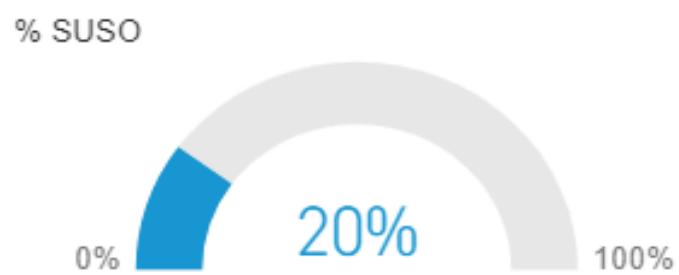
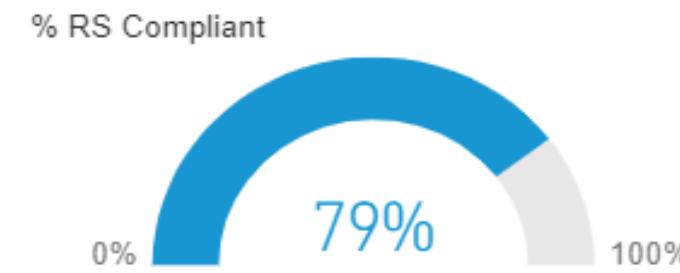
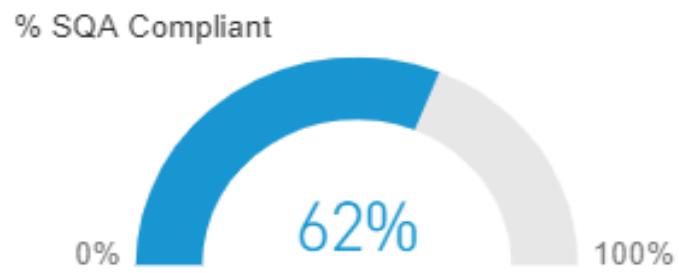
Materials

Global Material Name	Number Of Deliveries	E Incidents A + B	Total E Incidents	E Incidents A + B to Deliveries	E Incidents Total to Deliveries	Bu^
GULA KELAPA	12,258	142	976	1.16%	7.96%	<1
GULA KELAPA	12,258	142	976	1.16%	7.96%	>1
GULA KELAPA	12,258	142	976	1.16%	7.96%	10
GULA KELAPA	12,258	142	976	1.16%	7.96%	25
GULA KELAPA	12,258	142	976	1.16%	7.96%	50

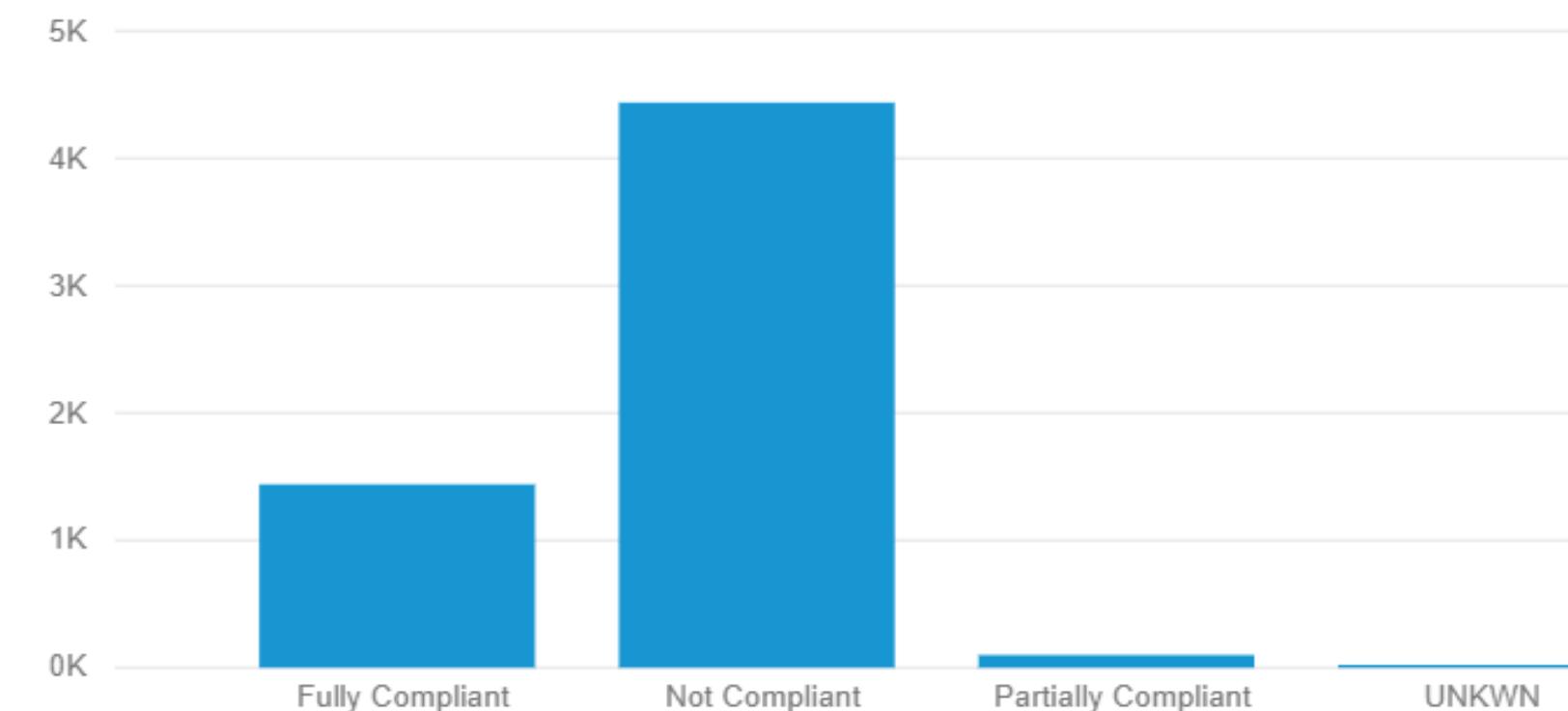


Spec	Material	Plant	Earliest Exh. Date	
Spec1	<input type="checkbox"/> <input checked="" type="checkbox"/> Material 1	2 plants	June	
	<input checked="" type="checkbox"/> Material 1	Plant 2	July	
	<input checked="" type="checkbox"/> Material 1	Plant 3	Aug	
Spec2	<input type="checkbox"/> <input checked="" type="checkbox"/> Material 2	3 plants	July	
Spec1	<input type="checkbox"/> <input checked="" type="checkbox"/> Material 3	Plant 4	July	
Spec2	<input type="checkbox"/> <input checked="" type="checkbox"/> Material 4	3 plants	July	
Spec2	<input type="checkbox"/> <input checked="" type="checkbox"/> Material 5	3 plants	July	
Spec1	<input type="checkbox"/> <input checked="" type="checkbox"/> Material 6	Plant 4	July	
Spec2	<input type="checkbox"/> <input checked="" type="checkbox"/> Material 7	3 plants	July	
Spec2	<input type="checkbox"/> <input checked="" type="checkbox"/> Material 8	3 plants	July	
Spec1	<input type="checkbox"/> <input checked="" type="checkbox"/> Material 9	Plant 4	July	
Spec2	<input type="checkbox"/> <input checked="" type="checkbox"/> Material 2	3 plants	July	
Spec2	<input type="checkbox"/> <input checked="" type="checkbox"/> Material 2	3 plants	July	
Spec1	<input type="checkbox"/> <input checked="" type="checkbox"/> Material 3	Plant 4	July	
Spec2	<input type="checkbox"/> <input checked="" type="checkbox"/> Material 2	3 plants	July	
Spec2	<input type="checkbox"/> <input checked="" type="checkbox"/> Material 2	3 plants	July	
Spec1	<input type="checkbox"/> <input checked="" type="checkbox"/> Material 3	Plant 4	July	
Spec2	<input type="checkbox"/> <input checked="" type="checkbox"/> Material 2	3 plants	July	
Spec2	<input type="checkbox"/> <input checked="" type="checkbox"/> Material 2	3 plants	July	

Dashboard / Compliance Insights



Number of Suppliers per SQA Compliance Status (12 M rolling)

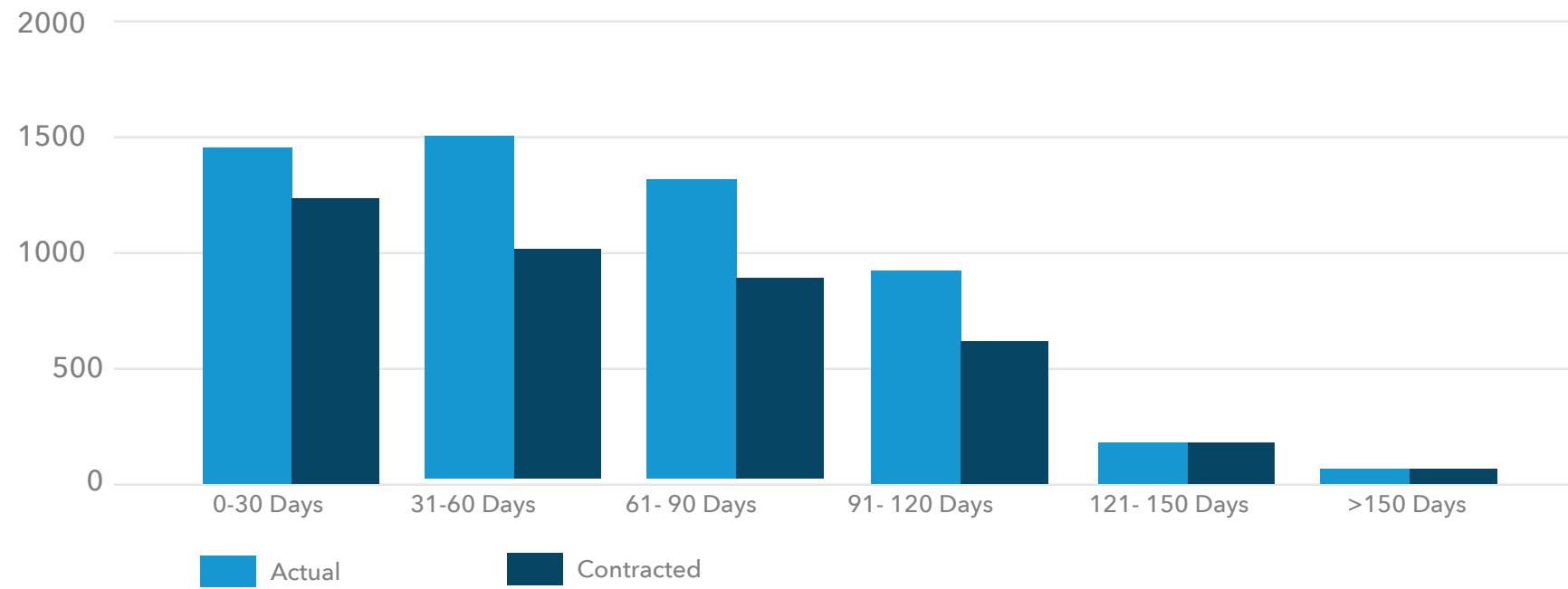


Supplier

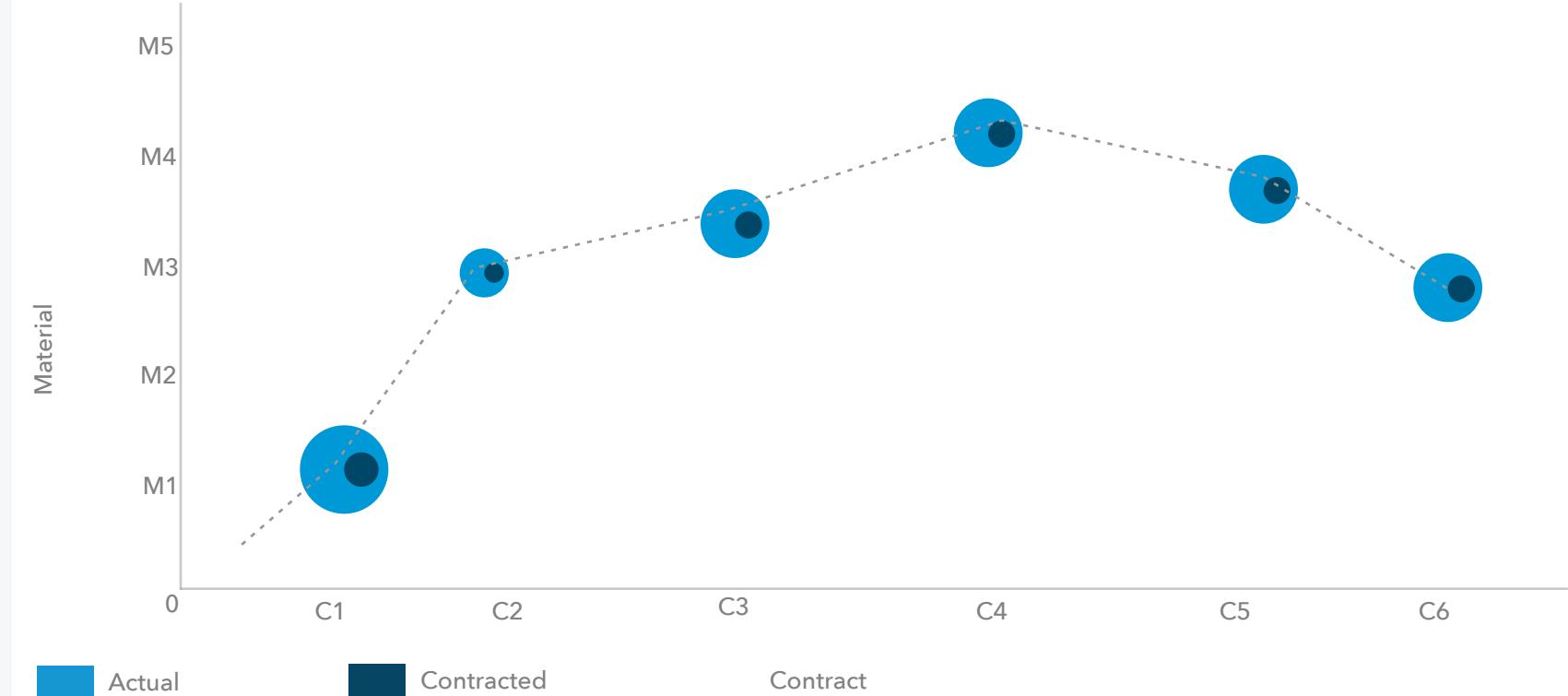
Unilever Ultimate Supplier Name	Unilever Ultimate Supplier Code	Actual Spend in Euro	SQA Compliant	RS Compliant	% Volume Sustainably Sourced	% Spend with Specs Signed
SERIOPLAST	WCSCUU52878	849,086,744.60	Partially Compliant	Compliant		0.00%
CARGILL GRAIN OILSEED	WCSCUU30244	733,077,540.47	Partially Compliant	Compliant	37.41%	22.28%
GIVAUDAN SA	WCSCUU34315	673,556,629.30	Partially Compliant	Compliant		39.44%
ALPLA PRIVATSTIFTUNG	WCSCUU34391	653,394,324.19	Partially Compliant	Compliant	11.11%	0.01%
FIRMENICH INTERNATIONAL SA	WCSCUU34364	464,856,071.72	Fully Compliant	Compliant		40.12%
JACOBS STIFTUNG	WCSCUU34407	419,159,363.36	Partially Compliant	Compliant	53.10%	47.27%
INTERNATIONAL FLAVORS & FRAGRANCES INC IFF	WCSCUU30051	383,309,982.84	Fully Compliant	Compliant		27.68%

Dashboard / Payment Terms Insights

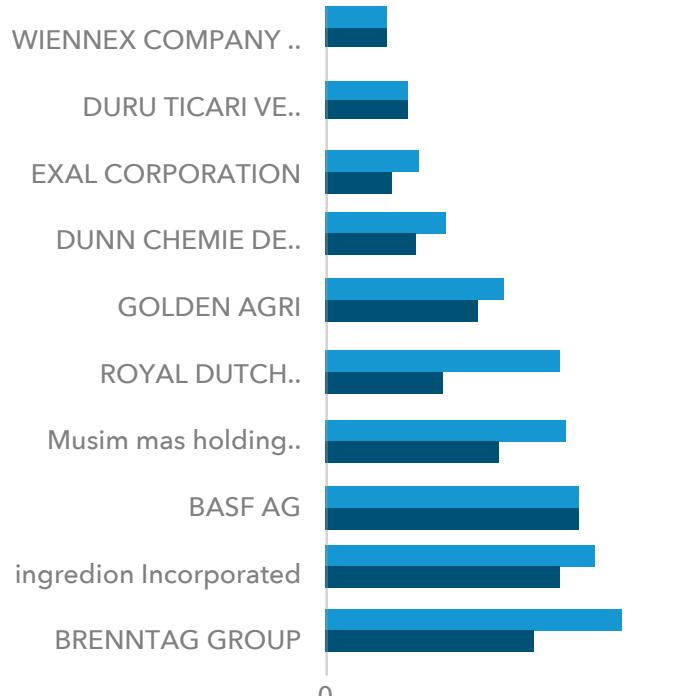
Number of UU Suppliers per Payment Term Range - based on 12month Rolling Data



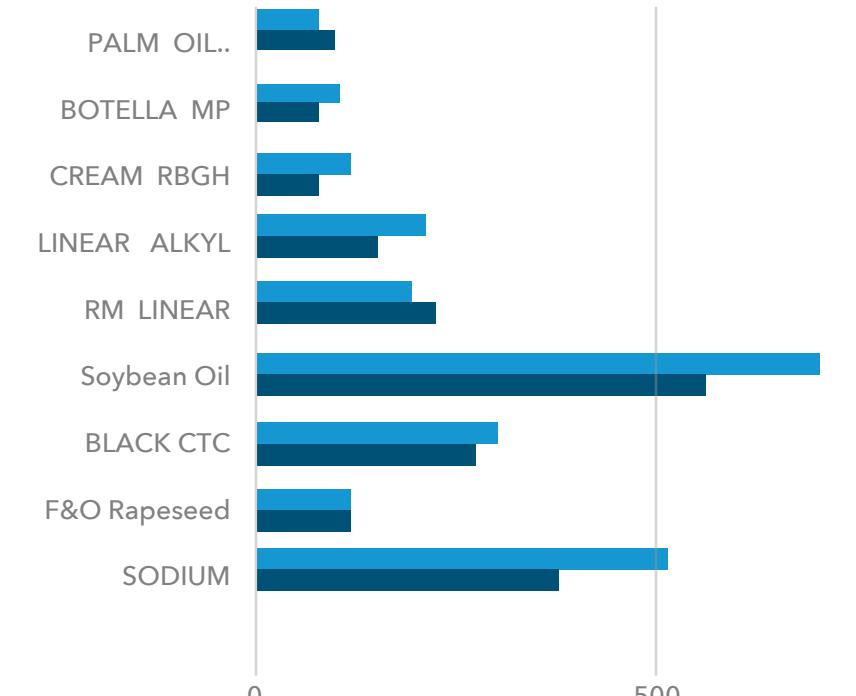
UU Suppliers as a % Total Spend measured against supplier Ave Payment Terms



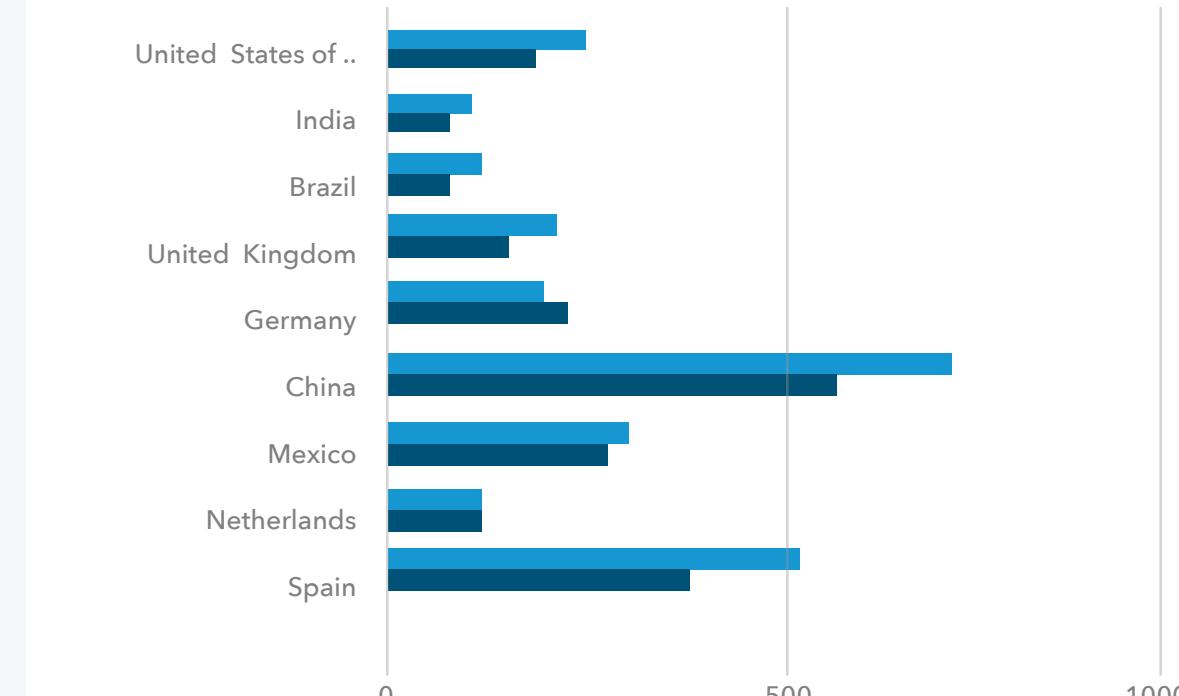
Avg Payment Terms (Supplier)



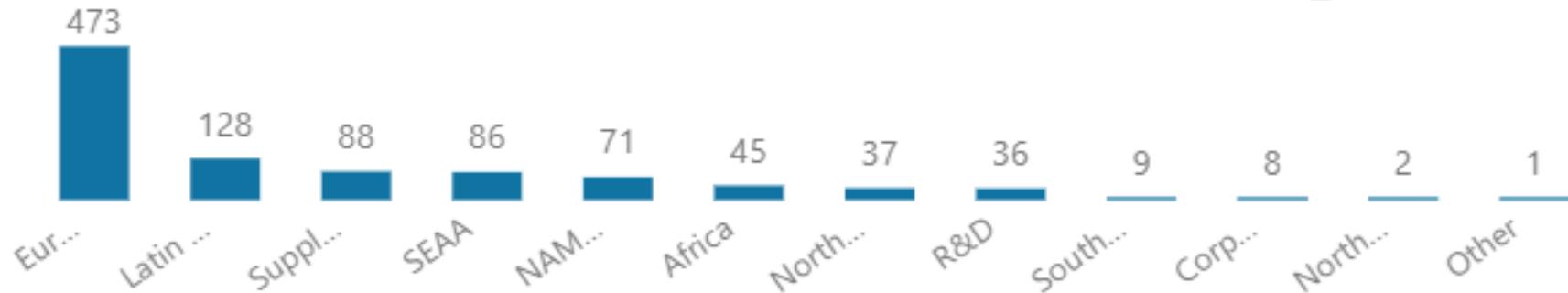
Avg Payment Terms (Material)



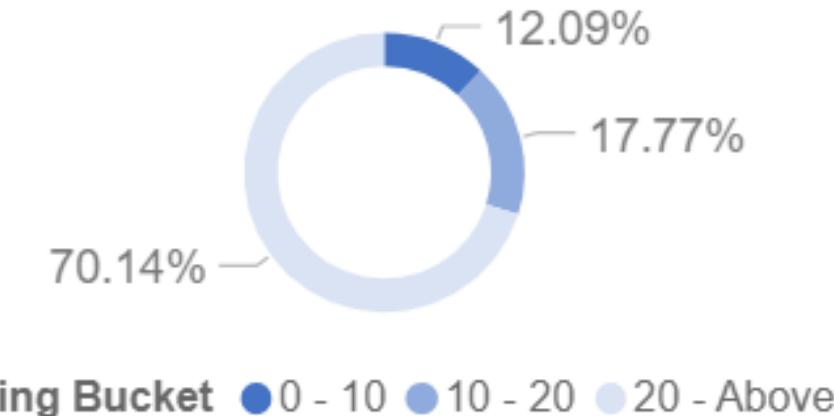
Avg Payment Terms (Country)



No. Blocked Invoice : By Cluster



No. Blocked Invoice : By Ageing



Invoice Detail Analysis

User	Invoice Code	PO Code	Vendor Code	Plant Code
All	All	All	All	All

Company Code	ScanDate	ScanID	DocumentType	VendorName	Vendor	AssignedUserAccount	Bot Says
9314	2016-04-01	20160401_ZXb8XZZK01	INVPO	INGREDION ARGENTINA S A	0010002280	JUAN.LEZCANO	
2200	2016-12-20	20161220_ZS31TW0464	INVPO	I P S A	0010002269	JUAN.LEZCANO	
2611	2017-04-27	20170427_OB03121338	INV	SEDA ITALY SPA	0000066232	AMORETTI_M_USCC	
2611	2017-05-15	20170515_OB03159456	INVPO	SEDA ITALY SPA	0000066232	AMORETTI_M_USCC	
2611	2017-05-15	20170515_OB03159456	INVPO	SEDA ITALY SPA	0000066232	AMORETTI_M_USCC	
2611	2017-05-15	20170515_OB03159456	INVPO	SEDA ITALY SPA	0000066232	AMORETTI_M_USCC	
2611	2017-05-15	20170515_OB03159456	INVPO	SEDA ITALY SPA	0000066232	AMORETTI_M_USCC	
2200	2017-05-26	20170526_ZY0GPP00025	INVPO	TACA LOGISTICA S A	0010002269	JUAN.LEZCANO	



All Contracts

Contract

Search Contracts



All Contracts

CREATE CONTRACT

Search with Material, Supplier and Plant etc.

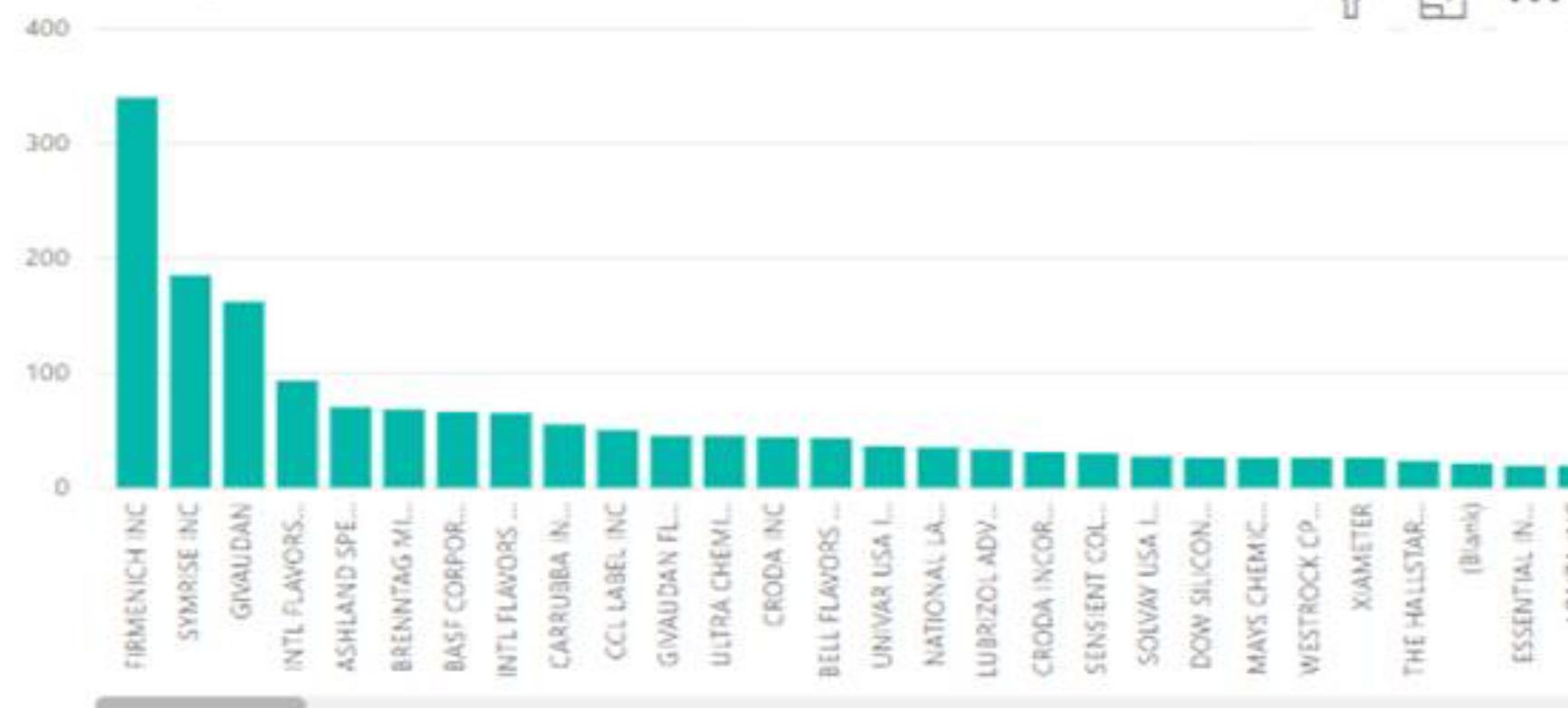
Master Agreement ↓ Name/ID	Supplier Name/ID	Validity Date	Contract Owner	Contract Type	Buying Category	Buyer Role	Contract Status	Last Modified	refresh
null_2019/Au.. iCAT00042969 NA v1		29-Aug-2019 28-Aug-2020	Prachi Jha	Date	Commodities	Contract Owner	<input checked="" type="checkbox"/> FORM_ENTRY	05-Sep-2019 Prachi Jha	⋮
null_2019/Se.. iCAT00045150 NA v1		5-Sep-2019 4-Sep-2020	Prachi Jha	Date	Chemicals Fine Chemicals 1(Maria Allen)	Contract Owner	<input checked="" type="checkbox"/> FORM_ENTRY	05-Sep-2019 Prachi Jha	⋮
null_2019/Se.. iCAT00045149 NA v1		5-Sep-2019 4-Sep-2020	Prachi Jha	Date	Chemicals Fine Chemicals 1(Maria Allen)	Contract Owner	<input checked="" type="checkbox"/> FORM_ENTRY	05-Sep-2019 Prachi Jha	⋮
FOOD PROGRES.. iCAT00045148 NA v1	FOOD PROGRESS MANUFACTURING CO,LTD 87060	1-Jun-2019 31-May-2020	Sayan Sinha	Date	Commodities Soft Commodities	Contract Owner	<input checked="" type="checkbox"/> SENT_TO_CPMO	05-Sep-2019 Sayan Sinha	⋮
SUMMIT MANUF..- Signum NR iCAT00005419 CTC0016700 v2	SUMMIT MANUFACTURING T A SIGNUM 566713	1-Nov-2017 31-Dec-2019	rajesh mahato	Date	Markets-Asia Packaging - All	Contract Owner	<input checked="" type="checkbox"/> VALIDATIONS_PASSED	05-Sep-2019 rajesh m..	⋮
SUMMIT MANUF..- Signum NR iCAT00043667 NA v1	SUMMIT MANUFACTURING T A SIGNUM 566713	1-Nov-2017 31-Dec-2019	shubham Priyadarshi	Date	Markets-Asia Packaging - All	Contract Owner	<input checked="" type="checkbox"/> VALIDATIONS_PASSED	05-Sep-2019 rajesh m..	⋮
null_2019/Se.. iCAT00045147 NA v1		5-Sep-2019 4-Sep-2020	Prachi Jha	Date	Chemicals	Contract Owner	<input checked="" type="checkbox"/> FORM_ENTRY	05-Sep-2019 Prachi Jha	⋮
SYMRISE INC..- CCF_CTC0049088_A... iCAT00045146 CTC0049088 v1	SYMRISE INC 50013156	1-Jun-2019 31-Mar-2020	Roshan Tantirimudalige	Date	Chemicals Fragrances & Flavours 2(Roshan Tantirimudalige)	Contract Owner	<input checked="" type="checkbox"/> PUBLISH_TO_ECC	05-Sep-2019	⋮
KARNEET ENTE..- Karneet Enterprises_... iCAT00045145 CTC0049087 v1	KARNEET ENTERPRISES 50479380	2-May-2019 31-Dec-2019	Varun Mehta	Date	Chemicals Inorganics 3(Matjale Matsaung)	Contract Owner	<input checked="" type="checkbox"/> SUPPLIER_SIGNATURE	05-Sep-2019	⋮
BC FOODS EUR..- DONG 2017_18 - Oni... iCAT00036563 CTC0011735 v1	BC FOODS EUROPE COMPANY LTD 1110129	1-Oct-2017 30-Sep-2018	Wojciech Mlodawski	Date	Food Ingredients Vegetables	Contract Owner	<input checked="" type="checkbox"/> EXECUTED	05-Sep-2019	⋮
DOW EUROPE G..- DOW Other Polymer... iCAT00045144 CTC0011730 v1	DOW EUROPE GMBH 165574	1-Nov-2017 31-Dec-2018	Sarah J.Lee	Date	Chemicals Fine Chemicals 3(Sandra Challinor)	Contract Owner	<input checked="" type="checkbox"/> SUPPLIER_SIGNATURE	05-Sep-2019	⋮
CP KELCO FRA..- Carrageenan_CP Kelc... iCAT00045143 CTC0008570 v1	CP KELCO FRANCE SARL 340052	1-Jul-2017 30-Jun-2018	Alexandre Sakai	Date	Food Ingredients Structurants	Contract Owner	<input checked="" type="checkbox"/> UNILEVER_SIGNATURE	05-Sep-2019	⋮

Dashboard / My Contracts

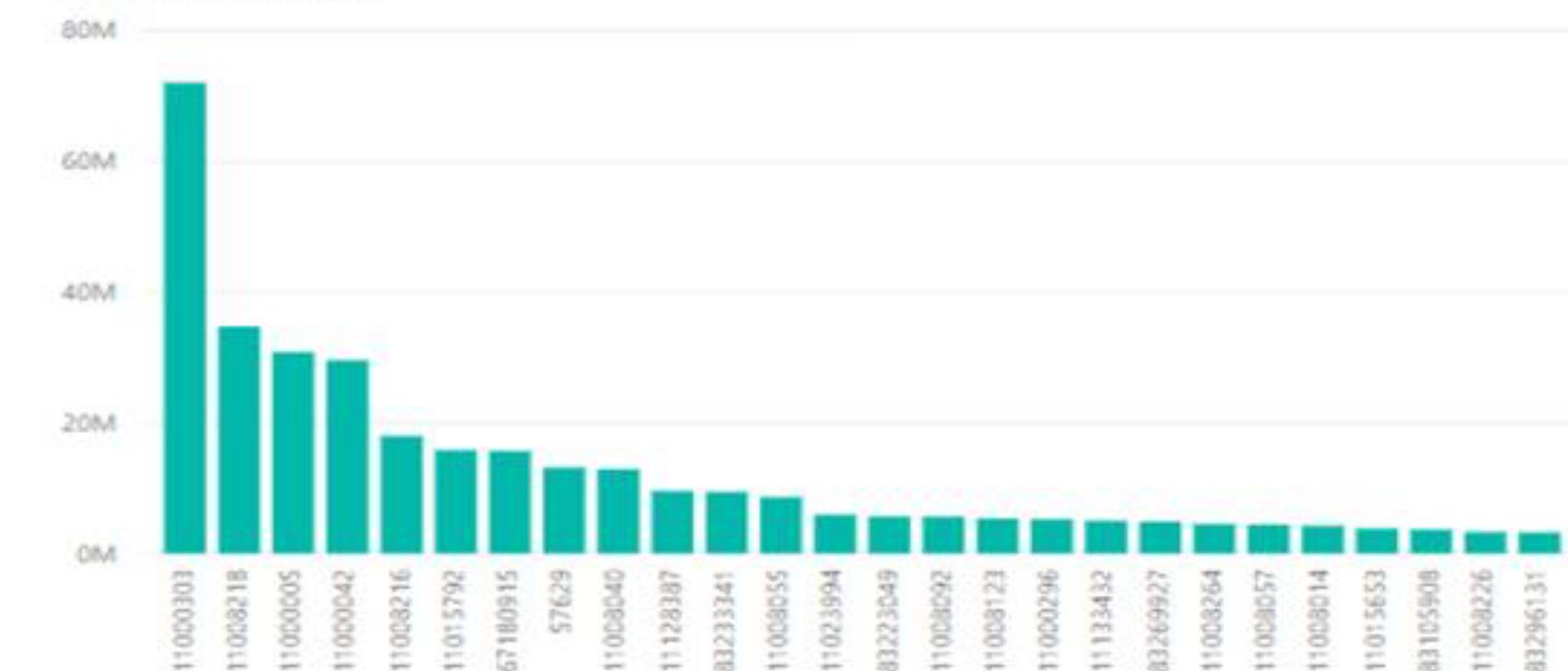
Net Spend by Vendor Name 1



#Contracts by Vendor Name 1



Net Spend by Material



Net Spend by Plant Name

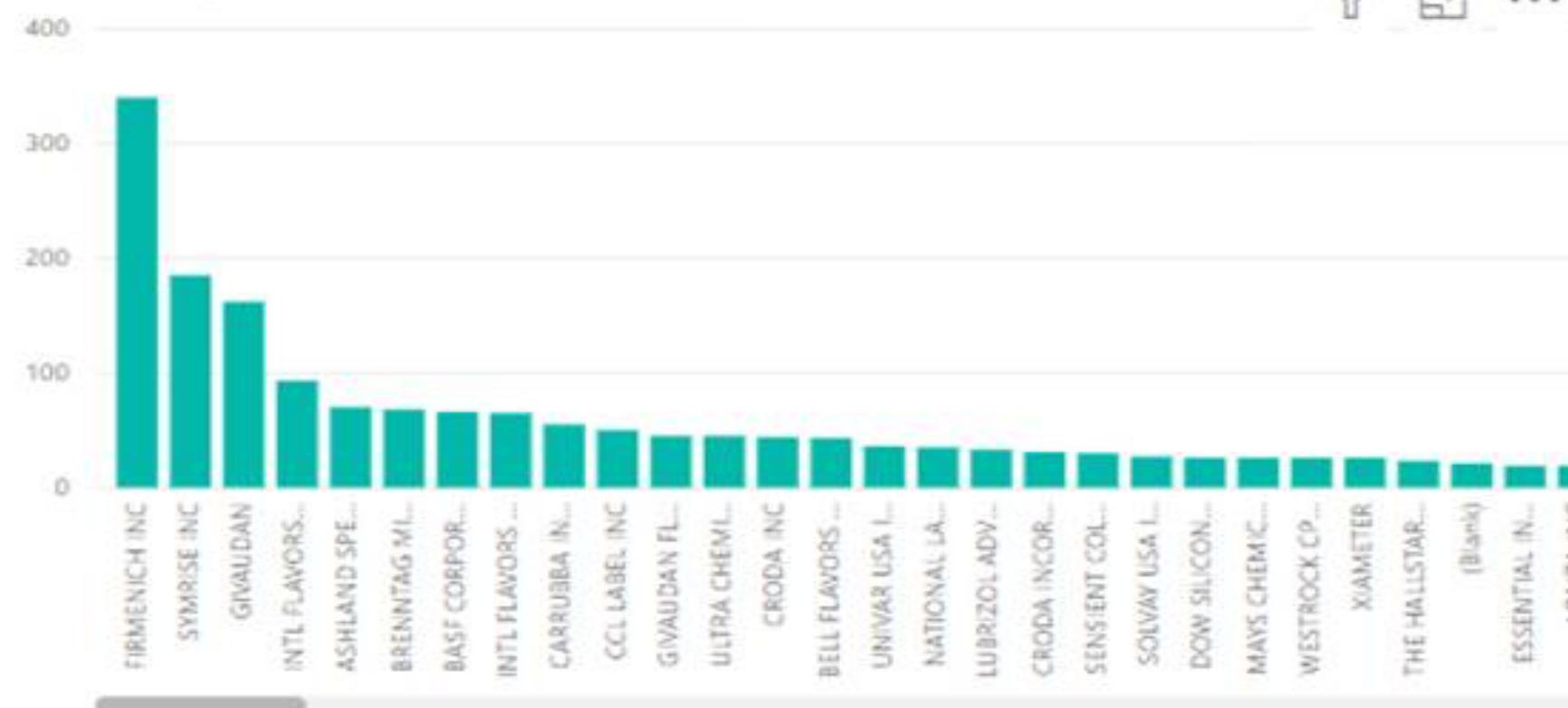


Dashboard / iApp

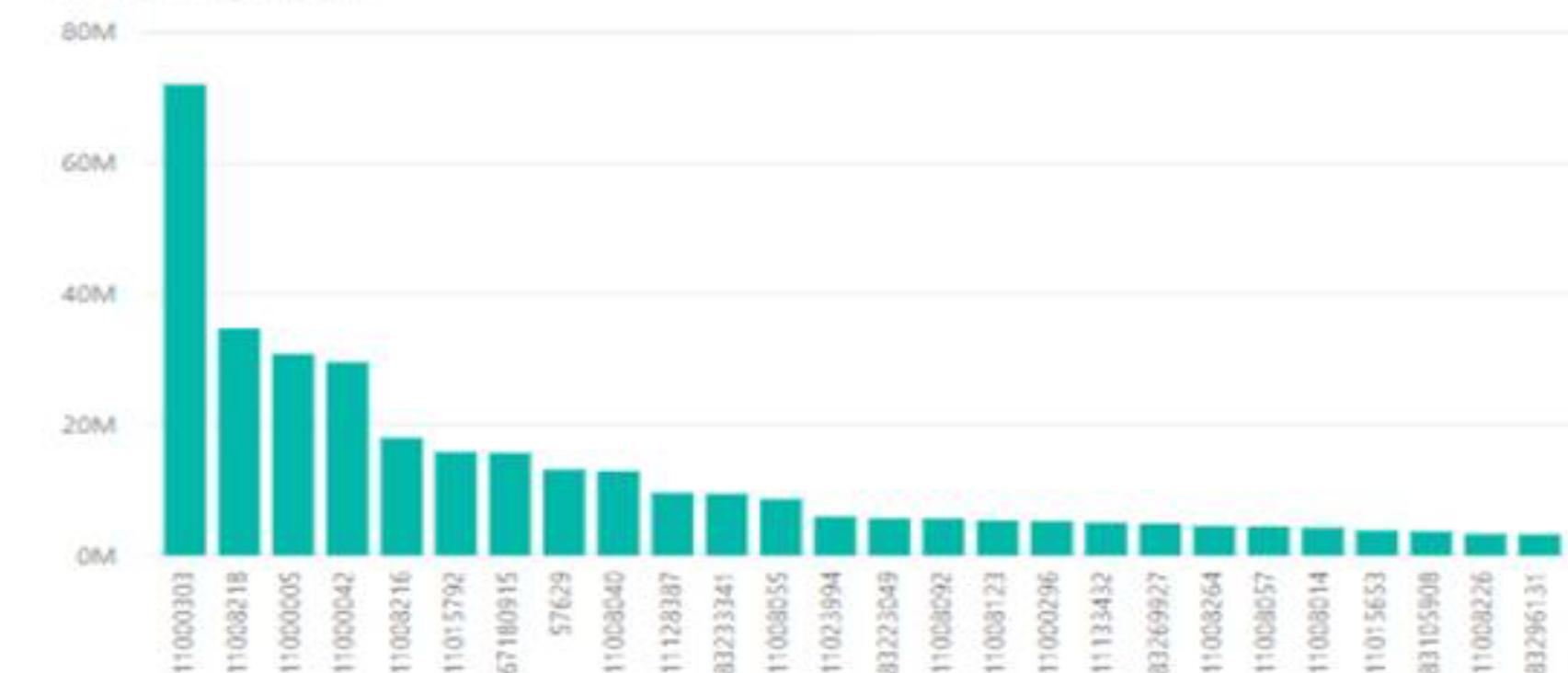
Net Spend by Vendor Name 1



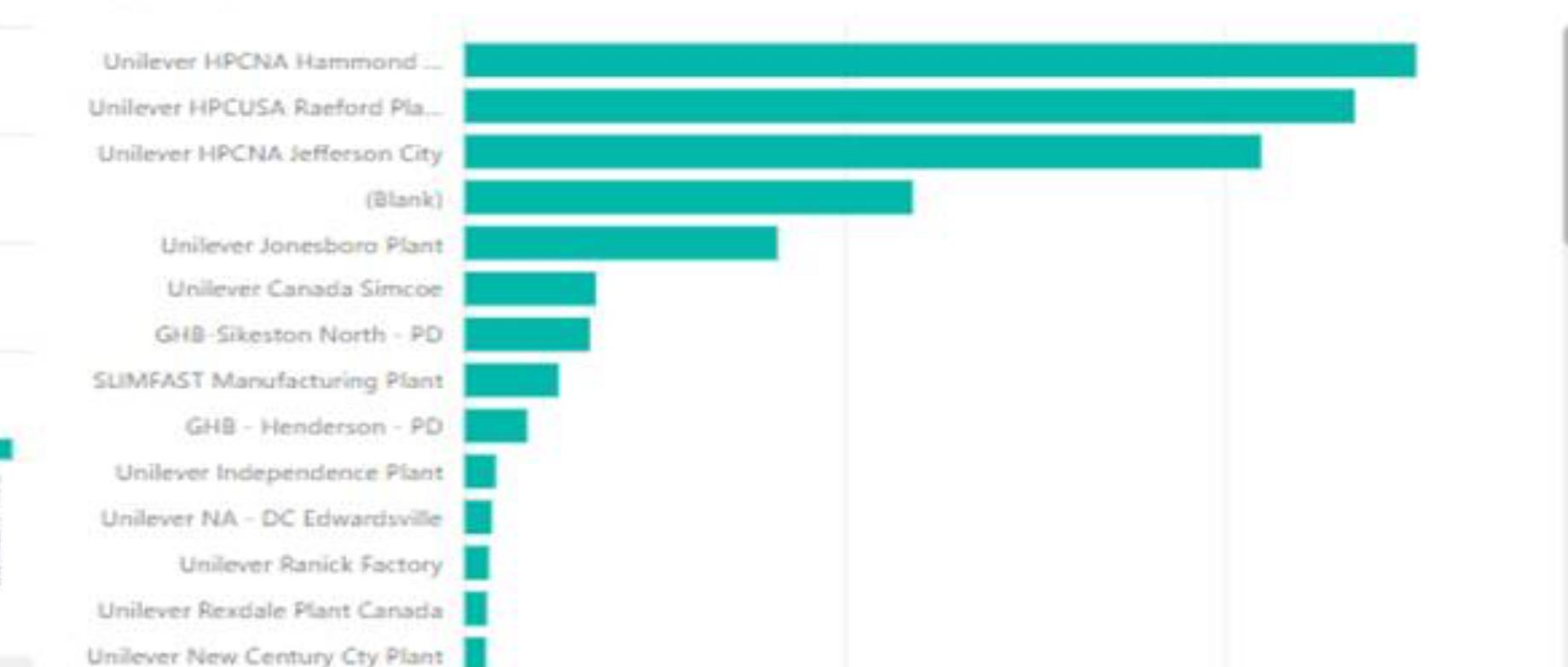
#Contracts by Vendor Name 1



Net Spend by Material



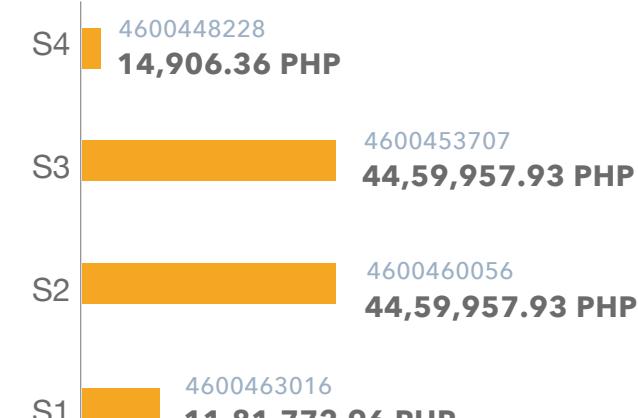
Net Spend by Plant Name



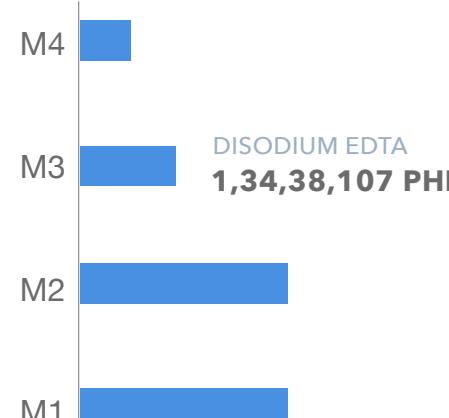
Home / Contracts

OVERLAPPING CONTRACTS

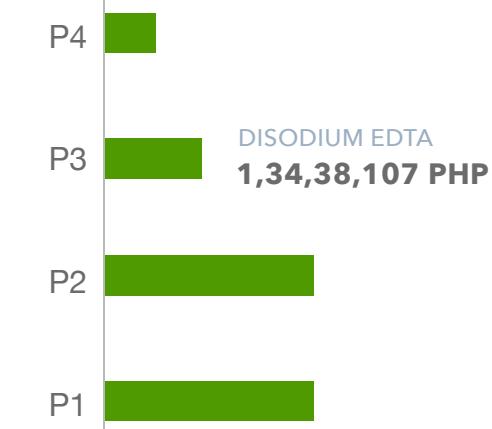
Supplier



Material



Plant



Overlapping Contracts

Supplier Name	Material	Plant	Number of Contracts	Overlapped Duration
AKZO NOBEL	Material1	2	2	
Asian agero	Material2	3	3	
Supplier 3	Material3	2	2	
Supplier 4	Material4	4	4	

Timeline View of Supplier and Material

● AKZO NOBEL ● Material 1

C1



C2



July 2019

Aug 2019

Sept 2019

Oct 2019

Nov 2019

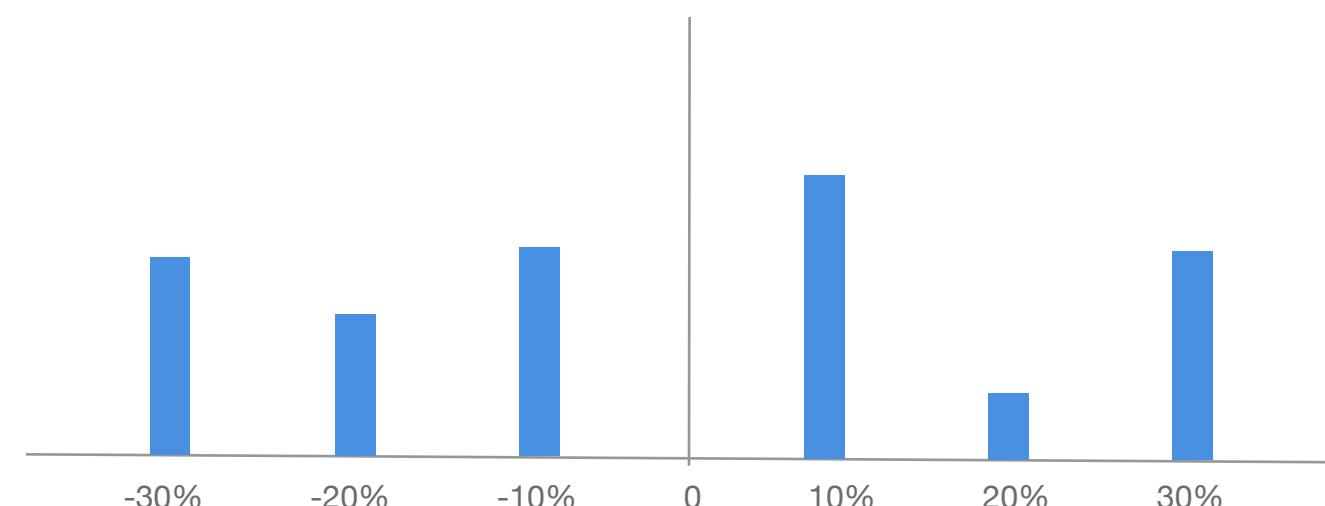
Dec 2019

Home / Contracts

CONTRACT PERFORMANCE VOLUME

Material Volume Deviation Slabs

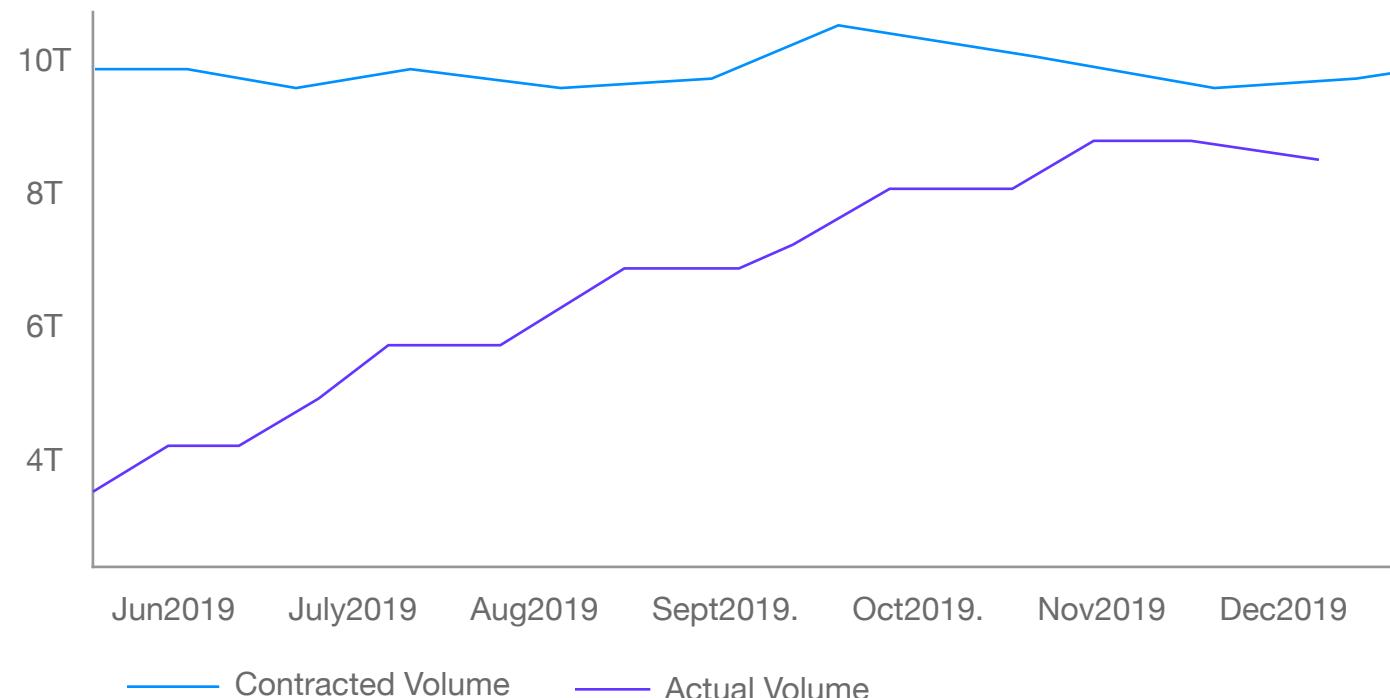
Filter 



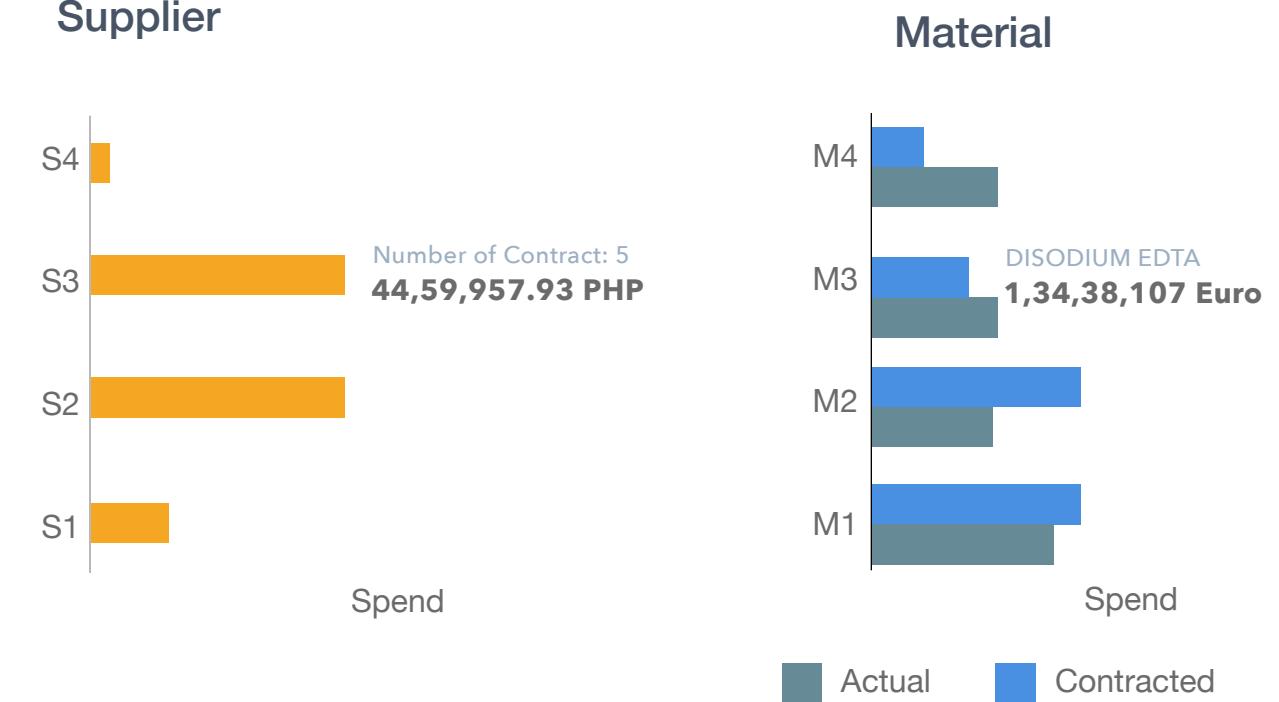
Actual & Contracted Volume Map



Actual vs Contracted Trend

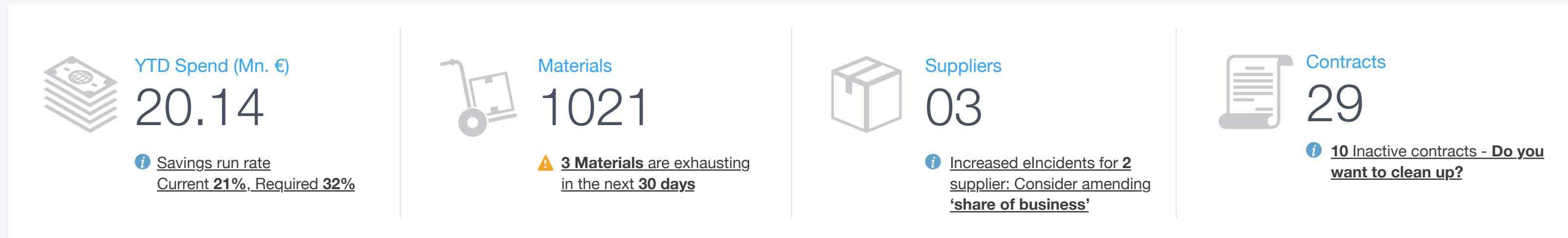


Supplier

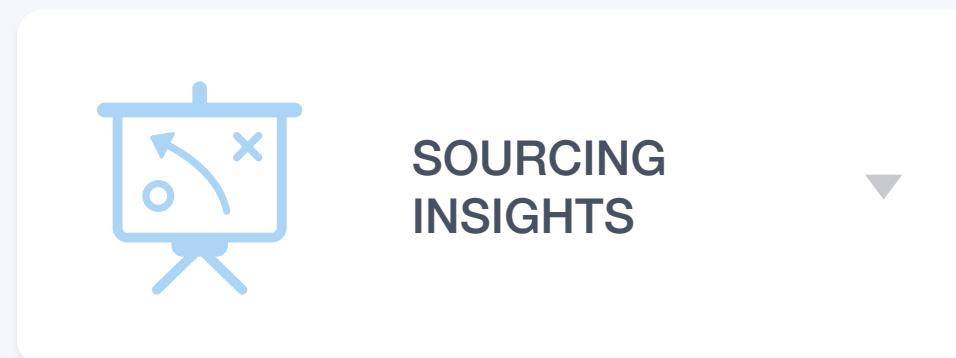


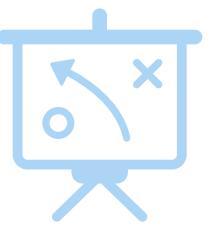


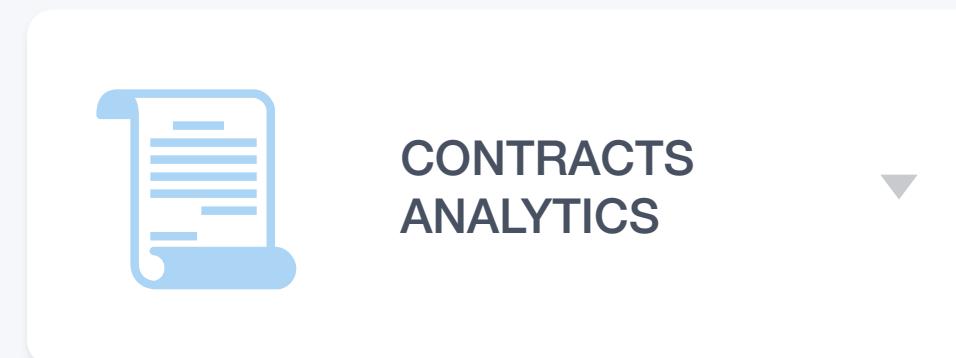
Buyer Overview



Explore



 **SOURCING INSIGHTS** ▾



 **CONTRACTS ANALYTICS** ▾



 **NEGOTIATION ANALYTICS** ▾



Home / Material Exhaustion

Material Exhaustion Alert

Total Material Exhaustion

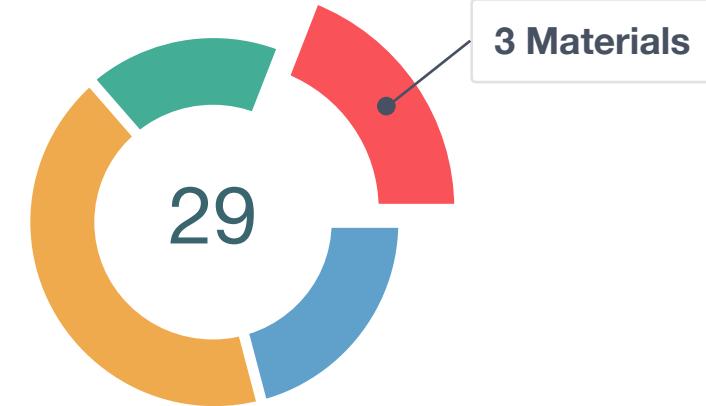
Days

6-10

11-20

21-30

31-60



Impact

3 Material expiring in **30 Days**, with potential impact on delivery for 5 plants

Filter

Material	Cover End Date ▼	No of Plants	No of Contract	Exhaustion Type▲	Exhaustion Date	Expiry Date
Material 1	30 June 2019	3	2	Volume Based	30 Jun 2019	31 Dec 2019
Material 2	10 July 2019	5	1	Time Based	30 Jul 2019	10 July 2019
Material 3	17 Aug 2019	1	5	Time Based	- NA-	17 July 2019

< Back

Material ID	Material Name	Plants	Exh. Date	Current Contract
4600465298	Material 1	Plant 1	30 Jun 2019	1

Our Recommendations



Pricing

Market prices are on a lower trend.
Other suppliers may offer a lower price. Go for [competitive bidding](#)



Total Volume

[View forecasting trends](#)
EDTA - CALCIUM DISODIUM:
1000 KG
[View volume by plant](#)



Cover Period

Time based for
3 months



Suppliers

AKZO & CHEM

Material 1 is Exh. in following plants

Plant	Volume Balance in June	Exh. Date	Volume Required for cover period
<input checked="" type="checkbox"/> Plant 1	X tons	June	-
<input checked="" type="checkbox"/> Plant 2	Y Tons	July	-
Plant 3	Z tons	Aug	-

Choose bundling options

Material	Plant	Volume Balance in June	Exh. Date	Volume Required for cover period
<input checked="" type="checkbox"/> Material 2	Plant 2	X tons	June	-
<input checked="" type="checkbox"/> Material 3	Plant 3	Y Tons	July	-
Material 4	Plant 4	Z tons	September	-

Done

Suppliers Insights (Select Suppliers) Approved Suppliers All Suppliers

Select Materials

 Material 1 Material 2 Material 3

Compare Suppliers

SUPPLIER DETAILS						
Supplier	Material	SOB	Last Contracted Price (per KG)	Last Contracted Date	Avg. Lead Time	e-Incidents & OTIF
<input checked="" type="checkbox"/> AKZO	Material 1	-	€ 11.17	01-04-2018	-	-
<input checked="" type="checkbox"/> AKZO	Material 2	-	€ 11.17	01-04-2018	-	-
<input checked="" type="checkbox"/> AKZO	Material 3	-	€ 11.17	01-04-2018	-	-
<input checked="" type="checkbox"/> CHEM	Material 1	-	€ 11.17	01-04-2018	-	-
<input checked="" type="checkbox"/> CHEM	Material 2	-	€ 11.17	01-04-2018	-	-
<input checked="" type="checkbox"/> CHEM	Material 3	-	€ 11.17	01-04-2018	-	-
<input checked="" type="checkbox"/> LGA	Material 2	-	€ 11.17	01-04-2018	-	-

Approved Supplier
 Partial Approved Supplier
 Non-Approved Supplier

Negotiation Options

Recommended Action

RFQ

E-Tender

Face to Face

Renew Contract

Nego Factory

< Back

Material ID	Material Name	Plants	Exh. Date	Current Contract
4600465298	Material 1	A	June 2019	1

Volume Insights



Total Volume

Material 1 Exhausting in Plant 1 in June & plants 2 & 3 in July.

Choose duration of cover Select Months

Suppliers supplying Material 1 also supply Material 2, Material 3, Material 4

Material 1 is Exh. in following plants

Plant	Volume	Exh. Date
Plant 1	X tons	Exh. Date
Plant 2	Y Tons	Exh. Date
Plant 3	Z tons	Exh. Date

Choose bundling options

Material	Plant	Volume Balance in June	Exh. Date	Volume Required for cover period
<input checked="" type="checkbox"/> Material 2	Plant 2	X tons	June	-
<input checked="" type="checkbox"/> Material 3	Plant 3	Y Tons	July	-
Material 4	Plant 4	Z tons	September	-

Done

Suppliers Insights

(Select Suppliers)

Approved Suppliers

All Suppliers

Select Materials Material 1 Material 2 Material 3

Compare Suppliers

SUPPLIER DETAILS						
Supplier	Material	SOB	Last Contracted Price (per KG)	Last Contracted Date	Avg. Lead Time	e-Incidents & OTIF
<input checked="" type="checkbox"/> AKZO	Material 1	-	€ 11.17	01-04-2018	-	-
View Plant Material Matrix						
<input checked="" type="checkbox"/> AKZO	Material 2	-	€ 11.17	01-04-2018	-	-
<input checked="" type="checkbox"/> AKZO	Material 3	-	€ 11.17	01-04-2018	-	-
<input checked="" type="checkbox"/> CHEM	Material 1	-	€ 11.17	01-04-2018	-	-
<input checked="" type="checkbox"/> CHEM	Material 2	-	€ 11.17	01-04-2018	-	-
<input checked="" type="checkbox"/> CHEM	Material 3	-	€ 11.17	01-04-2018	-	-
<input checked="" type="checkbox"/> LGA	Material 2	-	€ 11.17	01-04-2018	-	-

Approved Supplier

Partial Approved Supplier

Non-Approved Supplier



Supplier Comparison

(Configure data to view supplier comparison)

[+ Add a Material and Plant combination](#)[+ Add Supplier](#)

Currency Normaliser

Edit

DONE

Material	Plant Name	Supplier	Net Price	Payment Terms	Buying Currency	Incoterm	Net Price_EXW	Freight	Taxes & Duties	Local Transport
EDTA - CALCIUM DISODIUM	Cavite Foods	AKZO.. AKZO NOBEL FUNCTIONAL CHE	12.65	60	USD	CIP	12.01	0.63	2.84	0.31
		CHEM..	668.50	45	PHP	DDP	508.06	26.74	120.33	13.37

Click on done to view
Supplier Comparison

Supplier Comparison

(Configure data to view supplier comparison)

[Add a Material and Plant combination](#)
[Add Supplier](#)
[Currency Normaliser](#)

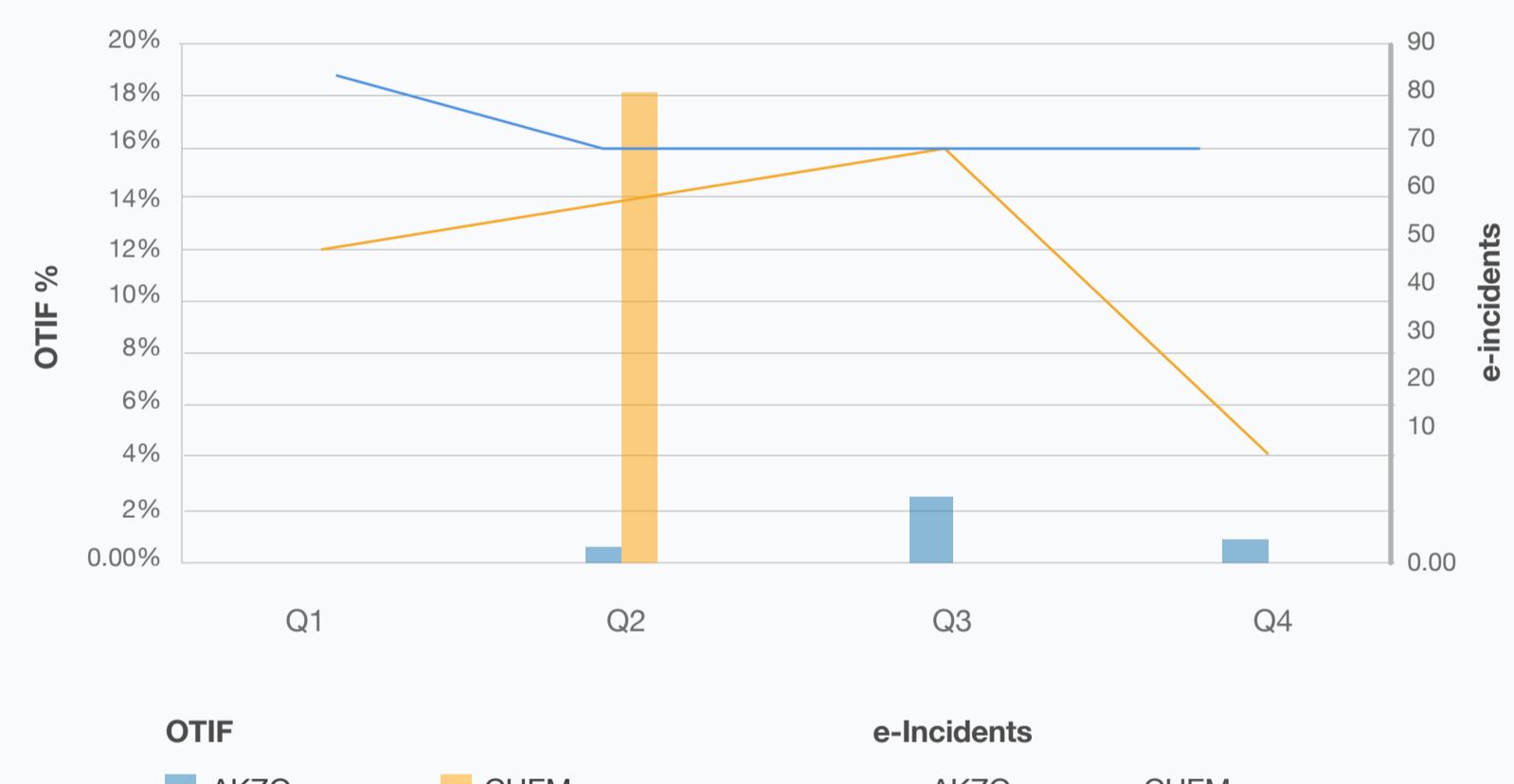
DONE

Material	Plant Name	Supplier	Net Price	Payment Terms	Buying Currency	Incoterm	Net Price_EXW	Freight	Taxes & Duties	Local Transport
EDTA - CALCIUM DISODIUM	Cavite Foods	AKZO..	12.65	60	USD	CIP	12.01	0.63	2.84	0.31
		AKZO NOBEL FUNCTIONAL CHEMICALS INC	668.5	45	PHP	DDP	508.06	26.74	120.33	13.37

Price Comparison



Performance Comparison



Impact on Share of Businesses on Landed Cost , Cash on Hand & NMI

Share of Business



Payment Terms

Average past payment terms: 90 Days

Past year's Spend: 1.3Mn PHP

AKZO NOBEL FUNCTIONAL CHEMICALS INC 80 Days

CHEMICAL PROVIDERS INC 100 Days

Result

Landed Cost: 695.37 PHP

Cash on Hand: 2Mn PHP

NMI: -465.60 PHP

< Back

Material ID	Material Name	Plants	Exh. Date	Current Contract
4600465298	Material 1	Plant 1	30 Jun 2019	1

Volume Insights



Total Volume

Material 1 Exhausting in Plant 1 in June & plants 2 & 3 in July.

Choose duration of cover 3 Months

Material 1 is Exh. in following plants

Plant	Volume Balance in June	Volume Required in July	Exh. Date
Plant 1	X tons	200	-
Plant 2	Y Tons	100	-
Plant 3	Z tons	500	-

Suppliers supplying Material 1 also supply Material 2, Material 3, Material 4

Choose bundling options

Material	Plant	Volume Balance in June	Exh. Date	Volume Required for cover period
Material 2	Plant 2	X tons	June	-
Material 3	Plant 3	Y Tons	July	-
Material 4	Plant 4	Z tons	September	-

Done

Volume to Source

Material 1 300 tons at Confidence level 90% ▾

Material 2 500 tons at Confidence level 90% ▾

Material 3 200 tons at Confidence level 90% ▾

Suppliers Insights

(Select Suppliers)
Approved Suppliers
All Suppliers
Select Materials Material 1 Material 2 Material 3

Compare Suppliers

SUPPLIER DETAILS						
Supplier	Material	SOB	Last Contracted Price (per KG)	Last Contracted Date	Avg. Lead Time	e-Incidents & OTIF
<input checked="" type="checkbox"/> AKZO	Material 1	-	€ 11.17	01-04-2018	-	-
AKZO	Material 2	-	€ 11.17	01-04-2018	-	-
AKZO	Material 3	-	€ 11.17	01-04-2018	-	-
<input checked="" type="checkbox"/> CHEM	Material 1	-	€ 11.17	01-04-2018	-	-
CHEM	Material 2	-	€ 11.17	01-04-2018	-	-
CHEM	Material 3	-	€ 11.17	01-04-2018	-	-
LGA	Material 2	-	€ 11.17	01-04-2018	-	-

Approved Supplier

Partial Approved Supplier

Non-Approved Supplier

< Back

Material ID	Material Name	Plants	Exh. Date	Current Contract
4600465298	Material 1	A	June 2019	1

Insights & Recommendations

Volume

Material 1 is Exh. in following plants

Plant	Volume	Exh. Date
Plant 1	X tons	Exh. Date
Plant 2	Y Tons	Exh. Date
Plant 3	Z tons	Exh. Date

Material 1 usually bundled with Material 2,Material 3,Material 4

Material	Plant	Volume	Exh. Date
Material 2	Plant 2	X tons	Exh. Date
Material 3	Plant 3	Y Tons	Exh. Date
Material 4	Plant 4	Z tons	Exh. Date

[Click to Source](#)Volume to Source - XXX-YYY tons to till Nov 2019Confidence level 90%
Suppliers Options (Select Suppliers) **Approved Suppliers** All Suppliers
Select Materials Material 1 Material 2 Material 3 Material 4[Compare Suppliers](#)

SUPPLIER DETAILS						
Supplier	Material	SOB	Last Contracted Price (per KG) <small>PHP EURO</small>	Last Contracted Date	Avg. Lead Time	Define Last 4 Quarters
<input checked="" type="checkbox"/> AKZO	Material 1	-	€ 11.17	01-04-2018	-	-
<input checked="" type="checkbox"/> LG A	All	-	€ 11.17	13-01-2017	-	-
<input checked="" type="checkbox"/> CHEM	All	-	€ 11.17	01-05-2018	-	-

Legend

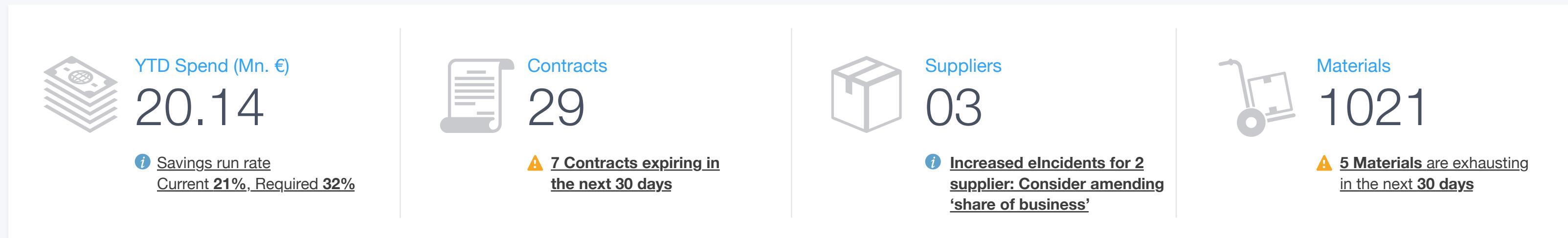
Negotiation Options

Recommended Action

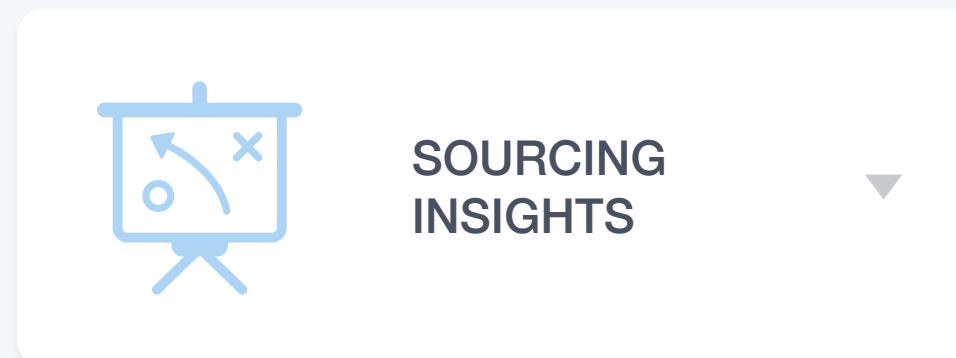
[RFQ](#)[E-Tender](#)[Face to Face](#)[Renew Contract](#)[Nego Factory](#)

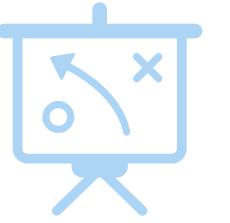


Buyer Overview



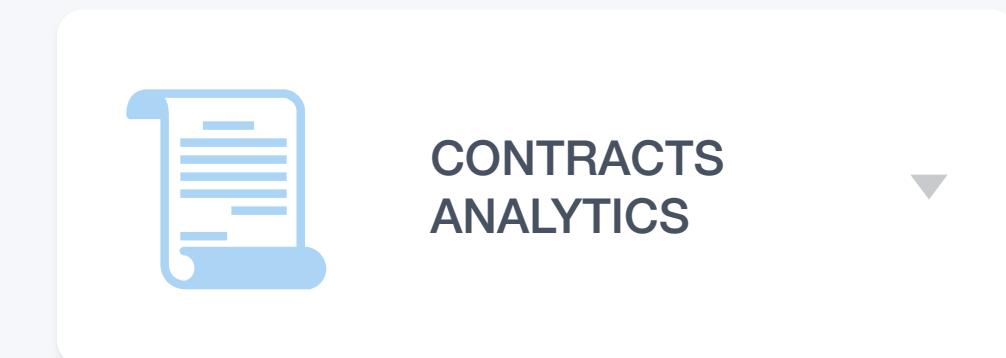
Explore



 **SOURCING INSIGHTS** ▾



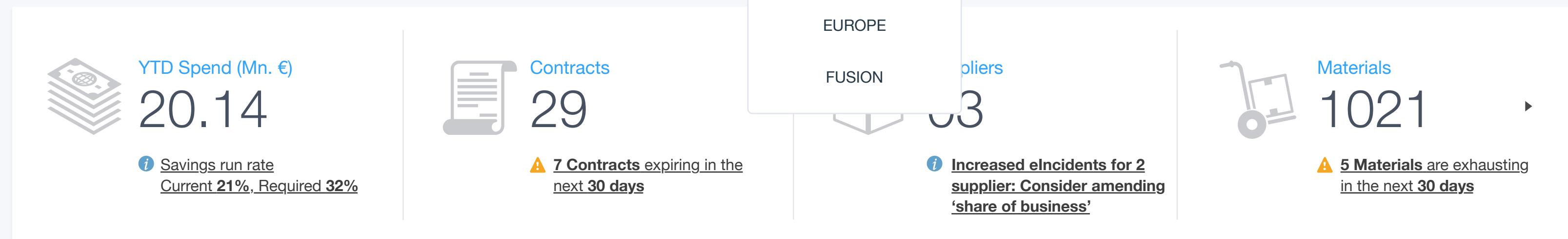
 **NEGOTIATION ANALYTICS** ▾



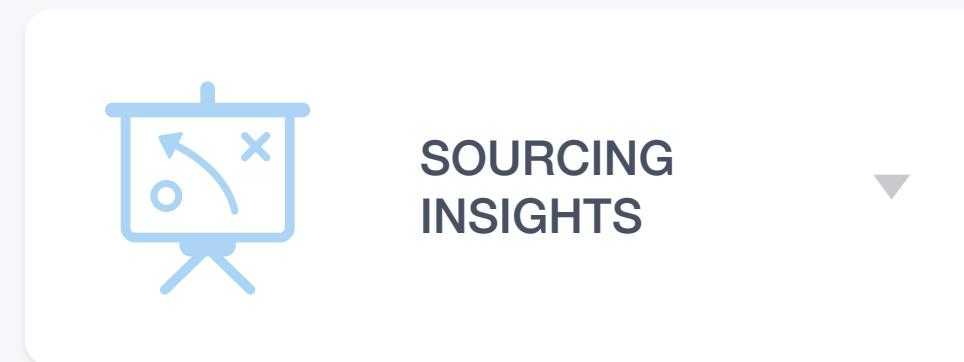
 **CONTRACTS ANALYTICS** ▾

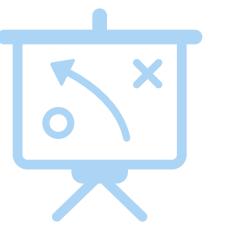


Buyer Overview



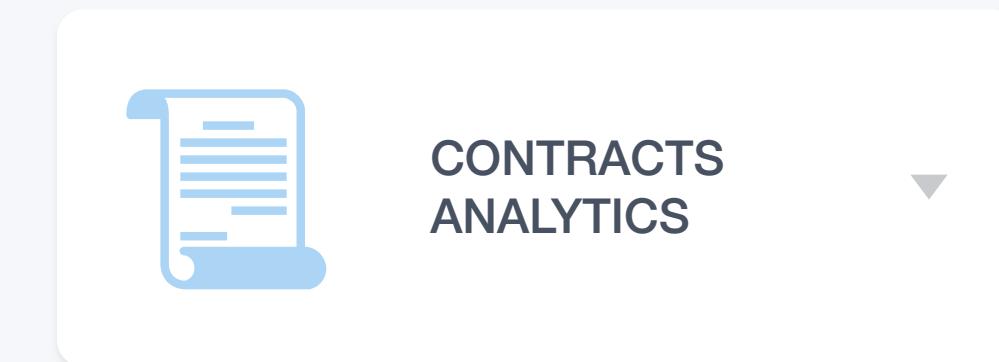
Explore



 **SOURCING INSIGHTS** ▾



 **NEGOTIATION ANALYTICS** ▾



 **CONTRACTS ANALYTICS** ▾



Buyer Overview



YTD Spend (Mn. €)

20.14

 12K \$ Impact to spend

Contracts

69

 7 Contracts expiring in the next 30 days

U2K2

PEPPER

EUROPE

FUSION

Suppliers

45



Materials

15

 3 Materials run out of cover in 60 days
 Delivery Risk on Material A in 30 days

Explore



MATERIAL PLANNING



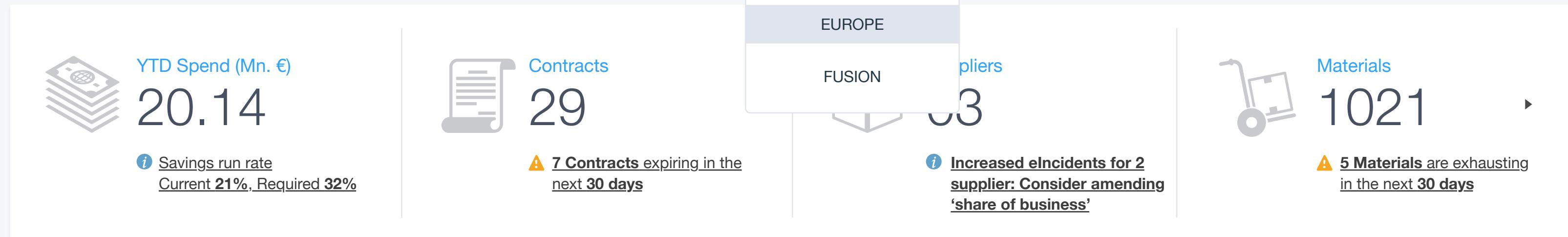
DELIVERY



FINANCIALS



Buyer Overview



Explore

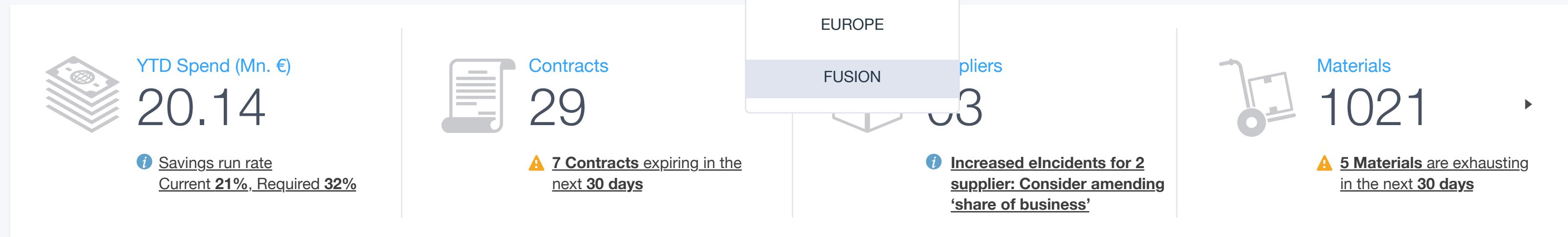
SOURCING INSIGHTS

NEGOTIATION ANALYTICS

CONTRACTS ANALYTICS



Buyer Overview



Explore

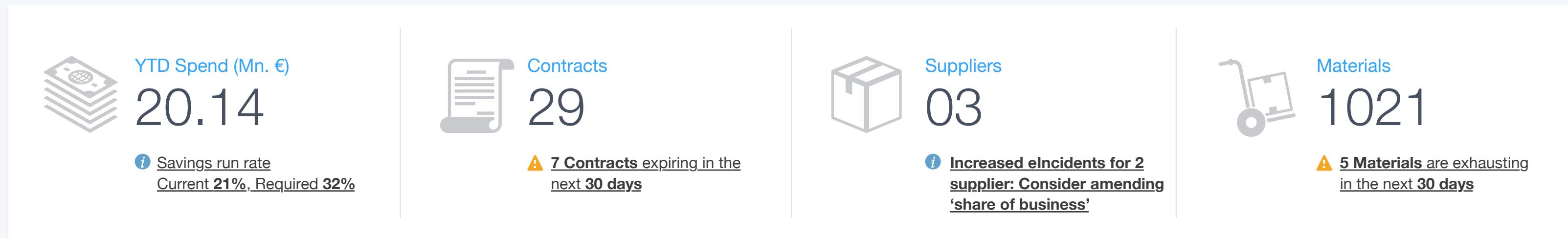
SOURCING INSIGHTS

NEGOTIATION ANALYTICS

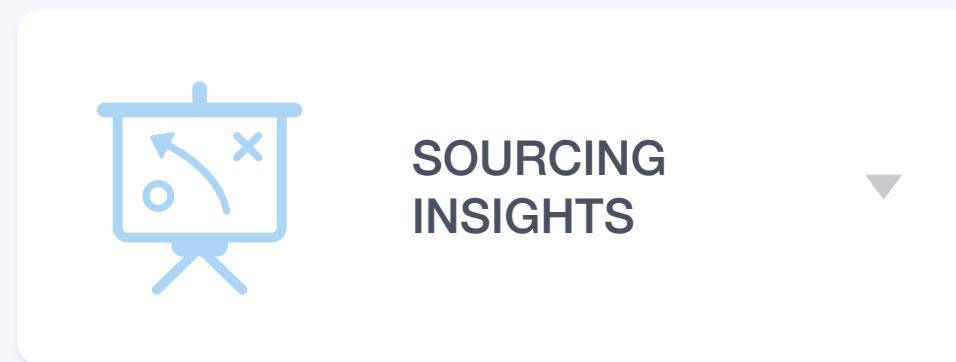
CONTRACTS ANALYTICS

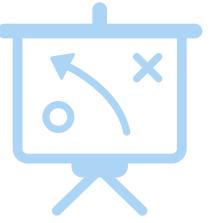


Buyer Overview



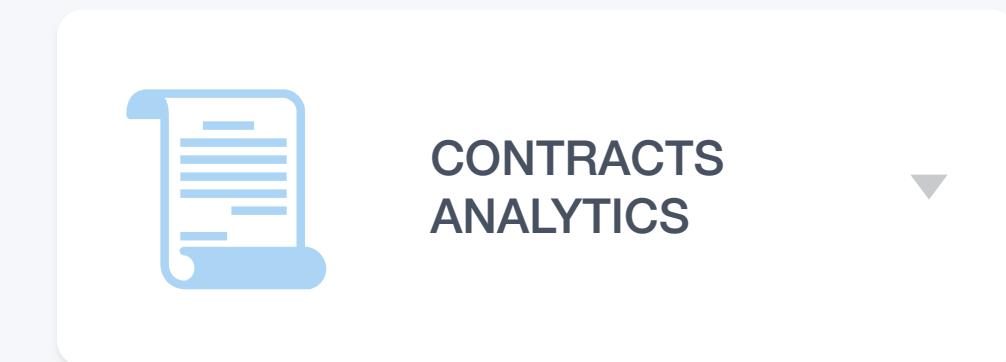
Explore



 **SOURCING INSIGHTS** ▾

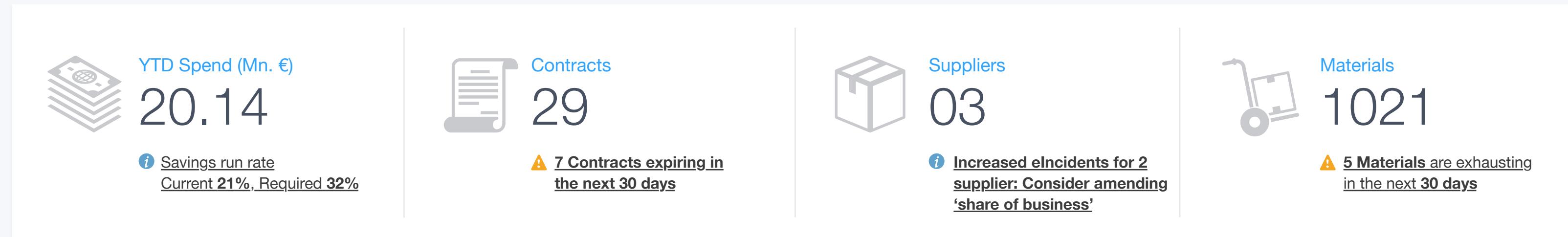


 **NEGOTIATION ANALYTICS** ▾



 **CONTRACTS ANALYTICS** ▾

Buyer Overview



Explore



SOURCING INSIGHTS



NEGOTIATION ANALYTICS

▼

A blue icon depicting a document with horizontal lines, similar to a ledger or contract, with a magnifying glass positioned over it.

CONTRACTS ANALYTICS

- Spend Analytics
 - Supplier Analytics
 - Market Price Analytics
 - Material Volume Trends
 - Business Goals Alignment
 - ‘What-if’ Scenarios ▾



Buyer Overview



YTD Spend (Mn. €)
20.14

 Savings run rate
Current 21%, Required 32%



Contracts
29

 7 Contracts expiring in
the next 30 days



Suppliers
03

 Increased incidents for 2
supplier: Consider amending
'share of business'



Materials
1021

 5 Materials are exhausting
in the next 30 days

Explore



SOURCING INSIGHTS

- Spend Analytics
- Supplier Analytics
- Market Price Analytics
- Material Volume Trends
- Business Goals Alignment
- 'What-if' Scenarios ▲
 - > Volume consolidation
 - > Alternate sourcing



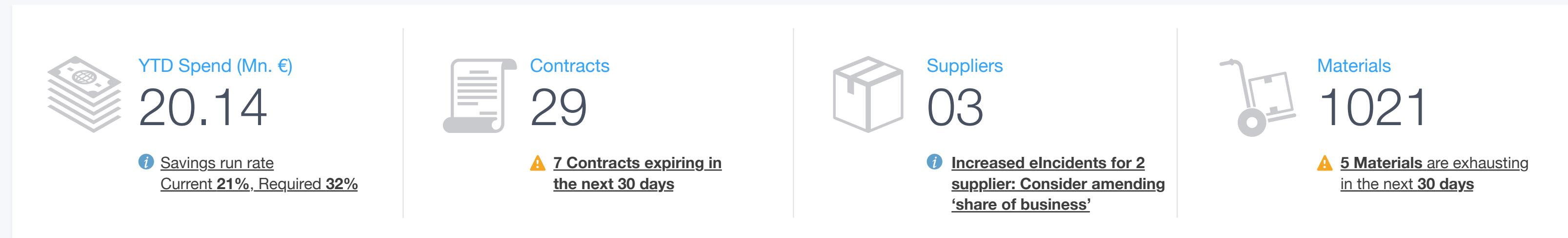
NEGOTIATION ANALYTICS



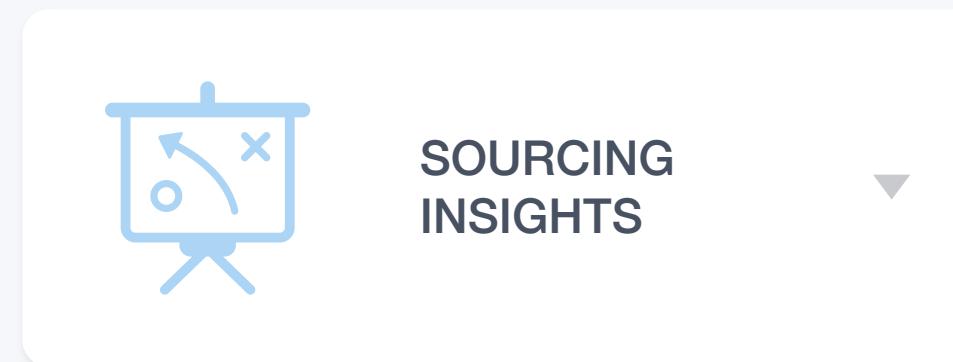
CONTRACTS ANALYTICS

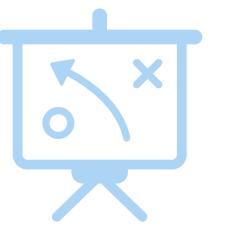


Buyer Overview



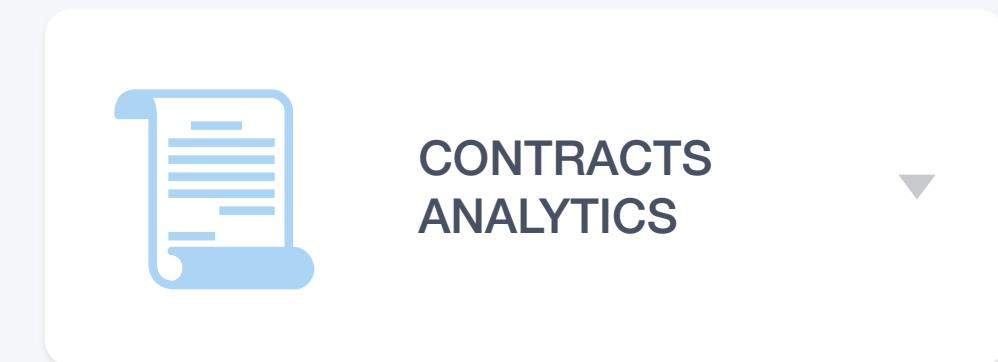
Explore



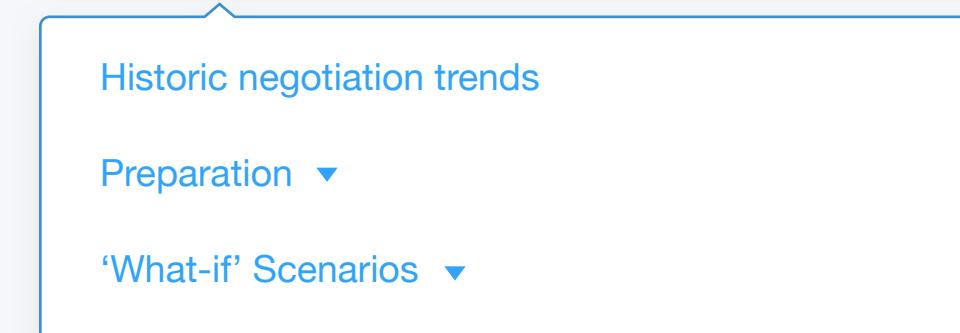
 **SOURCING INSIGHTS**



 **NEGOTIATION ANALYTICS**



 **CONTRACTS ANALYTICS**



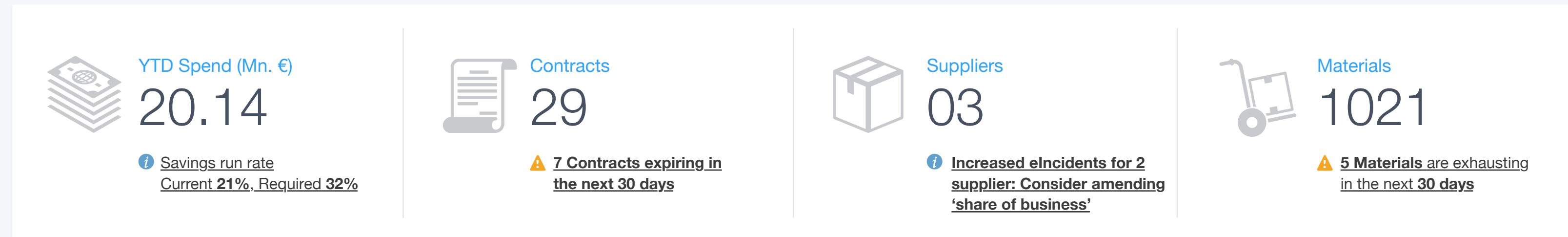
Historic negotiation trends

Preparation ▾

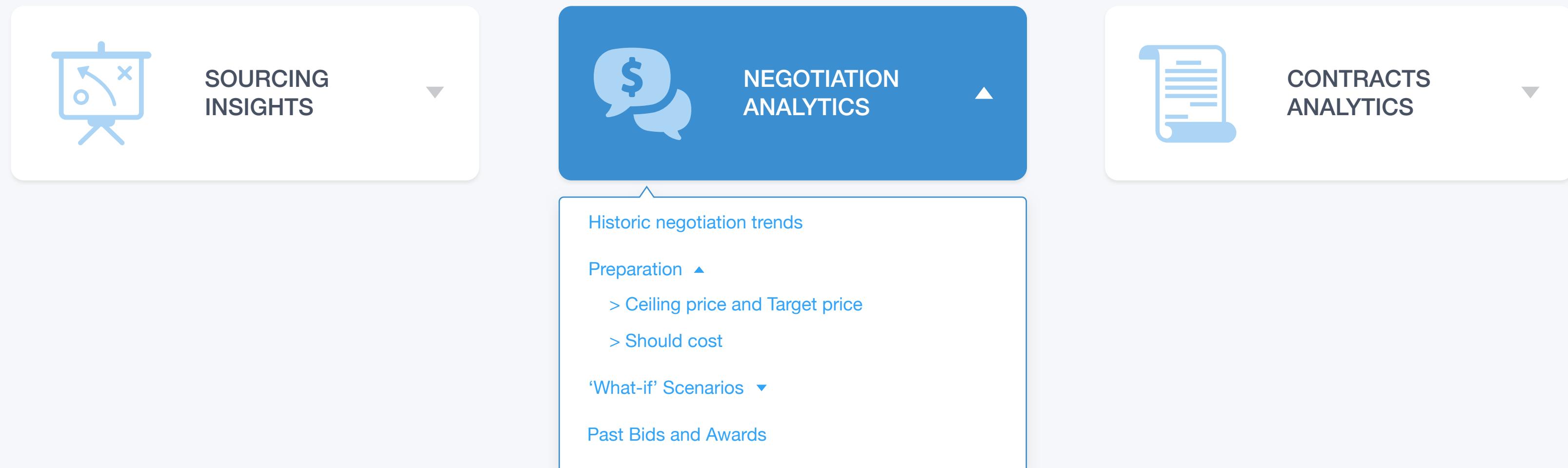
'What-if' Scenarios ▾



Buyer Overview

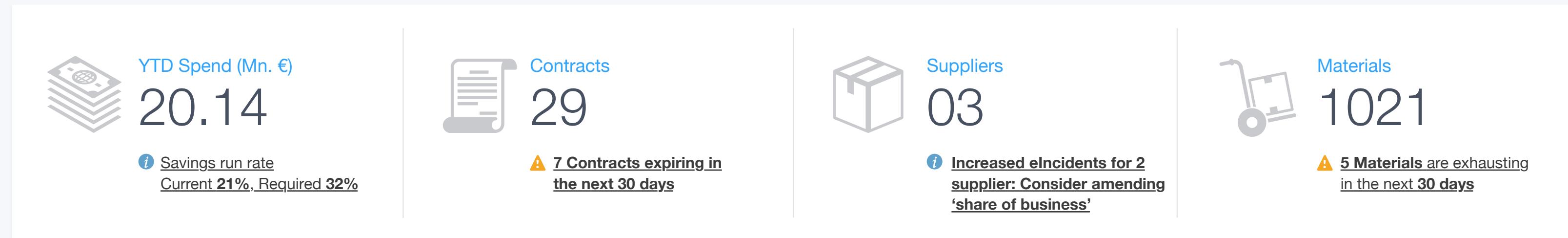


Explore





Buyer Overview

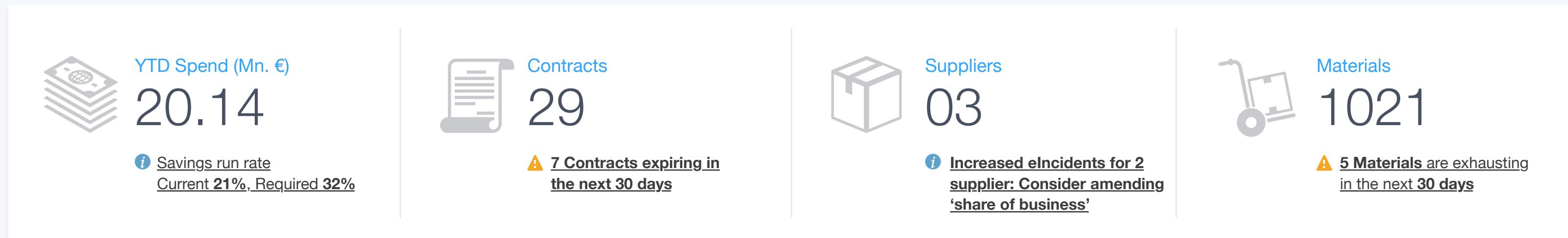


Explore

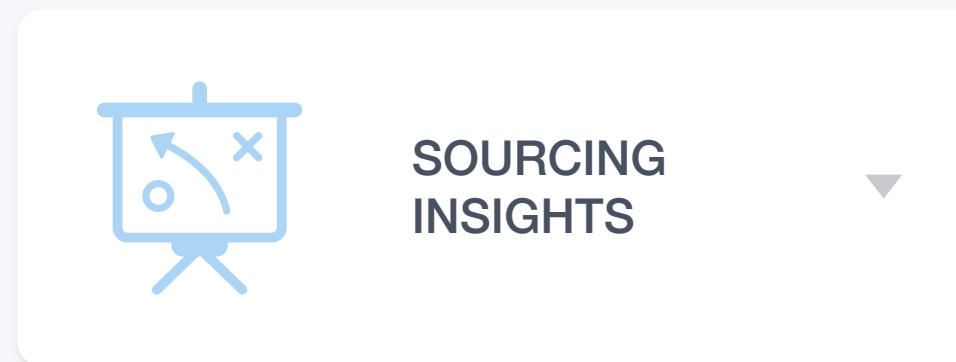


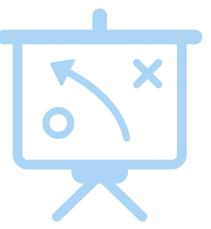


Buyer Overview



Explore



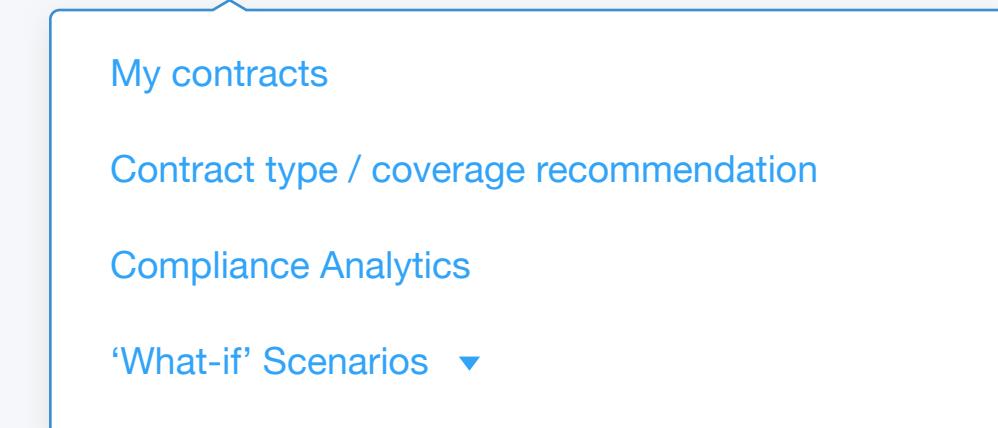
 **SOURCING INSIGHTS**



 **NEGOTIATION ANALYTICS**

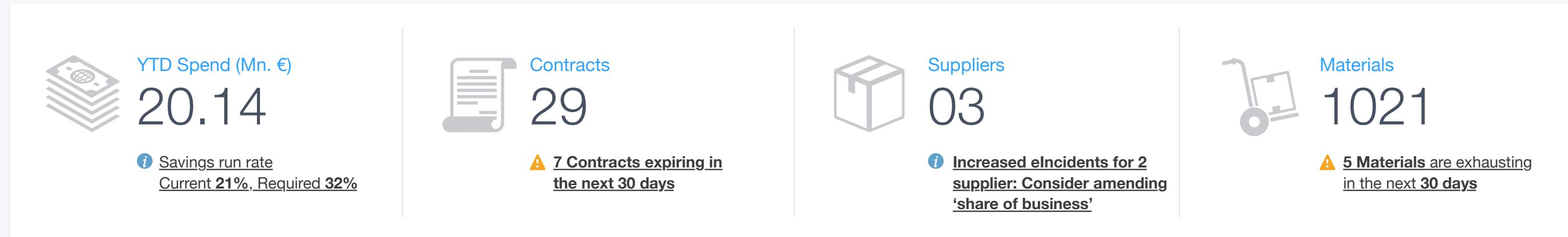


 **CONTRACTS ANALYTICS**



My contracts
Contract type / coverage recommendation
Compliance Analytics
'What-if' Scenarios ▾

Buyer Overview



Explore

The image shows a software interface with three main sections: **SOURCING INSIGHTS**, **NEGOTIATION ANALYTICS**, and **CONTRACTS ANALYTICS**. The **CONTRACTS ANALYTICS** section is expanded, revealing a list of analytical tools and scenarios:

- My contracts
- Contract type / coverage recommendation
- Compliance Analytics
- 'What-if' Scenarios ▲
 - > Payment Terms
 - > Exit Clause
 - > Share of Businesss recommendation



Buyer Overview



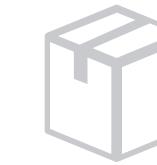
YTD Spend (Mn. €)
20.14

 [Savings run rate](#)
Current **21%**, Required **32%**



Contracts
29

 [7 Contracts expiring in](#)
[the next 30 days](#)



Suppliers
03

 [Increased incidents for 2](#)
[supplier: Consider amending](#)
['share of business'](#)

Spend Analytics

Supplier Analytics

Market Price Analytics

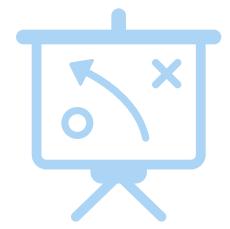
Material Volume Trends

Business Goals Alignment

'What-if' Scenarios

 [5 Materials are exhausting](#)
[in the next 30 days](#)

Explore



SOURCING
INSIGHTS



NEGOTIATION
ANALYTICS



CONTRACTS
ANALYTICS

Home / Contract Expiry

Contract Expiry Alert

Total Contracts Expiring

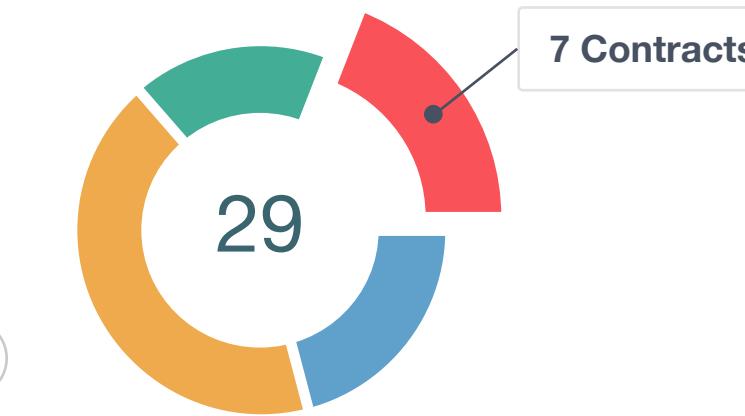
Days

6-10

11-20

21-30

31-60



29

 Impact

7 Contracts expiring in **20 Days**, with potential impact on delivery for 5 plants

Filter

Contract No.	Supplier Name ▾	Contract Expiry Date ▾	Contract Type ▾	Contract
4600461392	AKZO NOBEL	31 Mar 2019	Time Based	
8237135627	Asian agero	10 Apr 2019	Volume Based	
8237122128	Supplier 3	17 Apr 2019	Time Based	
8237123465	Supplier 4	19 May 2019	Volume Based	
8237123907	Supplier 5	20 Jun 2019	Time Based	



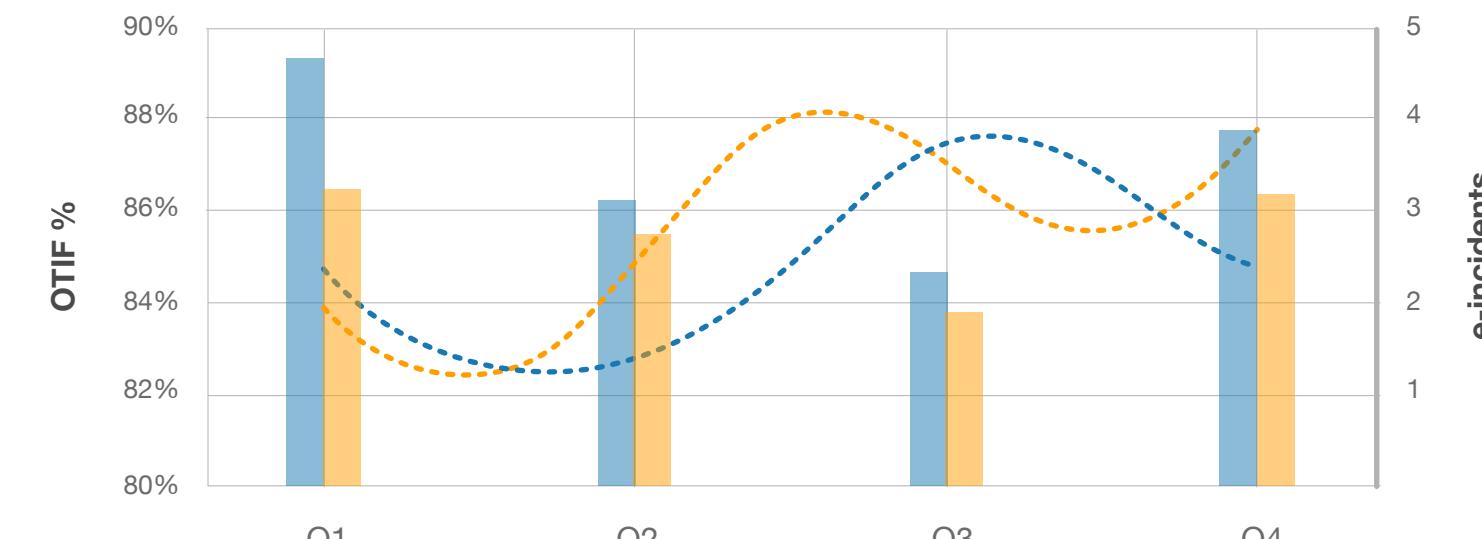
Home / Contract Expiry

**Supplier Details**

Name	Location	Years of Engagement
Supplier 1	Bangalore, India	3 Years
Total Spend	No. of Contracts	Financials
203 Mn.	32	31234

Material / Spend Landscape**All Suppliers (Select suppliers to compare the trends)**

Name	Price (€)	Volume (Tonnes)	Avg Lead Time (Days)	Risk Score	SOB% (Quota)
<input checked="" type="checkbox"/> ★ Supplier 1	45	200	12	98%	98%
<input checked="" type="checkbox"/> ★ Supplier 2	53	160	15	86%	86%
★ Supplier 3	74	120	14	67%	67%
★ Supplier 4	42	160	18	86%	86%
★ Supplier 5	61	120	14	67%	67%

Performance Comparison**OTIF**
█ Supplier 1
 █ Supplier 2
 e-Incidents
--- Supplier 1
 --- Supplier 2
 



< Back

Contract ID	Supplier Name	Expiry Date	Material Group	Line Items
4600461392	AKZO NOBEL FUNCTIONAL CHE	31-03-2019	Fine Chemicals	1

Our Recommendations



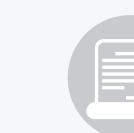
Pricing

Market prices are on a lower trend. Other suppliers may offer a lower price. Go for [competitive bidding](#)



Total Volume

[View forecasting trends](#)
EDTA - CALCIUM DISODIUM:
1000 KG
[View volume by plant](#)



Contract Type
Time based for
3 months

List of Suppliers (Select Suppliers) **Approved Suppliers** All Suppliers

[Compare Suppliers](#)

SUPPLIER DETAILS						LINE ITEM DETAIL				PERFORMANCE		
Supplier	Inco Terms	Payment Terms (Days)	Last Contracted Date	Line Item Coverage		Materials	Plants	SOB	Price	OTIF	e-Incidents	
<input checked="" type="checkbox"/> AKZO	CIP	45	01-04-2018	1/1	EDTA..	P007	69%	€ 11.17	73%	18	▼	
LG A	DDP	60	13-01-2017	1/1	EDTA..	P007	-	€ 11.32	N/A	N/A	▼	
<input checked="" type="checkbox"/> CHEM	DDP	80	01-05-2018	1/1	EDTA..	P007	39%	€ 11.30	43%	2	▼	

Negotiation Options

[Recommended Action](#)
[RFQ](#)
[E-Tender](#)
[Face to Face](#)
[Renew Contract](#)
[Nego Factory](#)



< Back

Contract ID	Supplier Name	Expiry Date	Material Group	Line Items
4600450760	AKZO NOBEL FUNCTIONAL CHE	31-03-2019	Oils & Fats	1

Our Recommendations



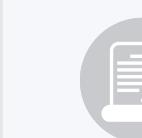
Pricing

Market prices are on a lower trend. Other suppliers may offer a lower price. Go for competitive bidding



Total Volume

[View forecasting trends](#)
Material 1: 100 tonnes
[View volume by plant](#)



Contract Type
Time based for
3 months

List of Suppliers (Select Suppliers) Approved Suppliers All Suppliers Compare Suppliers

SUPPLIER DETAILS				LINE ITEM DETAIL				PERFORMANCE		
Supplier	Inco Terms	Last Contracted Date	Line Item Coverage	Materials	Plants	SOB	Price	OTIF	e-Incidents	
<input checked="" type="checkbox"/> AKZO ★	CIP	01-04-2018	1/1	-	-	-	-	98%	1	
<input checked="" type="checkbox"/> LG 2.4 ★	DDP	13-01-2017	1/1	HS53	Plant 2	20%	€ 45	-	-	

Negotiation Options

Recommended Action

RFQ

E-Tender

Face to Face

Renew Contract

Nego Factory



Home / Suppliers / Chemical

Search for a Supplier



Search result for 'Supplier 1'

Supplier Details

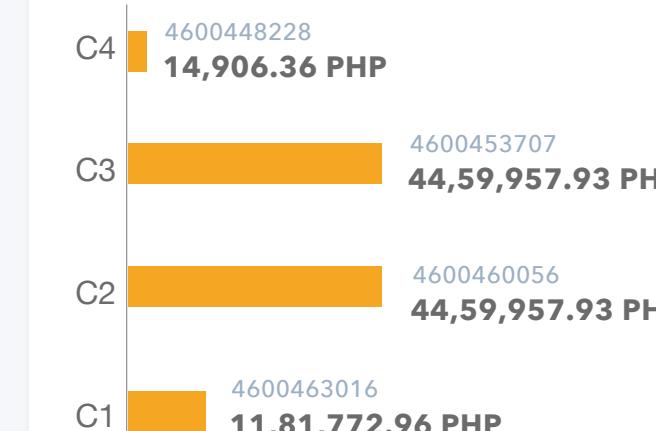
Name Location
CHEMICAL PROVIDERS INC Philippines

Total Spend No. of Contracts
144 Mn.(PHP) 8

Latest News
 CHEMICAL PROVIDERS INC to buy back shares worth PHP 235.20 crore.
 6 Apr, 2018, 03.53PM IST, Economic Times. [Link →](#)

Years of Engagement
3 Years

Category
Home Care

Spend by Material & Contract

Grand Total = 1,01,16,595 PHP

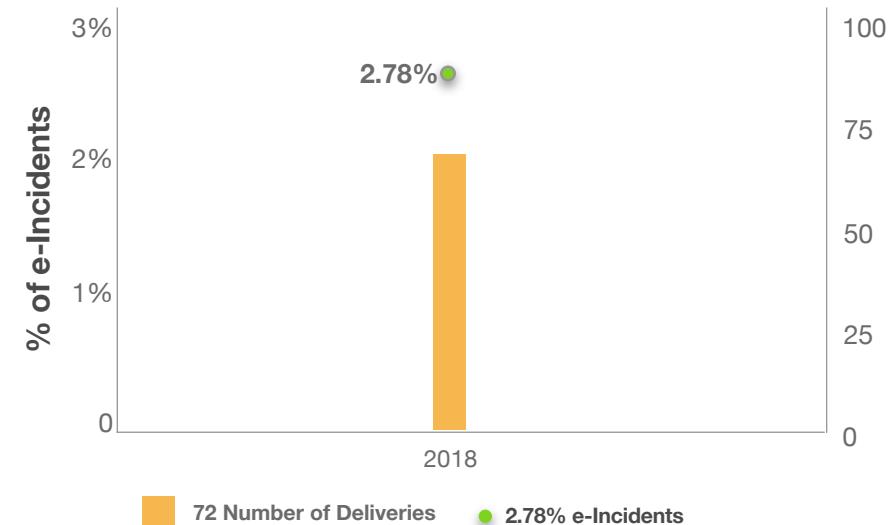
Plant ▾ Incoterms ▾



Grand Total = 1,58,01,683 PHP

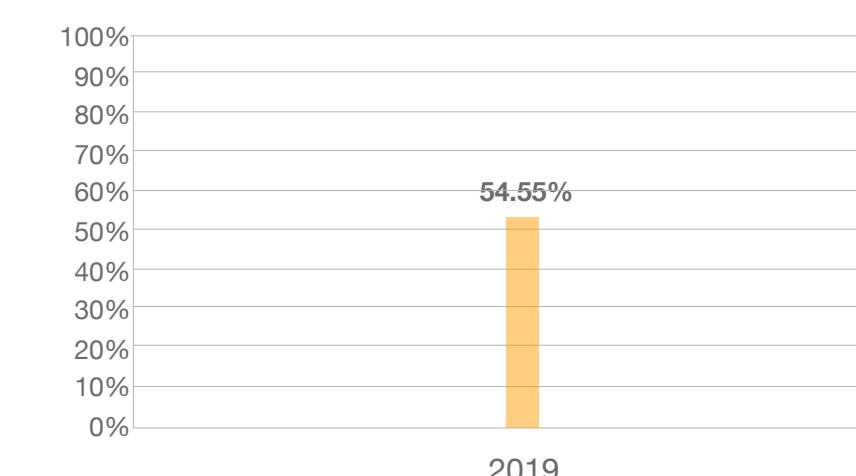
Quality

Categories
AA A B BB

[More Info →](#)**OTIF**

EA

CHEM...

[More Info →](#)**Compliance**

% SQA Compliant	Not in USQS
% RS Compliant	Not Compliant
% Signed Specs	0%
% SUSO	Not Compliant



Search for a Material



Search result for 'Material 1'

PHP ▾

Global spec ID ▾

EDTA-CALCIUM DISODIUM

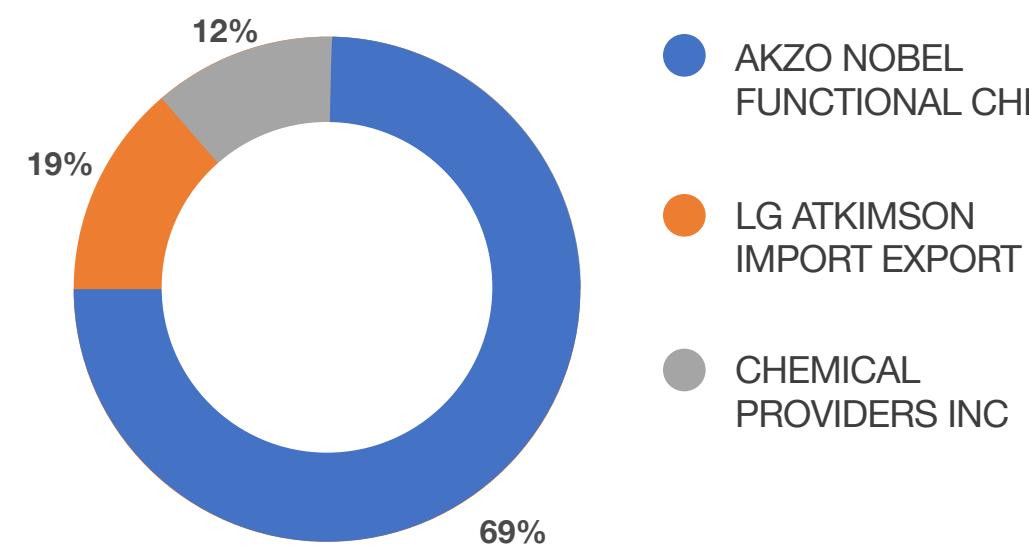
Material ID	Material Portfolio	Category	No. of Plants	No. of Live Contracts	Spend
65013436	Fine Chemicals	Home Care	6	8	240.14K Euros

MARKET & PRICING

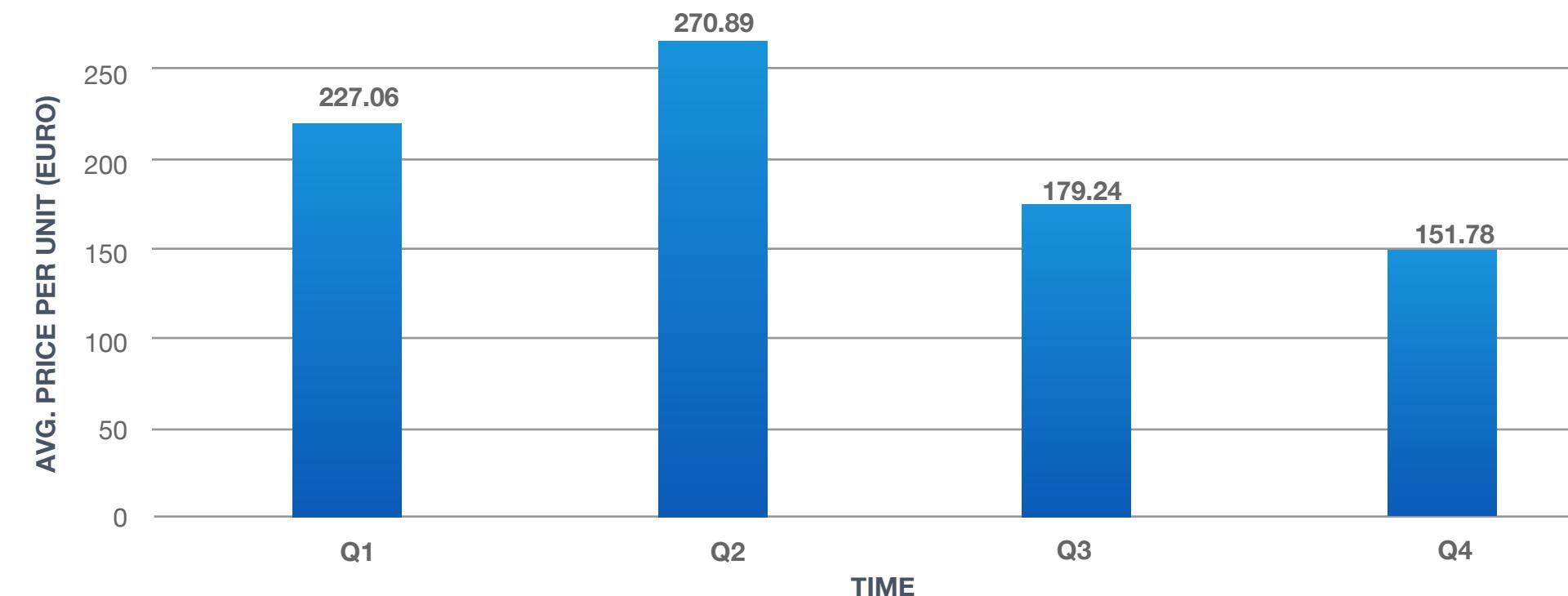
VOLUME

Plant ▾ Inco terms ▾

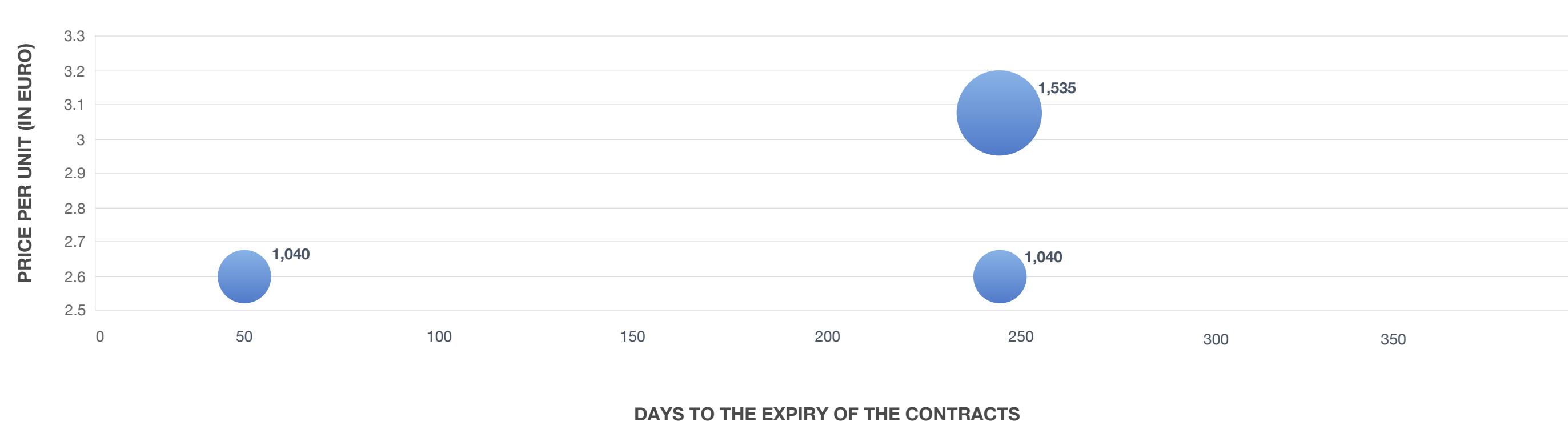
Share of Business



Princing Trends



Supplier Pricing Graph



Search for a Material



Search result for 'Material 1'

EDTA-CALCIUM DISODIUM

Global spec ID ▾

Material ID	Material Portfolio	Category	No. of Plants	No. of Live Contracts	Spend
65013436	Fine Chemicals	Home Care	6	8	240.14K Euros

MARKET & PRICING

Select location below or directly on map

Region Clear

- North
- East ✓
- West
- South ✓

Countries Clear

- Search
- Indonesia
- India ✓
- Imphal
- Iran ✓
- Ireland

Legend: ■ Domain ■ Selected

Volume by plant by category

Category	Plant	Supplier 1	Supplier 2
Cat 1	Plant 1	20	30
	Plant 2	20	30
Cat 2	Plant 3	20	30
	Plant 4	20	30
Cat 3	Plant 1	20	30
	Plant 2	20	30
Cat 4	Plant 3	20	30
	Plant 4	20	30

Volume - Forecast vs Actual

Time	Actual (Tonnes)	Forecast (Tonnes)
JAN	380	250
FEB	350	230
MAR	420	160
APR	380	250
MAY	280	200
JUN	150	220
JUL	180	380
Nov 12	191	380

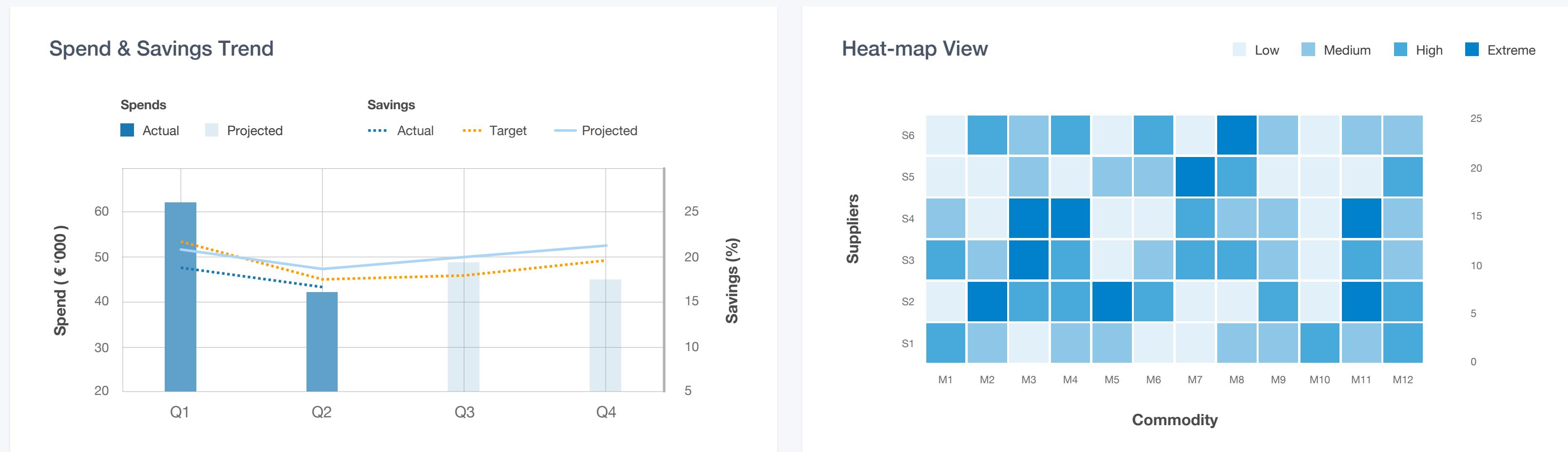
Home / Total Spends

Search for a Material



Search result for 'Total Spends'

Total Spends





Home / Payment Term Recommendation

MATERIAL

Material Material 1 ▾

SUPPLIER
Payment Terms Simulator - Suffices

€ 50,000

Total Working Capital Impact

0 10 15 20 25 30 35 40 45 50 55



Low

{Move slider to simulate payment terms (days) impact on working capital}

Max

Same material, different payment terms

Supplier Name	Payment Terms (Days)	Contract ID
Supplier 1	45	12312320
Supplier 2	53	12312378
Supplier 3	74	12312361
Supplier 4	42	12312386
Supplier 5	61	12312394

Supplier Name	Payment Terms (Days)	Opportunity (Negotiation)	Working Capital Impact (€)
Supplier Name 1	45	Yes	9,000
Supplier Name 2	53	No	7,000
Supplier Name 3	74	Yes	17,000
Supplier Name 4	42	Yes	15,000
Supplier Name 5	61	No	2,000



Home / Payment Term Recommendation

MATERIAL

 Supplier **Supplier 1** ▾

SUPPLIER
Payment Terms Simulator - Suffixes

€ 50,000

Total Working Capital Impact

0 10 15 20 25 30 35 40 45 50 55

Low

{Move slider to simulate payment terms (days) impact on working capital}

Max

Same material, different payment terms

Material Name	Payment Terms (Days)	Contract ID
Material 1	45	12312320
Material 2	53	12312378
Material 3	74	12312361
Material 4	42	12312386
Material 5	61	12312394

Material Name	Payment Terms (Days)	Opportunity (Negotiation)	Working Capital Impact (€)
Material Name 1	45	Yes	9,000
Material Name 2	53	No	7,000
Material Name 3	74	Yes	17,000
Material Name 4	42	Yes	15,000
Material Name 5	61	No	2,000



Supplier Description	Product	Product Description	Material Group ID	Material Group Description	Quantity	Unit Price	Unit Price UOM	Unit Price Scale Range	Unit Price Start Date	Unit Price End Date	Plant Name	Incoterms
ASIANAGRO AGUNGJAYA PT.	00000000 0020278089	HS53 (PALM STEARIN MIX)	G0010	Oils & Fats	80000.00 0 KG	10800.00 IDR	1 KG		Sep 1, 2018	Jan 31, 2019	CIK - FOODS	Delivered Duty Paid
ASIANAGRO AGUNGJAYA PT.	00000000 0020278089	HS53 (PALM STEARIN MIX)	G0010	Oils & Fats	80000.00 0 KG	10600.00 IDR	1 KG		Oct 1, 2018	Jan 31, 2019	CIK - FOODS	Delivered Duty Paid
ASIANAGRO AGUNGJAYA PT.	00000000 0020278089	HS53 (PALM STEARIN MIX)	G0010	Oils & Fats	250000.00 KG	9400.00 IDR	1 KG		Nov 1, 2018	Jan 31, 2019	CIK - FOODS	Delivered Duty Paid



< Back

Contract ID	Supplier Name	Expiry Date	Material Group	Line Items
4600461392	AKZO NOBEL	31-03-2019	Fine Chemicals	1

Item	Purch.Doc.	Plant	Plant Name	Created on	Contract Start Date	Contract End Date	Crcy	Targ. Qty(Kgs)	Net Price
1	4600461392	P007	Cavite FOODS	25/04/18	01/04/18	31/03/19	USD	4000	12.65



Market prices are on a lower trend.
Other suppliers may offer a lower price. Go for [competitive bidding](#)



[View forecasting trends](#)
EDTA - CALCIUM DISODIUM:
1000 KG
[View volume by plant](#)



Time based for
3 months

List of Suppliers (Select Suppliers)

[Compare Suppliers](#)

SUPPLIER DETAILS						LINE ITEM DETAIL				PERFORMANCE		
Supplier	Inco Terms	Payment Terms (Days)	Last Contracted Date	Line Item Coverage		Materials	Plants	SOB	Price	OTIF	e-Incidents	
									PHP	Euro		
<input checked="" type="checkbox"/> AKZO	CIP	45	01-04-2018	1/1	EDTA..	P007	69%	€ 11.17	73%	18	▼	
LG A	DDP	60	13-01-2017	1/1	EDTA..	P007	-	€ 11.32	N/A	N/A	▼	
<input checked="" type="checkbox"/> CHEM	DDP	80	01-05-2018	1/1	EDTA..	P007	39%	€ 11.30	43%	2	▼	

Negotiation Options

Recommended Action

RFQ

E-Tender

Face to Face

Renew Contract

Nego Factory



Supplier Description	Product	Product Description	Material Group ID	Material Group Description	Quantity	Unit Price	Unit Price UOM	Unit Price Scale Range	Unit Price Start Date	Unit Price End Date	Plant Name	Incoterms
ASIANAGRO AGUNGJAYA PT.	00000000 0020278089	HS53 (PALM STEARIN MIX)	G0010	Oils & Fats	80000.00 0 KG	10800.00 IDR	1 KG		Sep 1, 2018	Jan 31, 2019	CIK - FOODS	Delivered Duty Paid
ASIANAGRO AGUNGJAYA PT.	00000000 0020278089	HS53 (PALM STEARIN MIX)	G0010	Oils & Fats	80000.00 0 KG	10600.00 IDR	1 KG		Oct 1, 2018	Jan 31, 2019	CIK - FOODS	Delivered Duty Paid
ASIANAGRO AGUNGJAYA PT.	00000000 0020278089	HS53 (PALM STEARIN MIX)	G0010	Oils & Fats	250000.00 KG	9400.00 IDR	1 KG		Nov 1, 2018	Jan 31, 2019	CIK - FOODS	Delivered Duty Paid



< Back

Contract ID	Supplier Name	Expiry Date	Material Group	Line Items
4600461392	AKZO NOBEL FUNCTIONAL CHE	31-03-2019	Fine Chemicals	1

Our Recommendations



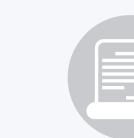
Pricing

Market prices are on a lower trend.
Other suppliers may offer a lower price. Go for [competitive bidding](#)



Volume

[View forecasting trends](#)
EDTA - CALCIUM DISODIUM:
1000 KG
[View volume by plant](#)



Contract Type

Time based for
3 months

List of Suppliers (Select Suppliers)

SUPPLIER DATA		
Supplier	Inco Terms	Last Co D
<input checked="" type="checkbox"/> AKZO	CIP	01-04-2018
<input type="checkbox"/> LG A	★ DDP	13-01-2018

Item	Material ID	Material	Plant	Contracted Quantity KG	Ordered Quantity KG	Recommended Quantity KG
1	11063972	BLACK PEPPER POWDER 32 MESH	UNVL	2250	1500	4000
2	11065925	HUL 790 SPICE MIX	UNVL	3000	2500	3000
3	11065926	HUL 680 SPICE MIX	UNVL	4000	4000	2000
4	11065971	HUL 470 SPICE MIX	UNVL	2000	1800	1500
5	11002057	Red Chill Flakes	UNVL	3900	3900	2800

Negotiation Options

Recommended Action

RFQ

E-Tender

Face to Face

Renew Contract

Nego Factory



< Back

Contract ID	Supplier Name	Expiry Date	Material Group	Line Items
4600461392	AKZO NOBEL FUNCTIONAL CHE	31-03-2019	Fine Chemicals	1

Our Recommendations



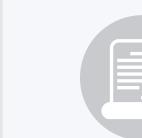
Pricing

[Market prices](#) are on a lower trend.
Other suppliers may offer a lower price. Go for [competitive bidding](#)



Total Volume

[View forecasting trends](#)
EDTA - CALCIUM DISODIUM:
1000 KG
[View volume by plant](#)



Contract Type
Time based for
3 months

List of Suppliers (Select Suppliers) Approved Suppliers All Suppliers

[Compare Suppliers](#)

SUPPLIER DETAILS					LINE ITEM DETAIL				PERFORMANCE		
Supplier	Inco Terms	Payment Terms (Days)	Last Contracted Date	Line Item Coverage	Material	Plant ID	SOB	Price	OTIF	e-Incidents	
<input checked="" type="checkbox"/> AKZO	CIP	45	01-04-2018	1/1	EDTA..	P007	69%	₱ 660.96	73%	18	
LG A	DDP	60	13-01-2017	1/1	EDTA..	P007	-	₱ 669.64	N/A	N/A	
<input checked="" type="checkbox"/> CHEM	DDP	80	01-05-2018	1/1	EDTA..	P007	31%	₱ 668.50	43%	2	

Negotiation Options

Recommended Action

RFQ

E-Tender

Face to Face

Renew Contract

Nego Factory



< Back

Contract ID	Supplier Name	Expiry Date	Material Group	Line Items
4600450760	AKZO NOBEL FUNCTIONAL CHE	31-03-2019	Oils & Fats	1

Our Recommendations



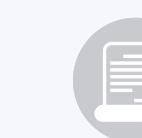
Pricing

Market prices are on a lower trend. Other suppliers may offer a lower price. Go for competitive bidding



Total Volume

[View forecasting trends](#)
Material 1: 100 tonnes
[View volume by plant](#)



Contract Type
Time based for
3 months

List of Suppliers (Select Suppliers) **Approved Suppliers** All Suppliers

SUPPLIER DETAILS				LINE ITEM DETAIL				PERFORMANCE		
Supplier	Inco Terms	Last Contracted Date	Line Item Coverage	Materials	Plants	SOB	Price	OTIF	e-Incidents	
							INR	EURO		
<input checked="" type="checkbox"/> AKZO ★	CIP	01-04-2018	1/1	-	-	-	-	98%	1	
				HS53	Plant 2	20%	₹ 3630.04	-	-	
<input checked="" type="checkbox"/> LG 2.4 ★	DDP	13-01-2017	1/1	-	-	-	₹ 3388.03	60%	-	

Negotiation Options

Recommended Action

RFQ

E-Tender

Face to Face

Renew Contract

Nego Factory



Search for a Supplier



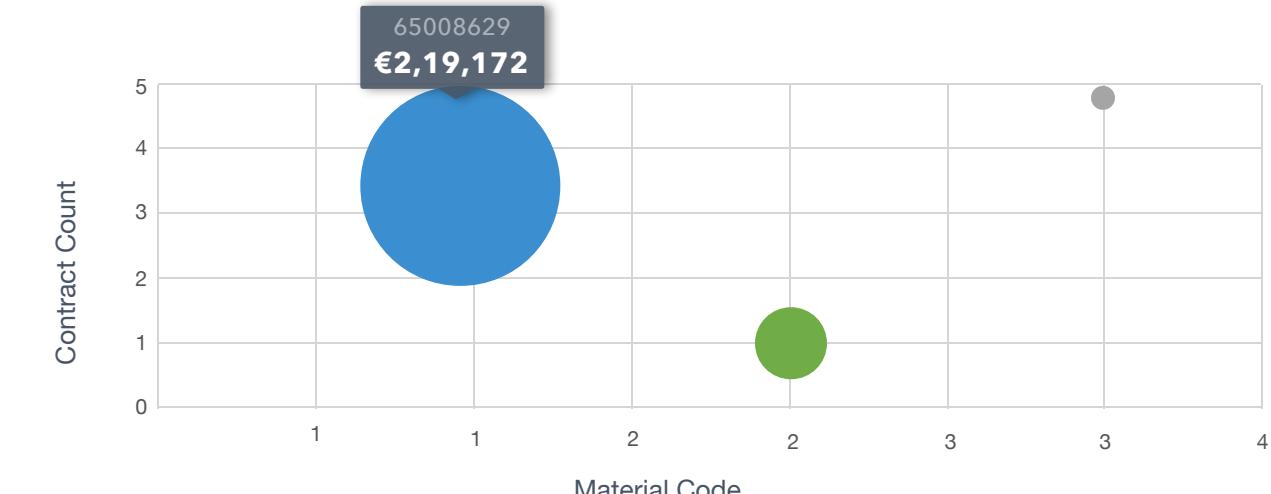
Search result for 'Supplier 1'

Supplier Details

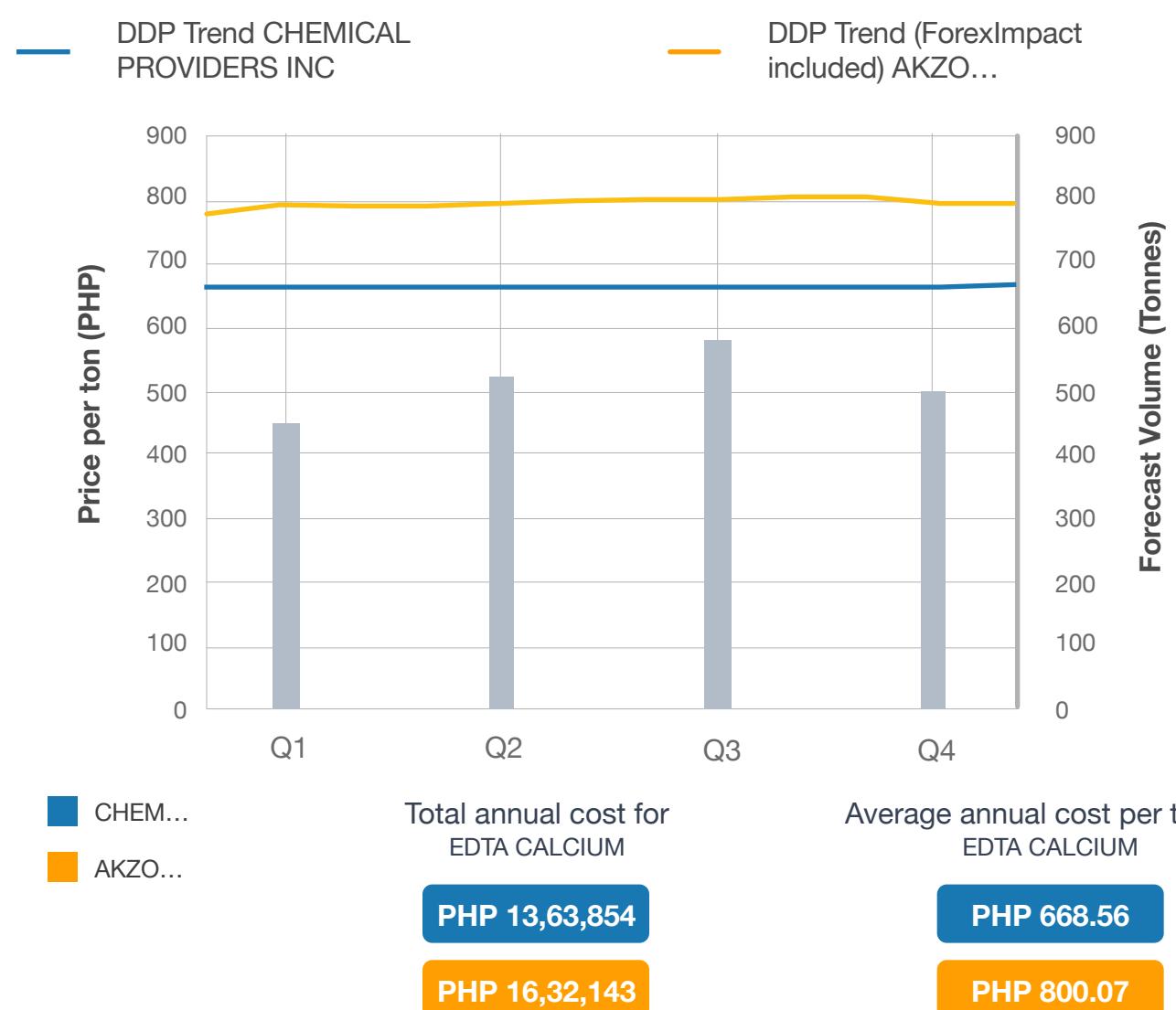
Name	Location	Years of Engagement
CHEMICAL PROVIDERS INC	Bangalore, India	3 Years
Total Spend	No. of Contracts	Category
203 Mn.	32	Home Care

Latest News

AkzoNobel India to buy back shares worth Rs 235.20 crore.
6 Apr, 2018, 03.53PM IST, Economic Times. [Link →](#)

Material / Spend Landscape**All Suppliers (Select suppliers to compare the trends)**

Name	Price (€)	Volume (Tonnes)	Avg Lead Time (Days)	Risk Score	SOB (Quota)
<input checked="" type="checkbox"/> ★ CHEMICAL.	45	200	12	98	90%
<input checked="" type="checkbox"/> ★ AKZO...	53	160	15	86	80%
★ Supplier 3	74	120	14	67	40%
★ Supplier 4	42	160	18	86	60%
★ Supplier 5	61	120	14	67	70%

Performance Comparison**Price Comparison**



Search for a Material

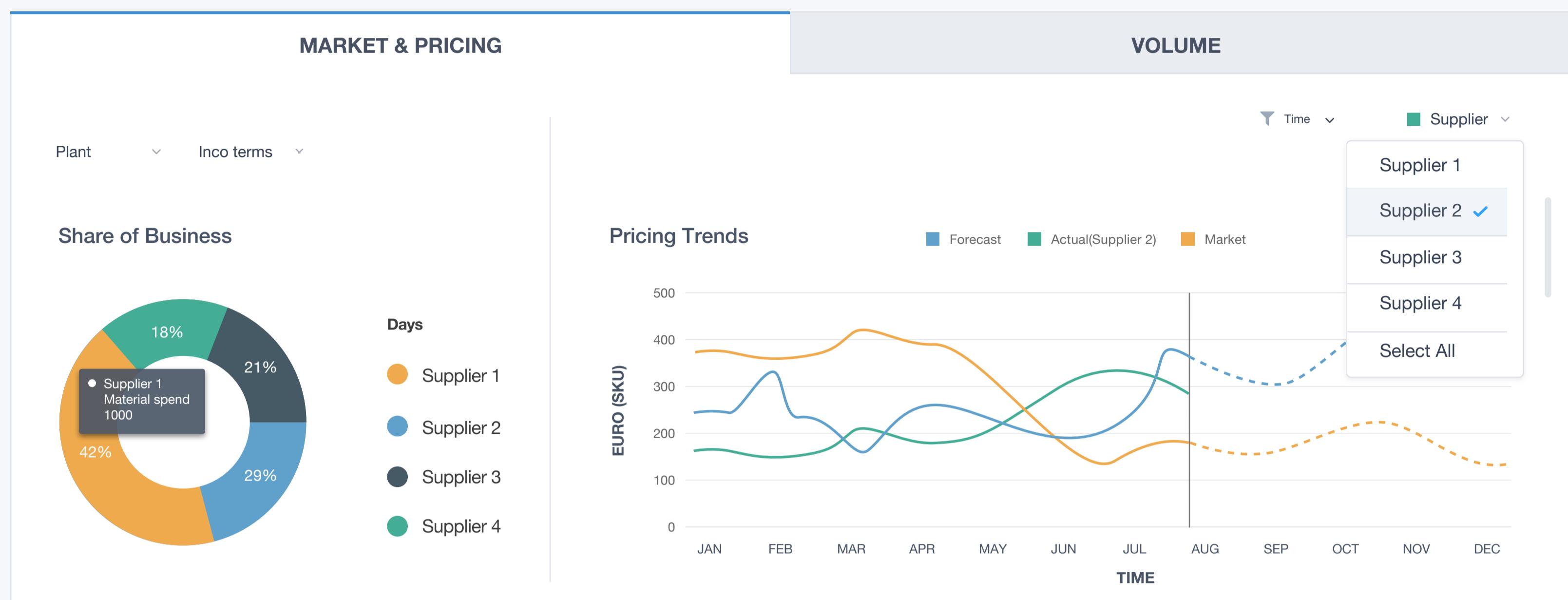


Search result for 'Material 1'

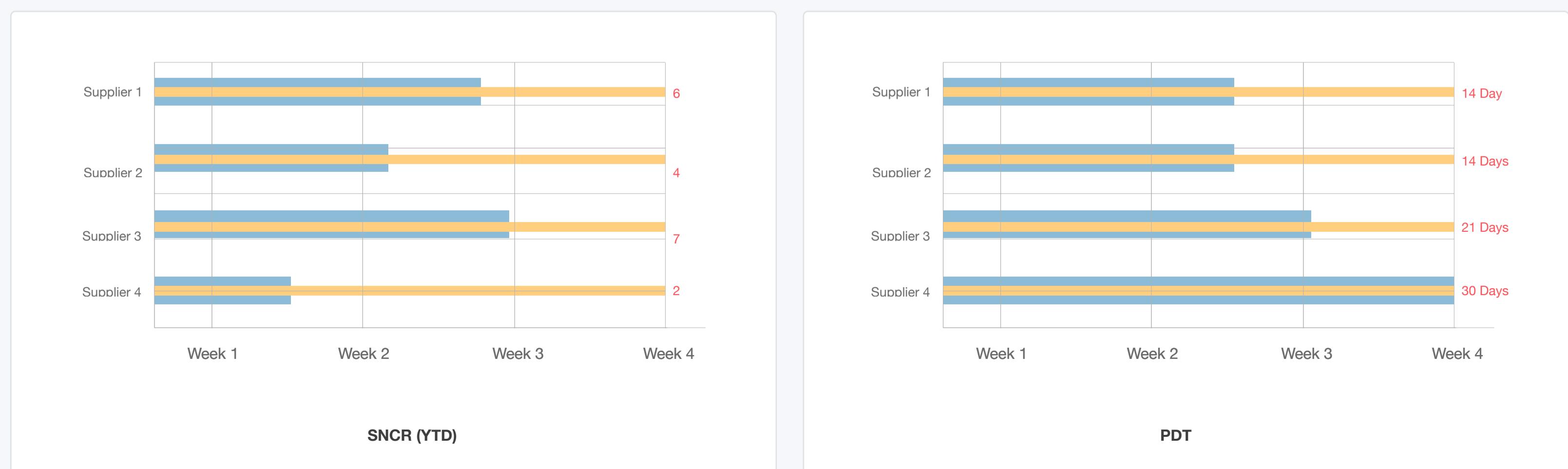
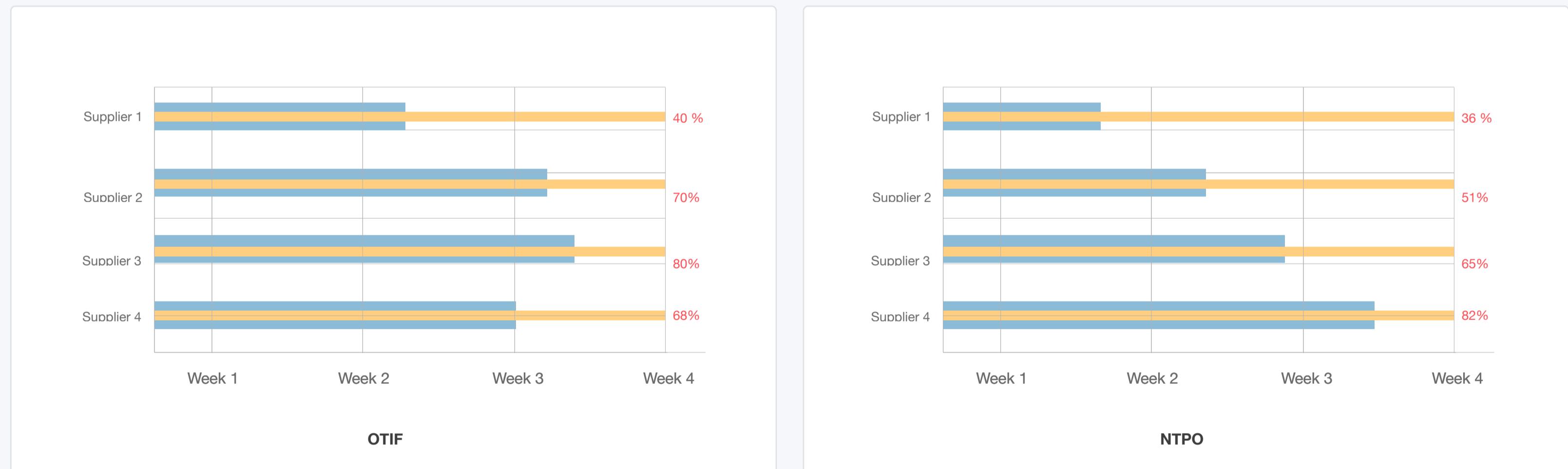
Material 1

Global spec ID ▾

Material ID	Material Portfolio	Category	No. of Suppliers	No. of Live Contracts	Spend (€)
M2314	Inorganic	Home Care, Personal Care	20	32	231 Mn.



Supplier Performance



Search for a Material



Search result for 'Material 1'

Material 1

Global spec ID ▾

Material ID	Material Portfolio	Category	No. of Plants	No. of Live Contracts	Spend (€)
M2314	Inorganic	Home Care, Personal Care	20	32	231 Mn.

MARKET & PRICING
VOLUME

Select location below or directly on map

Region Clear

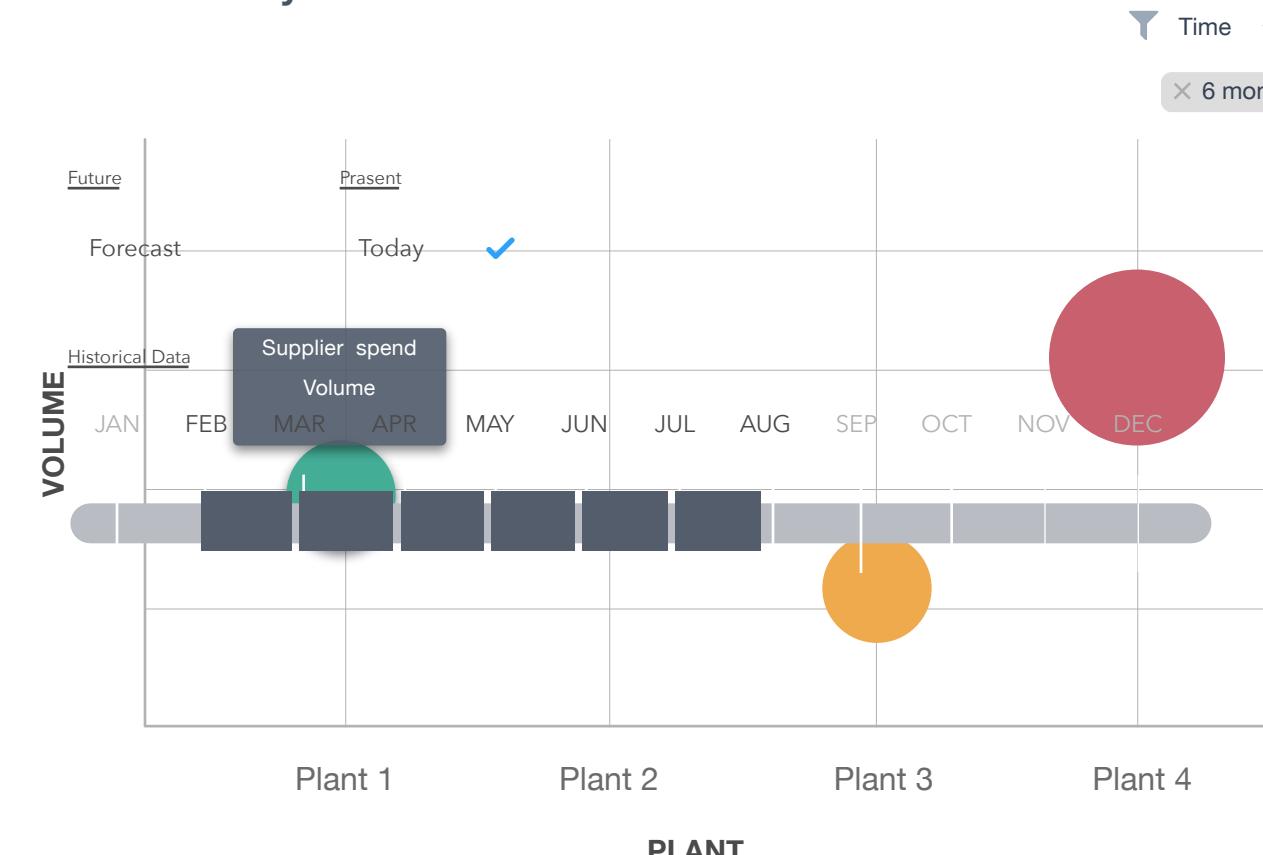
- North
- East ✓
- West
- South ✓

Countries Clear

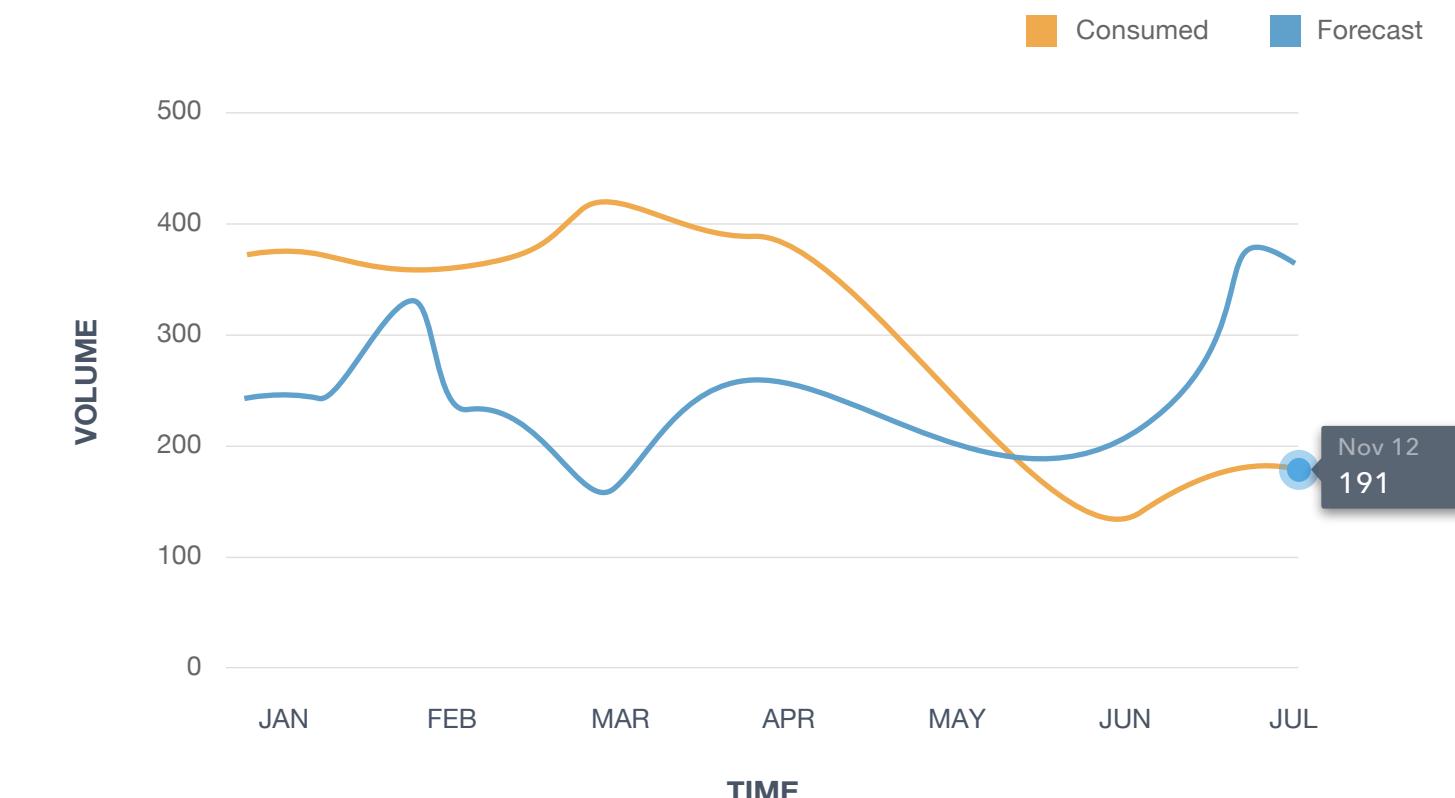
- Search 🔍
- Indonesia
- India ✓
- Imphal
- Iran ✓
- Ireland

Domain Selected

Volume - Inventory vs Plant



Volume - Forecast vs Consumed





< Back

Contract ID	Supplier Name	Expiry Date	Material Group	Line Items
4600450760	AKZO NOBEL FUNCTIONAL CHE	31-03-2019	Oils & Fats	1

Our Recommendations



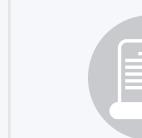
Pricing

Market prices are on a lower trend. Other suppliers may offer a lower price. Go for competitive bidding



Volume

[View forecasting trends](#)
Material 1: 100 tonnes
[View volume by plant](#)



Contract Type

Time based for
3 months

List of Suppliers (Select Suppliers)

[Compare Suppliers](#)

SUPPLIER DETAILS				LINE ITEM DETAIL				PERFORMANCE			
Supplier	Inco Terms	Last Contracted Date	Line Item Coverage	Materials	Plants	SOB	Price	OTIF	e-Incidents	Escalated For Details	
							INR				
<input checked="" type="checkbox"/> AKZO ★	CIP	01-04-2018	1/1	HS53	Plant 2	20%	€ 45	98%	1		
<input checked="" type="checkbox"/> LG.. 2.4 ★	DDP	13-01-2017	1/1	HS53..	-	20%	€ 45	67%	1		
<input checked="" type="checkbox"/> CHEMI	DDP	01-05-2018	1/1	-	-	-	€ 42	60%	2		

Negotiation Options

[RFQ](#)[E-Tender](#)[Face to Face](#)[Renew Contract](#)[Nego Factory](#)

Recommended settings for E-Tender



Shortlisted Suppliers for EDTA - CALCIUM DISODIUM

Edit

Supplier Name	Invitation for E-Tender	Training Required	Training Status
Supplier 1	Yes	No	Completed
Supplier 2	Yes	Yes	Pending
Supplier 3	No	No	NA
Supplier 4	Yes	No	NA
Supplier 5	No	Yes	Pending

Bid settings

E-Tender Date	15 Mar 2019
E-Tender Type	English Reverse
Bid Duration	1 Minute
Pre bid	<input checked="" type="radio"/> Yes <input type="radio"/> No

Contract Recommendations

Ceiling price	INR 690	Inco Terms	DDP
Contract Type	Time Based	Volume Based	
Contract Duration	3 Months		

Confirm

Shortlisted Suppliers for EDTA - CALCIUM
DISODIUM

Edit

Contract Recommendations

Supplier Name	Invitation for E-Tender	Training Required
Supplier 1	Yes	No
Supplier 2	Yes	
Supplier 3	No	
Supplier 4	Yes	
Supplier 5	No	

E-Tender Notification

78%

E-Tender event creation in progress.
Please wait...

g 1, 2016

Bid Duration 1 Minute

Pre bid Yes No

Confirm

Shortlisted Suppliers for EDTA - CALCIUM
DISODIUM Edit

Contract Recommendations

Supplier Name	Invitation for E-Tender	Training Required
Supplier 1	Yes	No
Supplier 2	Yes	
Supplier 3	No	
Supplier 4	Yes	
Supplier 5	No	

Based Volume Based

g 1, 2016

Bid Duration 1 Minute

Pre bid Yes No

Confirm

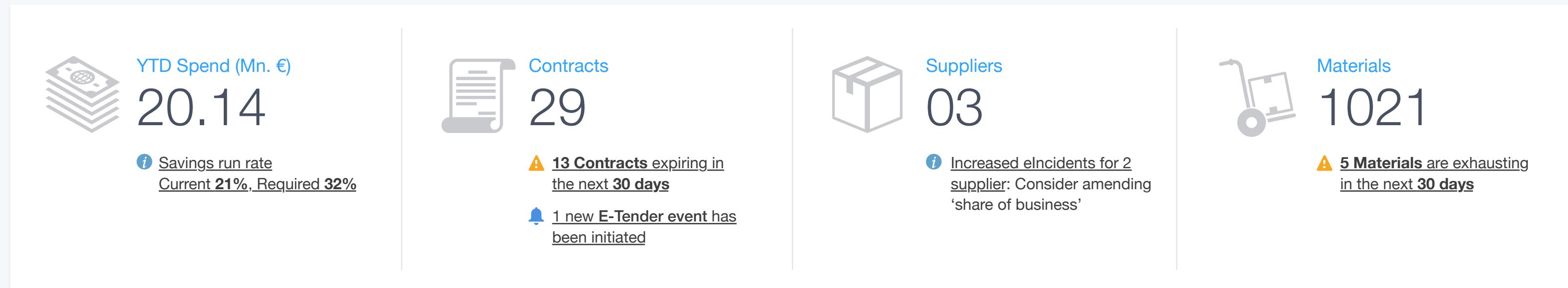
E-Tender Notification



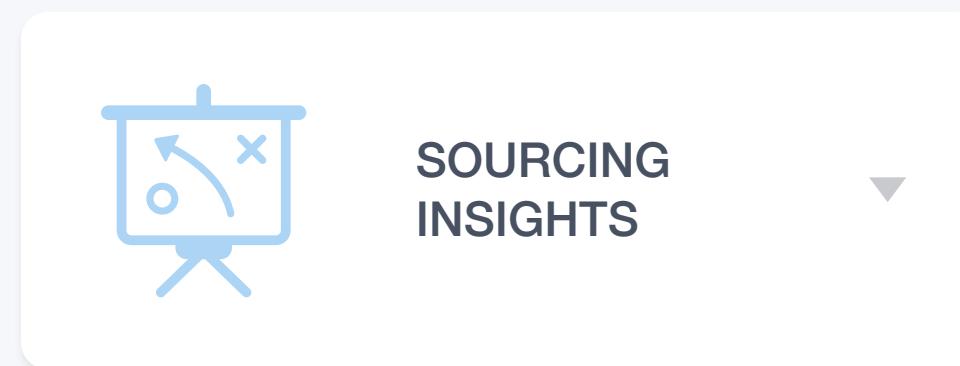
E-Tender event #E72LP32 has been successfully created.

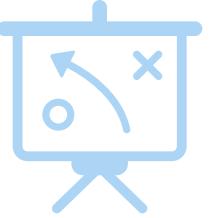


Buyer Overview



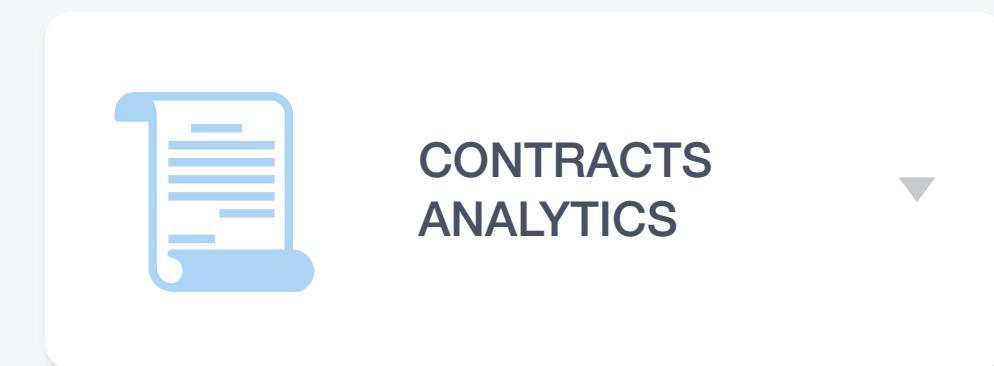
Explore



 **SOURCING INSIGHTS** ▾



 **NEGOTIATION ANALYTICS** ▾



 **CONTRACTS ANALYTICS** ▾

Shortlisted Suppliers for EDTA - CALCIUM DISODIUM

Supplier Name	Invitation for E-Tender	Training Required	Training Status
Supplier 1	Yes	No	Completed
Supplier 2	Yes	Yes	Pending
Supplier 3	No	No	NA
Supplier 4	Yes	No	NA
Supplier 5	No	Yes	Pending

Bid settings

E-Tender Date	15 Mar 2019	
E-Tender Type	English Reverse	
Bid Duration	1 Minute	
Pre bid	Yes	No

Contract Recommendations

Ceiling price	Incoterm	
₹ 690	DDP	
Contract Type	Time Based	Volume Based
Contract Duration	3 Months	

Shortlisted Suppliers for EDTA - CALCIUM DISODIUM

Supplier Name	Invitation for E-Tender	Training Required	Training Status
Supplier 1	Yes	No	Completed
Supplier 2	Yes	Yes	Pending
Supplier 3	No	No	NA
Supplier 4	Yes	No	NA
Supplier 5	No	Yes	Pending

Bid settings

E-Tender Date	15 Mar 2019	
E-Tender Type	English Reverse	
Bid Duration	1 Minute	
Pre bid	Yes	No

Contract Recommendations

Ceiling price	Inco Terms	
₹ 690	DDP	
Contract Type	Time Based	Volume Based
Contract Duration	3 Months	

Confirm

Shortlisted Suppliers for EDTA - CALCIUM DISODIUM

Supplier Name	Invitation for E-Tender	Training Required	Training Status
Supplier 1	Yes	No	Completed
Supplier 2	Yes		
Supplier 3	No		
Supplier 4	Yes		
Supplier 5	No		

Contract Recommendations

Recommended Price € 45	Inco Terms Lorem Ipsum
	Based
	Volume Based

E-Tender Notification



E-Tender event #E72LP32 settings have been edited.
Do you wish to continue with selected settings to modify
E-Tender?

No

Bid Duration

1 Minute

Pre bid

Yes

No

Confirm

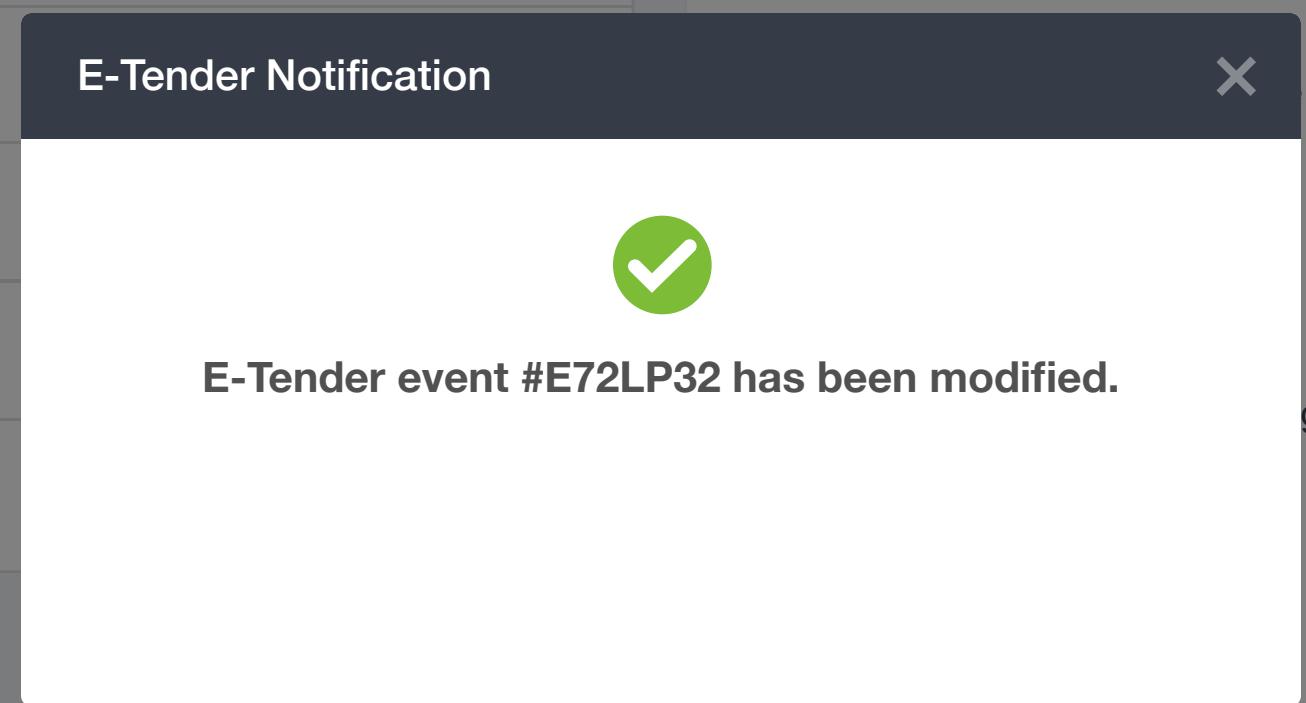


Shortlisted Suppliers for EDTA - CALCIUM DISODIUM

Supplier Name	Invitation for E-Tender	Training Required	Training Status
Supplier 1	Yes	No	Completed
Supplier 2	Yes		E-Tender Notification
Supplier 3	No		
Supplier 4	Yes		E-Tender event #E7
Supplier 5	No		

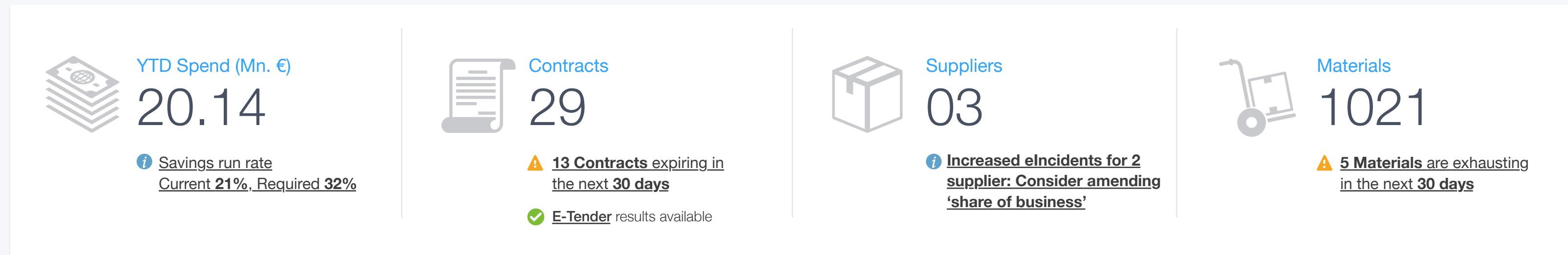
Contract Recommendations

Recommended Price	Inco Terms
€ 45	Lorem Ipsum

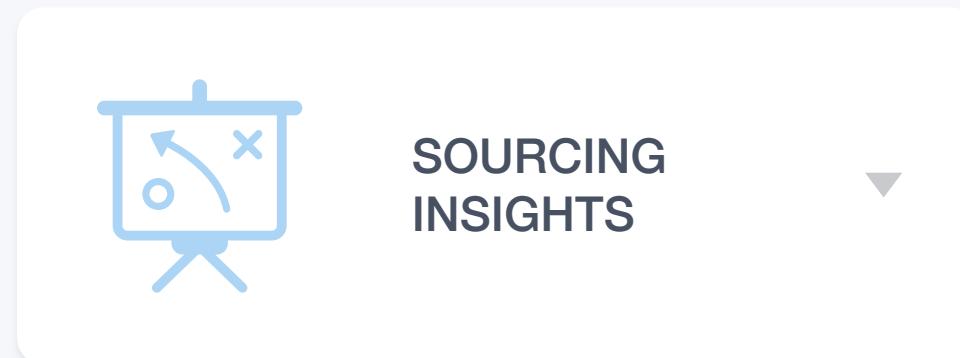


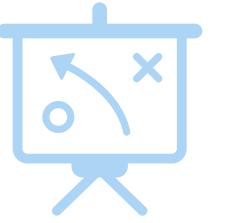
Bid Duration	<input type="button" value="◀"/>	1 Minute
Pre bid	Yes	No

Buyer Overview



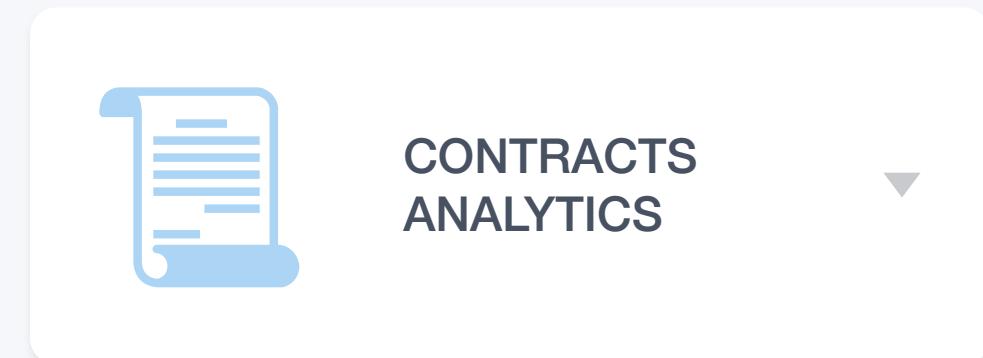
Explore



 **SOURCING INSIGHTS** ▾



 **NEGOTIATION ANALYTICS** ▾



 **CONTRACTS ANALYTICS** ▾

Buyer Overview

YTD Spend (Mn. €)
20.14 [Savings run rate](#)
[Current 21%, Required 32%](#)

Explore

SOURCING
INSIGHTS

E-Tender Completed

**E-Tender #E72LP32 has been completed for EDTA - CALCIUM DISODIUM.** Following are the results

Supplier Name	Price (₹)	<u>Recommended Share of Business</u>
AKZO	660.96	55%
LG A	669.64	25%
CHEM	668.50	20%

How would you like to proceed?

[Face to Face Meeting](#)[Create Contract](#)Materials
1021for 2
ending [5 Materials are exhausting in the next 30 days](#)CONTRACTS
ANALYTICS



GIVAUDAN_2019/Jan
Givaudan_Chemical_Nigeria



Status:
SENT TO_CPMO

HEADER ITEM DETAILS LEGAL ADDITIONAL DETAILS COLLABORATORS VIEW SUMMARY

GENERAL

APPROVAL & SIGNATURE

SUPPLIER DETAILS

REPORTING & COMPLIANCE

IFRS



Unilever Contract Header Fields

Contract Owner*

Abiola Omoniyi



Contract Identifier Name

Givaudan_Chemical_Nigeria

CTC Type*

Volume Based Date Based

Provisional Contract*

Yes No

RESET

Contract Description*

CLM Provisional contract for Givaudan

Dates and Reminders

Effective Date*

10-Jan-2019



Expiration Date*

09-Jan-2020



iCAT Reference Number

iCAT00003744

Cloning Reference Number

iCAT00000816

CLM Reference Number

NA

[Go To Dashboard](#)

Help ▾

U,Nischitha ▾

Event

E-Tender #E72LP32

[Prev](#)[Publish](#)[Exit](#)

Review and revise your event. Your edits have been already saved. When you finish, you can launch the event or leave it as a draft for future edits.

Overview

[Actions ▾](#)

1

Rules

2

Suppliers

3

Content

4

Summary

ID: Doc198306809

Commodity: Dairy 9104002

Description: ⓘ

Regions: South Asia

Status: Draft ⓘ

Last Modified: 01/10/2019

Version: Original

Currency: European Union Euro

Owner: U,Nischitha ⓘ

Creation Date: 01/10/2019

Editors:

Access Control: (no value) ⓘ

Event Type: Auction

Test Event: Yes

Template: Reverse eTender - Self Managed

Base Language: English

Timing Rules

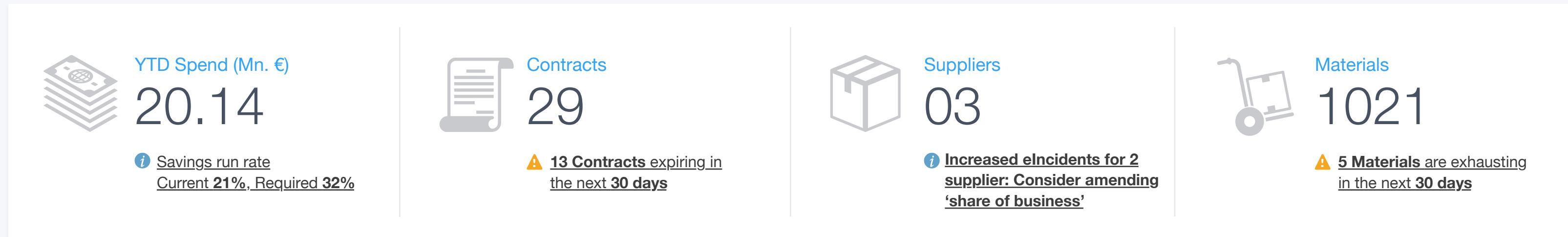
Can participants place bids during preview period: Allow prebids ⓘ

Specify how lot bidding will begin and end: Serial ⓘ

Planned start time: When I Click the **Publish** button on the Summary page ⓘ



Buyer Overview



Explore

SOURCING INSIGHTS

NEGOTIATION ANALYTICS

CONTRACTS ANALYTICS



Home / Contract Expiry

Material Exhaustion Alert

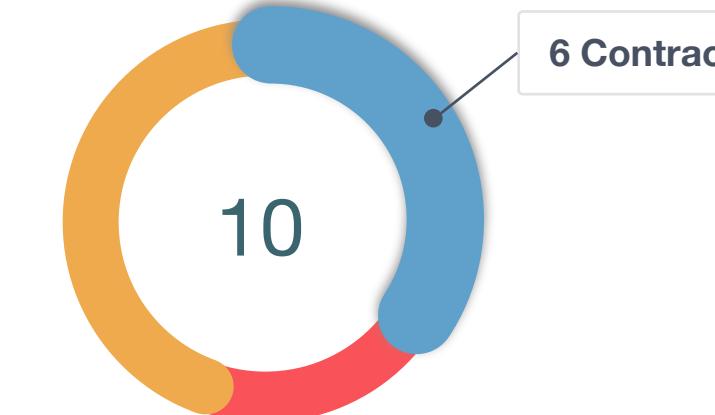
Total Material Exhaustion Detail

Days

0-30

31-60

61-90



6 Contracts

10



Impact

Materials getting exhausted in 20 Days, with potential impact on delivery for 5 plants

Filter

Contract No.	Supplier Name ▲	Contract Expiry Date ▾	Contract Type ▲	Contract
8237123128	Asianagro..	15 Sep 2019	Time Based	
8237135627	Supplier 2	10 Oct 2019	Volume Based	
8237122128	Supplier 3	17 Oct 2019	Time Based	
8237123465	Supplier 4	19 Nov 2019	Volume Based	
8237123907	Supplier 5	20 Dec 2019	Time Based	



< Back

Contract ID

12312341

Supplier Name

Asianagro Agungjaya Pt.

Expiry Date

03/01/2019

Materials ▾

Material 1

Plants

View



Our Recommendations



Pricing

Explore amending contract 1 in plant 5 with supplier A to include plant 1. [View underutilized contracts](#)



Volume

[View forecasting trends](#)
Material 1: 100 tonnes
[View volume by plant](#)



Contract Type
Time based for
3 months



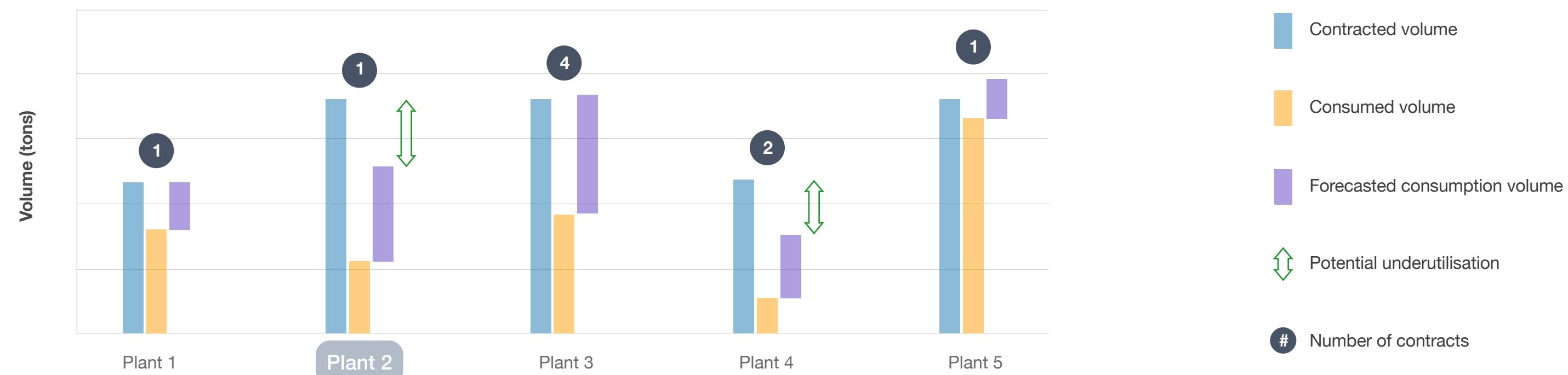
Inco Terms
DDP



Material in the contract (Supplier 1)

Material Name	Plant	Volume Exhaustion Date
MATERIAL 1	Plant 5	30/01/2019
Material 2	Plant 4	20/02/2019
Material 3	Plant 6	15/03/2019

Potential underutilized contracts in other plants (Material 1)

[Explore amend contract 1](#)[Explore Fresh Sourcing](#)



< Back

Contract ID	Supplier Name	Expiry Date	Material Group	Line Items
4600450760	AKZO NOBEL FUNCTIONAL CHE	31-03-2019	Oils & Fats	1

Our Recommendations



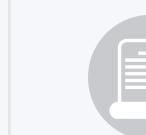
Pricing

Potential underutilized contracts available for the same Material in other Plants.

[View underutilized contracts](#)


Total Volume

[View forecasting trends](#)
Material 1: 100 tonnes
[View volume by plant](#)



Contract Type
Time based for
3 months

List of Suppliers (Select Suppliers)

[Compare Suppliers](#)

SUPPLIER DETAILS				LINE ITEM DETAIL				PERFORMANCE		
Supplier	Inco Terms	Last Contracted Date	Line Item Coverage	Materials	Plants	SOB	Price	OTIF	e-Incidents	Expand Line Details
View Supplier Details										
<input checked="" type="checkbox"/> AKZO ★	CIP	01-04-2018	1/1	HS53	Plant 2	20%	₹ 3630.04	98%	1	▼
<input checked="" type="checkbox"/> LG.. 24 ★	DDP	13-01-2017	1/1	HS53..	-	20%	₹ 3630.04	67%	1	▼
<input checked="" type="checkbox"/> CHEMI	DDP	01-05-2018	1/1	-	-	-	₹ 3388.03	60%	2	▼

Negotiation Options

[RFQ](#)
[E-Tender](#)
[Face to Face](#)
[Renew Contract](#)
[Nego Factory](#)



< Back

Contract ID	Supplier Name	Expiry Date	Material Group	Line Items
4600450760	AKZO NOBEL FUNCTIONAL CHE	31-03-2019	Oils & Fats	1

Our Recommendations



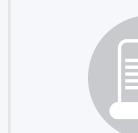
Pricing

Potential underutilized contracts available for the same Material in other Plants.

[View underutilized contracts](#)


Total Volume

[View forecasting trends](#)
Material 1: 100 tonnes
[View volume by plant](#)



Contract Type
Time based for
3 months

List of Suppliers (Select Suppliers)

[Compare Suppliers](#)

SUPPLIER DETAILS				LINE ITEM DETAIL				PERFORMANCE		
Supplier	Inco Terms	Last Contracted Date	Line Item Coverage	Materials	Plants	SOB	Price	OTIF	e-Incidents	View Details
							INR			
<input checked="" type="checkbox"/> AKZO ★ CIP	CIP	01-04-2018	1/1	HS53	Plant 2	20%	€ 45	98%	1	▼
<input checked="" type="checkbox"/> LG.. 2.4 ★ DDP	DDP	13-01-2017	1/1	HS53..	-	20%	€ 45	67%	1	▼
<input checked="" type="checkbox"/> CHEMI	DDP	01-05-2018	1/1	-	-	-	€ 42	60%	2	▼

Negotiation Options

[RFQ](#)
[E-Tender](#)
[Face to Face](#)
[Renew Contract](#)
[Nego Factory](#)

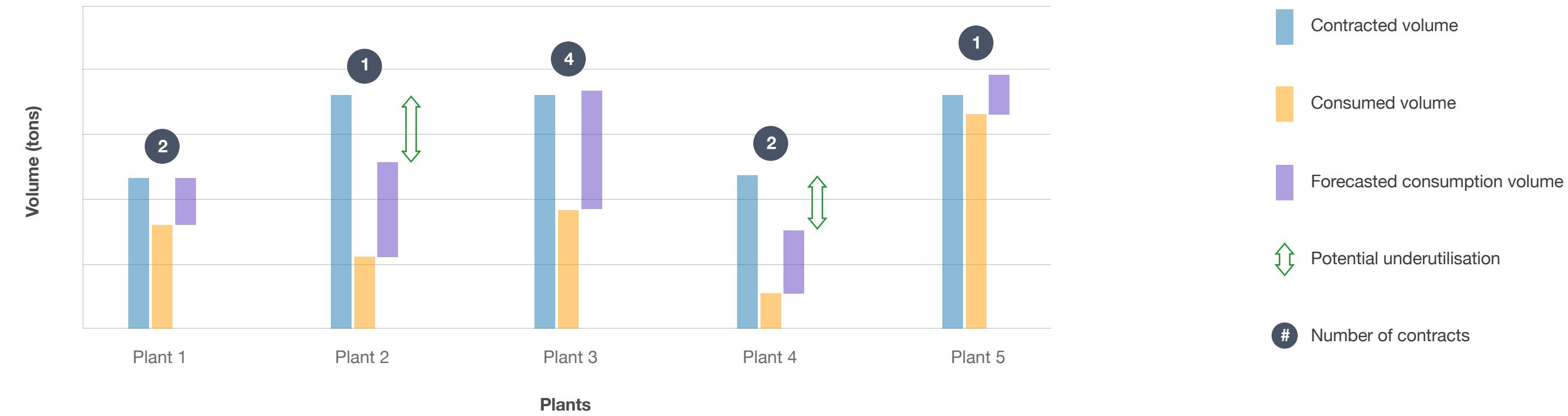


Material

Select

Material 1 X

Potential underutilized contracts in other plants



Contract	Supplier Name	Plant	Volume (Tons)			
			Contracted	Consumed	Forecasted consumption	Potential underutilisation
14567843	Asianagro..	Plant 2	1000	200	400	400

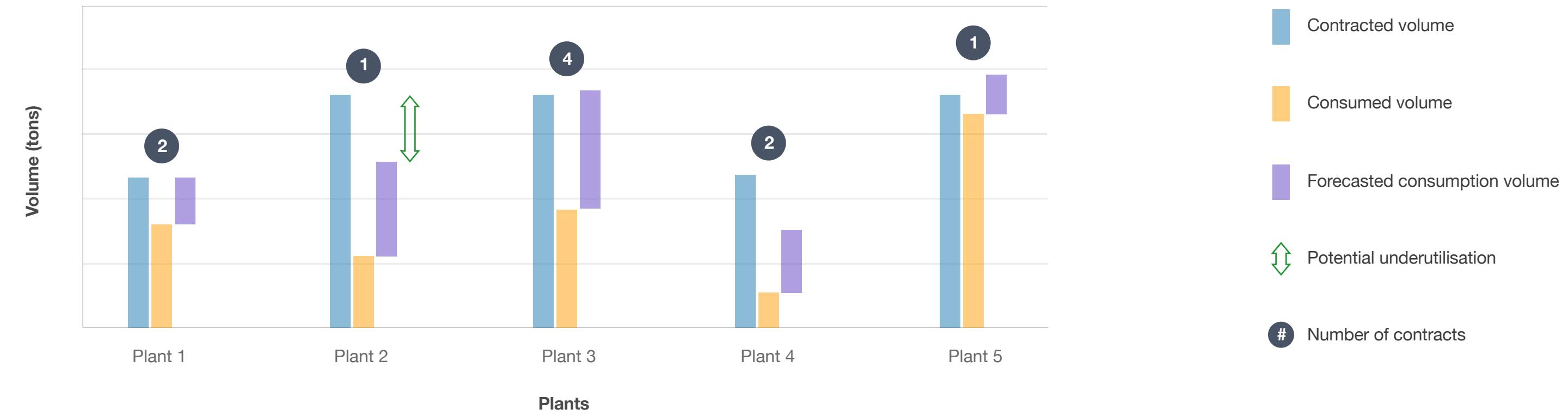


Material

Select

Material 1 X

Potential underutilized contracts in other plants



Contract	Supplier Name	Plant	Volume (Tons)			
			Contracted	Consumed	Forecasted consumption	Potential underutilisation
14567843	Asianagro..	Plant 2	300	100	100	100
14567545	Supplier 2	Plant 4	100	0	50	50



Supplier Comparison

(Configure data to view supplier comparison)

[+ Add a Material and Plant combination](#)[+ Add Supplier](#)

Currency Normalizer

Edit

DONE

Material	Plant Name	Supplier	Net Price	Payment Terms	Buying Currency	Incoterm	Net Price_EXW	Freight	Taxes & Duties	Local Transport
EDTA - CALCIUM DISODIUM	Cavite Foods	AKZO.. AKZO NOBEL FUNCTIONAL CHE	12.65	60	USD	CIP	12.01	0.63	2.84	0.31
		CHEM..	668.50	45	PHP	DDP	508.06	26.74	120.33	13.37

Click on done to view
Supplier Comparison



Supplier Comparison

(Configure data to view supplier comparison)

Add a Material and Plant combination

Add Supplier

Currency Normalizer

Edit

DONE

Material	Plant Name	Supplier	Net Price	Payment Terms	Buying Currency	Incoterm	Net Price_EXW	Freight	Taxes & Duties	Local Transport
EDTA - CALCIUM DISODIUM	Cavite Foods	AKZO..	12.65	60	USD	CIP	12.01	0.63	2.84	0.31
		AKZO NOBEL FUNCTIONAL CHEM..	668.5	45	PHP	DDP	508.06	26.74	120.33	13.37

Click on done to view
Supplier Comparison

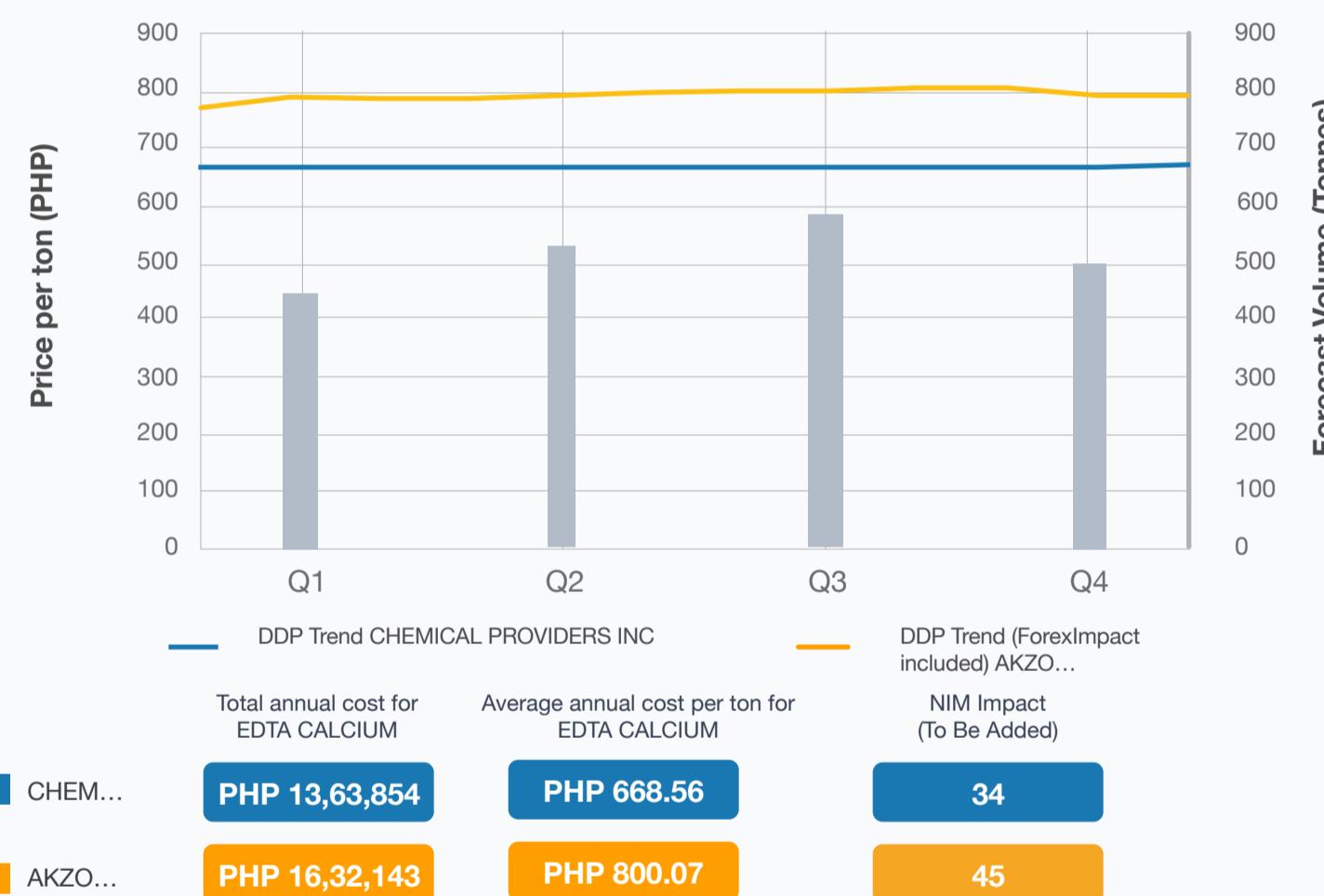
Supplier Comparison

(Configure data to view supplier comparison)

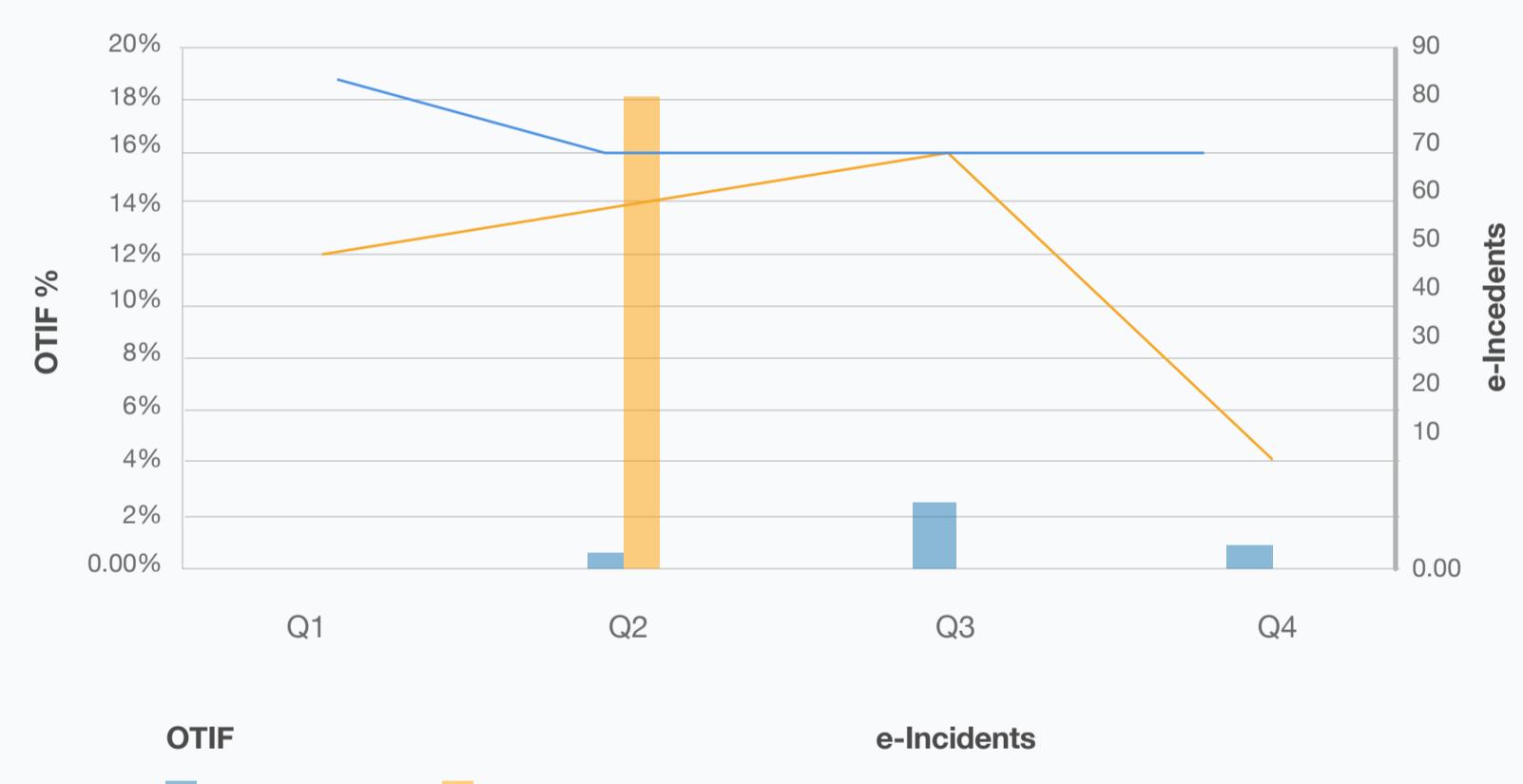
Add a Material and Plant combination Add Supplier Currency Normalizer [Edit](#) [DONE](#)

Material	Plant Name	Supplier	Net Price	Payment Terms	Buying Currency	Incoterm	Net Price_EXW	Freight	Taxes & Duties	Local Transport
EDTA - CALCIUM DISODIUM	Cavite Foods	AKZO.. AKZO NOBEL FUNCTIONAL CHEMICALS	12.65	60	USD	CIP	12.01	0.63	2.84	0.31
		CHEM..	668.5	45	PHP	DDP	508.06	26.74	120.33	13.37

Price Comparision



Performance Comparision



Impact on Share of Business on Landed Cost , Cash on Hand & NMI

Share of Business



Payment Terms

Average past payment terms: 90 Days

Past year's Spend: 1.3Mn PHP

AKZO NOBEL
FUNCTIONAL CHEMICALS 80 DaysCHEMICAL
PROVIDERS INC 100 Days

Result

Landed Cost: 695.37 PHP

Cash on Hand: 2Mn PHP

NMI: -

[Home](#) / Contract Expiry

Material Exhaustion Alert

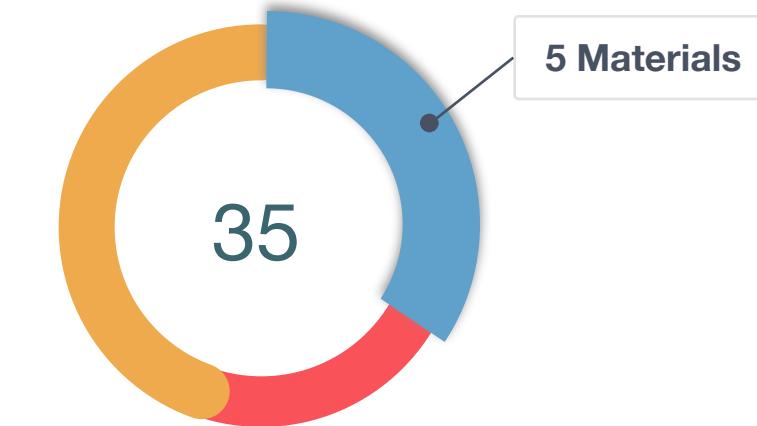
Total Material Exhaustion Detail

Days

0-30

31-60

61-90



Impact

Materials getting exhausted in 30 Days, with potential impact on delivery for 5 plants

Filter

Material	Plant	Exhaustion Date	Projected Volume ShortFall
<input checked="" type="checkbox"/> HS53..	Plant 1	01 Oct 2019	-
HS53..	Plant 2	03 Oct 2019	200
HS53..	Plant 3	-	-
HS53..	Plant 4	30 Oct 2019	30 Oct 2019
HS53..	Plant 5	-	-



< Back

Contract details for Materials and Plants

Material	Plant
HS53 Palm Stearing Mix	Plant 1

Contract ID	Supplier	Material	Plant	Balance Vol as on	Material Exhaustion Date	Contract Expiry Date
12345	SUP 1	ABC	Plant 1	28 Feb 2019	28 Feb 2019	15 Jun 2019
		DEF	Plant 2	31 Mar 2019	31 Mar 2019	
		HIJ	Plant 3	10 Mar 2019	10 Mar 2019	
79811	SUP 2	ABC	Plant 1	28 Feb 2019	28 Feb 2019	25 Jul 2019
		DEF	Plant 2	13 Mar 2019	13 Mar 2019	
		HIJ	Plant 3	13 Apr 2019	13 Apr 2019	

Recommended

ABC : 2 [Underutilised contracts](#) in plant 5. Annual cost 74371 to include plant 1.

DEF : Go for [fresh sourcing](#) since the prices are reducing

HIJ : Price in [current contract](#) is lower than. the market price.

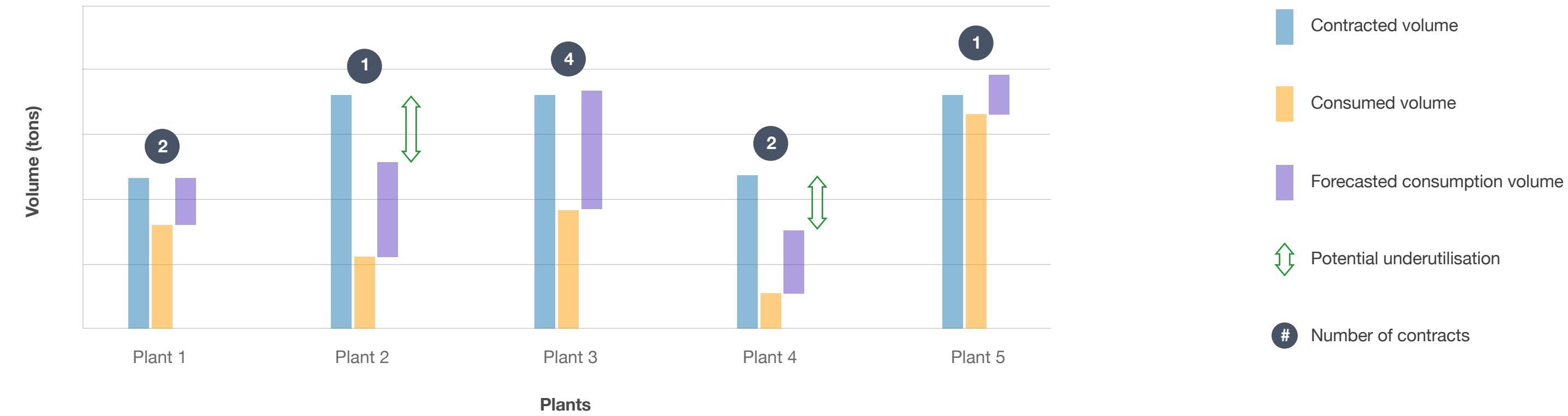


Material

Select

Material 1 X

Potential underutilized contracts in other plants



Contract	Supplier Name	Plant	Volume (Tons)			
			Contracted	Consumed	Forecasted consumption	Potential underutilisation
14567843	Asianagro..	Plant 2	1000	200	400	400

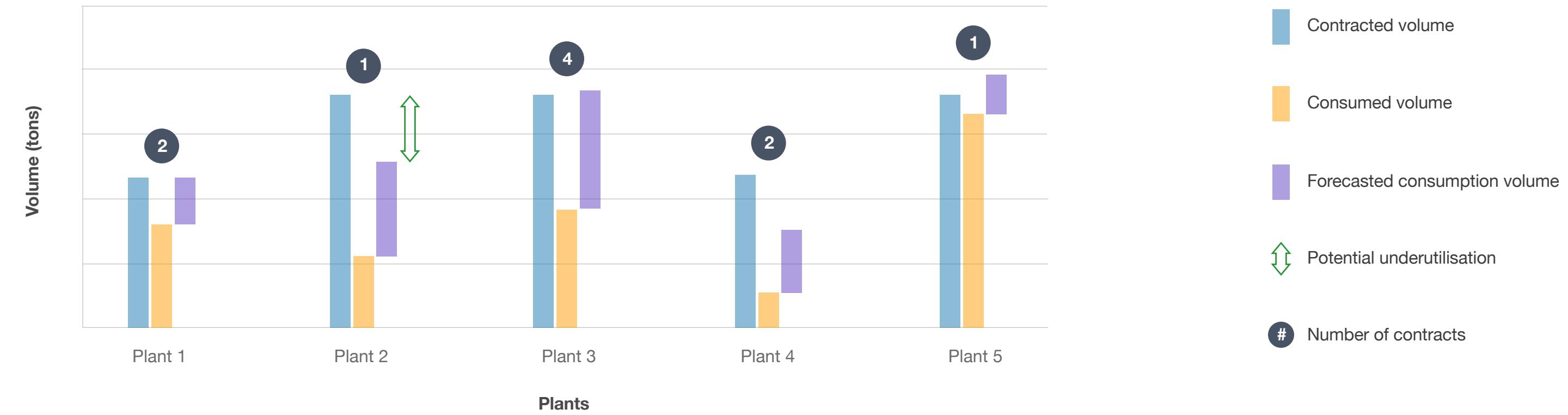


Material

Select

Material 1 X

Potential underutilized contracts in other plants



Contract	Supplier Name	Plant	Volume (Tons)			
			Contracted	Consumed	Forecasted consumption	Potential underutilisation
14567843	Asianagro..	Plant 2	300	100	100	100
14567545	Supplier 2	Plant 4	100	0	50	50





Supplier Comparison

(Configure data to view supplier comparison)

 Add a Material and Plant combination

 Add Supplier

 Edit

DONE

Material	Plant	Supplier	Buying Currency	Frieght	Duty	Taxes	Local Transport	Total Price
EDTA - CALCIUM DISODIUM	P007	AKZO..	USD	CIP	USD	USD	CIP	USD
		AKZO NOBEL FUNCTIONAL CHE						
		CHEM..	PHP	DDP	PHP	PHP	DDP	PHP

Click on done to view
Supplier Comparison

Share of Business 'what-if' scenario analysis

AKZO NOBEL FUNCTIONAL CHE  20%   CHEMICAL PROVIDERS INC  80% 

Average annual landed cost per ton for
EDTA - CALCIUM DISODIUM = 694.86 PHP



Supplier Comparison

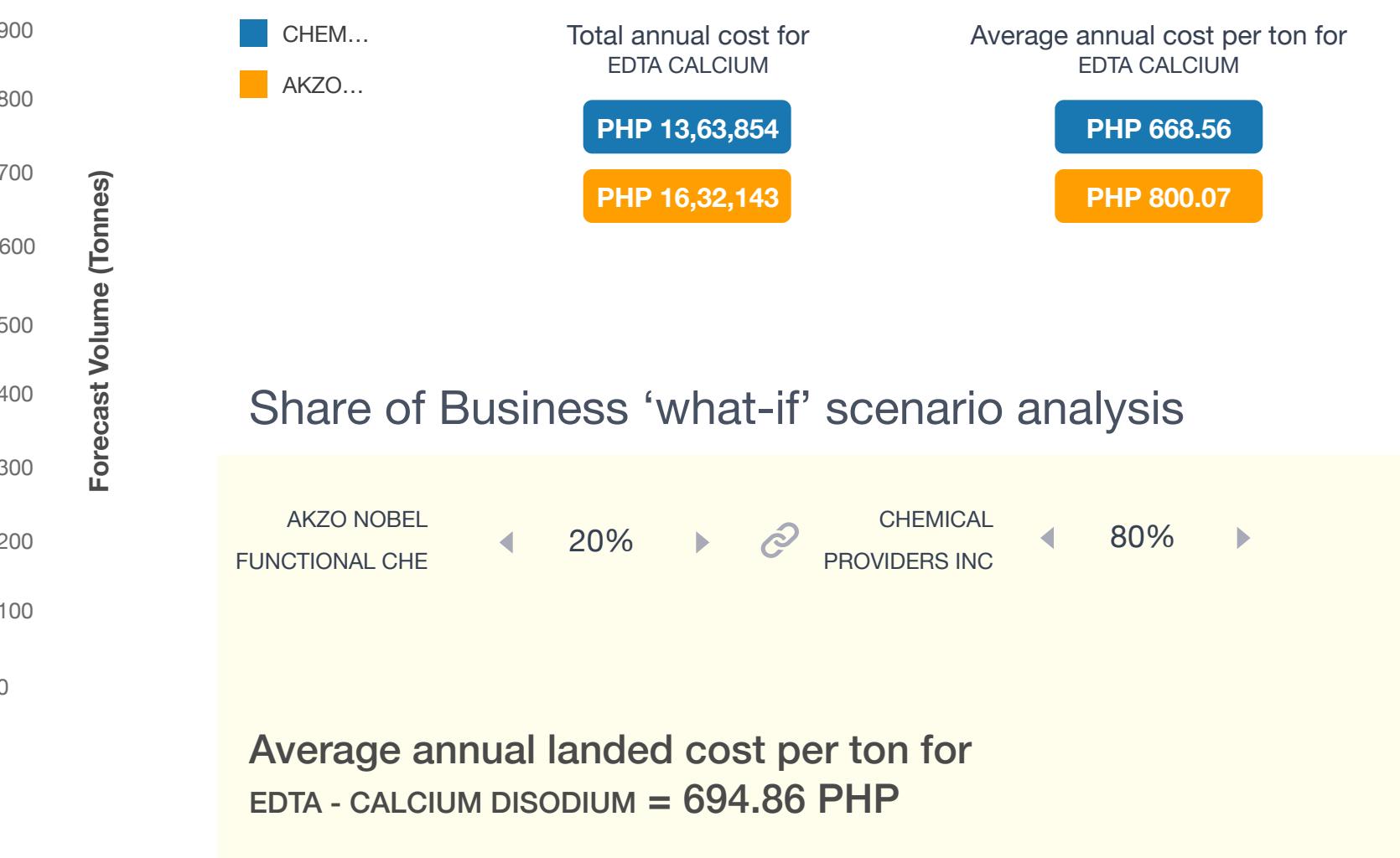
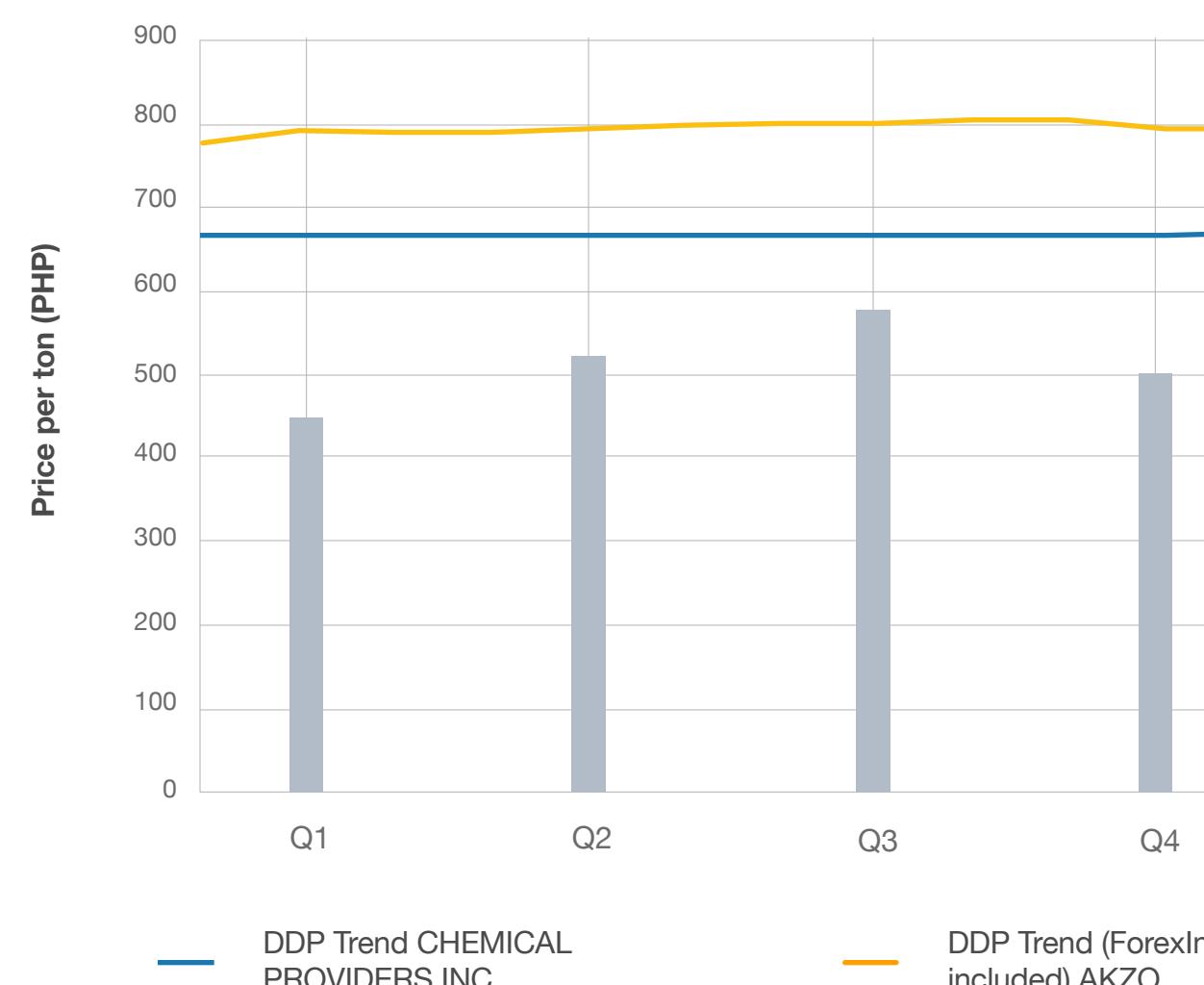
(Configure data to view supplier comparison)

[+ Add a Material and Plant combination](#)
[+ Add Supplier](#)

Edit

DONE

Material	Plant	Supplier	Buying Currency	Frieght	Duty	Taxes	Local Transport	Total Price
EDTA - CALCIUM DISODIUM	P007	AKZO.. AKZO NOBEL FUNCTIONAL CHE CHEM..	USD PHP	CIP DDP	USD PHP	USD PHP	CIP DDP	USD PHP





Unilever



Type here to search

Instances ▾

U2K2

Portfolio ▾

Quick Links ▾

Good Afternoon John!

Last Login: 12:30 pm, 12 December 2018

**COMING SOON**



Home / Suppliers / Supplier 1

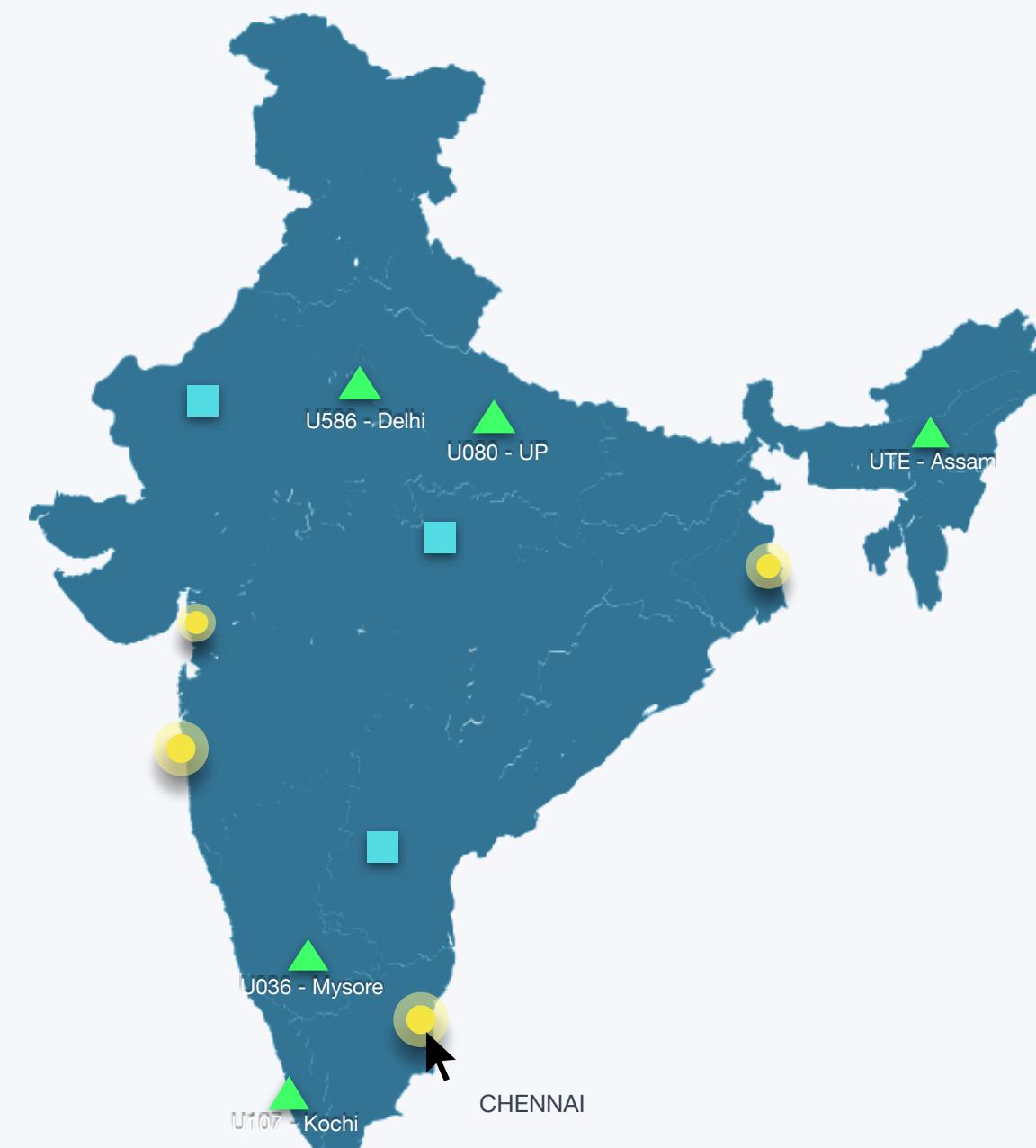
Supply Optimization

Material Material 1 ▾

 Optimize based on lead time

Optimize based on Cost

Overall Optimization



Supply Optimization options for Material 1 (select plant to view the details)

Plant	From	Mode	Cost (INR)	Lead Time to Plant (days)
U036	Hyderabad	Road	15,000	5 Days
U107	Chennai	Road	25,000	7 Days
U586	Surat	Air	12,000	1 Day
U080	Luchnow	Road	8,000	2 Days
UTE	Kolkata	Air	17,000	1 Day



Port



Plants



Supplier Warehouse



Supply Optimization

Material Material 1 ▾

 Optimize based on lead time

Optimize based on Cost

Overall Optimization



Port

Plants

Supplier Warehouse

Supply Optimization options for Material 1 (select plant to view the details)

Plant	From	Mode	Cost (INR)	Lead Time to Plant
U036	Hyderabad	Road	15,000	5 Days
U107	Chennai	Road	25,000	7 Days
U586	Surat	Air	12,000	1 Day
U080	Lucknow	Road	8,000	2 Days
UTE	Kolkata	Air	17,000	1 Day

Supply options for Material 1 in Plant 1

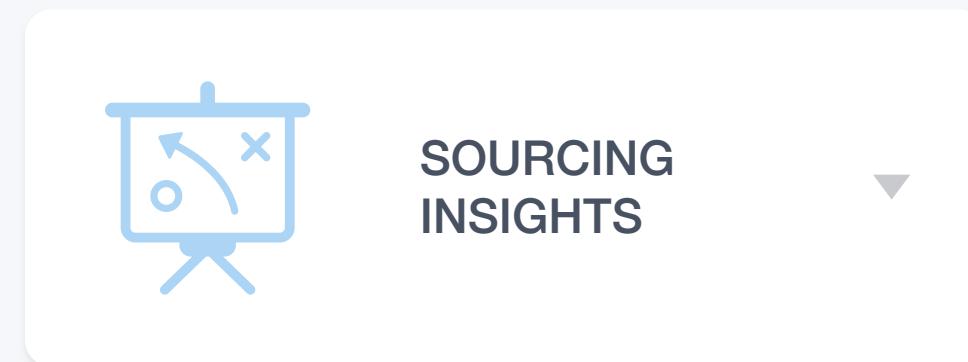
From	Mode	Cost (INR)	Lead Time to Plant
Hyderabad	Road	15,000	5 Days
Chennai	Road	18,000	7 Days
Mumbai	Road	32,000	9 Days

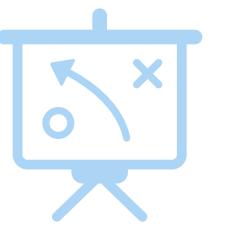


Buyer Overview



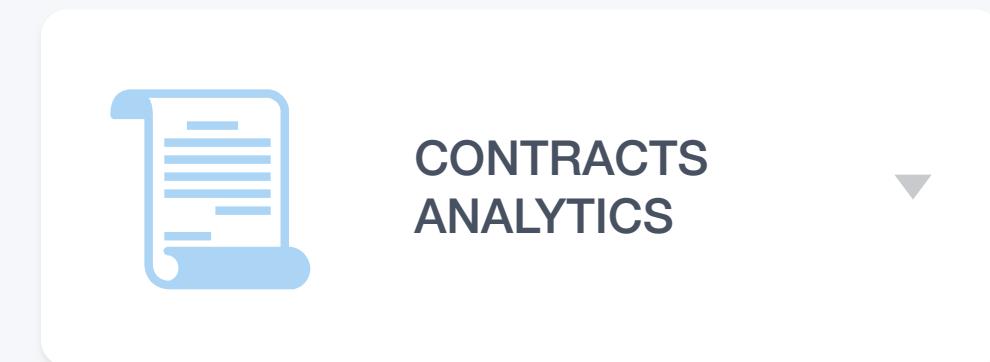
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 **SOURCING INSIGHTS** ▾



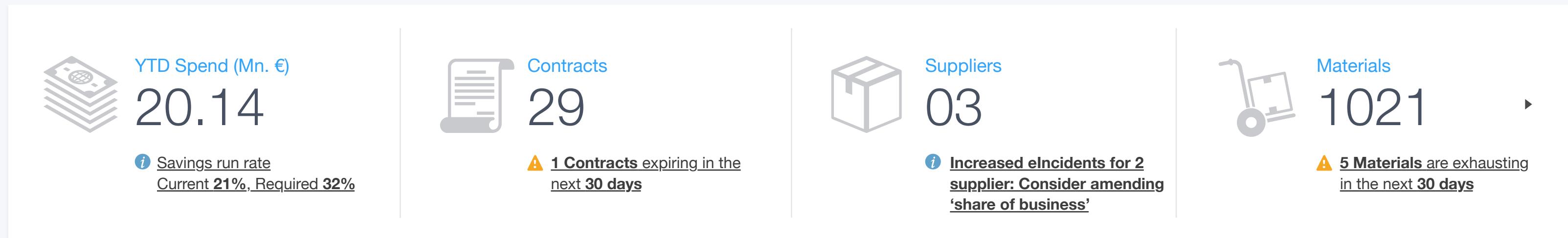
 **NEGOTIATION ANALYTICS** ▾



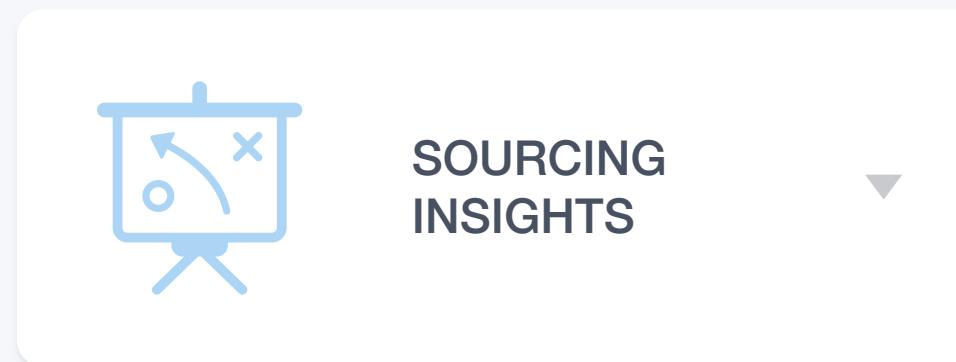
 **CONTRACTS ANALYTICS** ▾

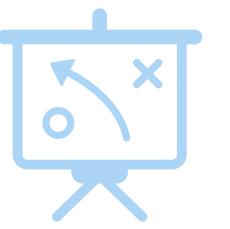


Buyer Overview



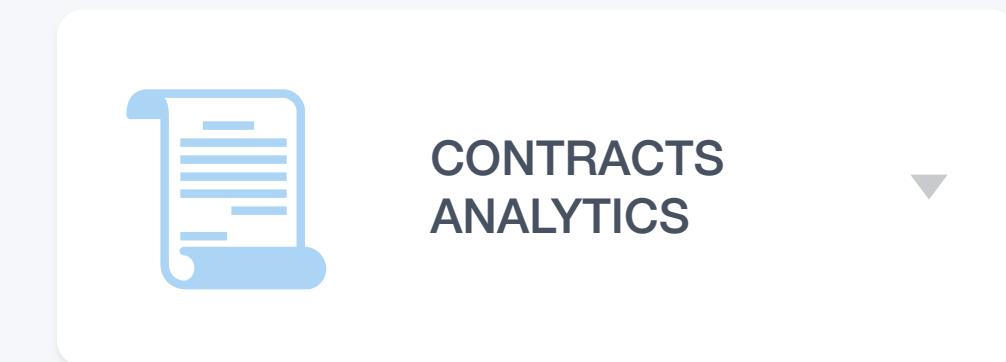
Explore



 **SOURCING INSIGHTS** ▾



 **NEGOTIATION ANALYTICS** ▾



 **CONTRACTS ANALYTICS** ▾



**Portfolio Buyer Dashboard -
Europe Instance
UI Document**

Version. 01

Date: 12 Feb 2019

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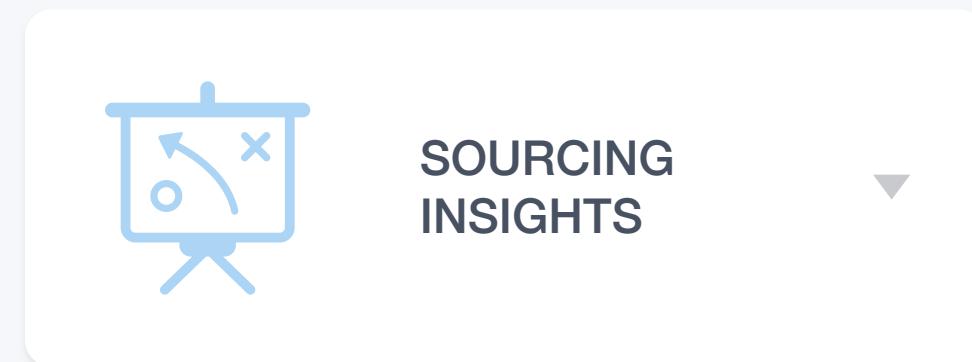
General Dashboard Page	02
Instance - Europe Dashboard	03
Materails Alert Page	04
Materail Detailed View	05



Buyer Overview



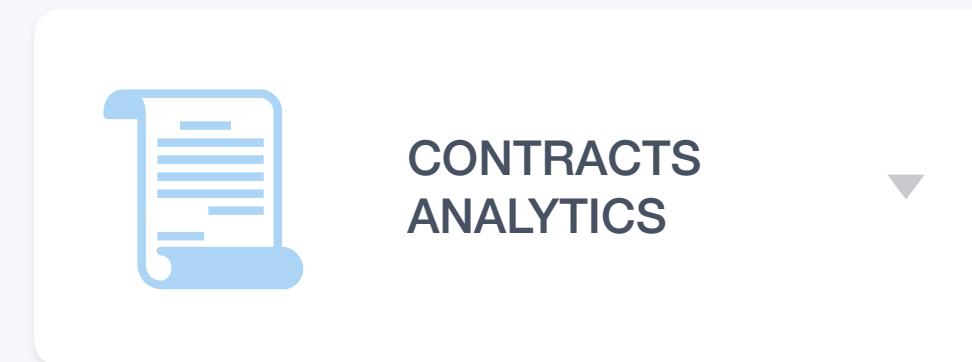
Explore



 **SOURCING INSIGHTS** ▾



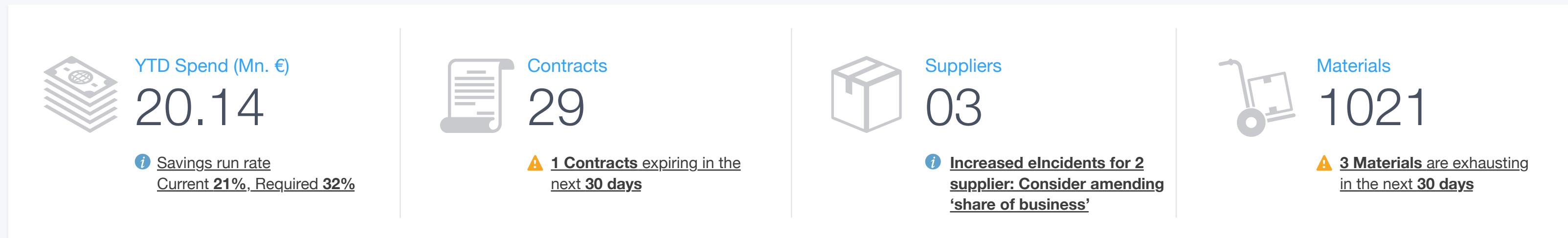
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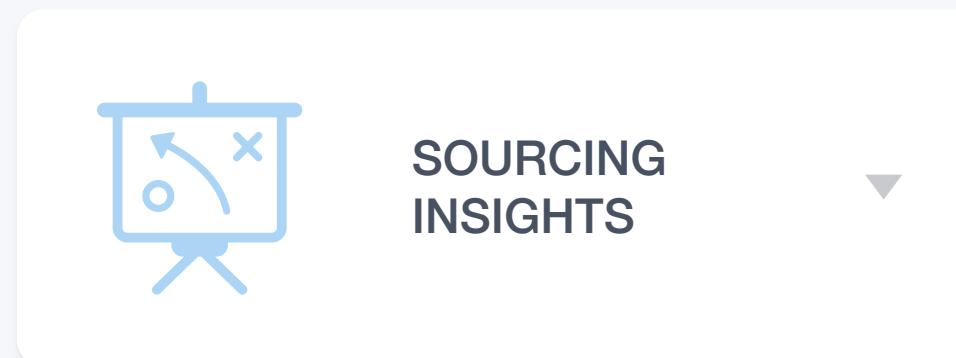
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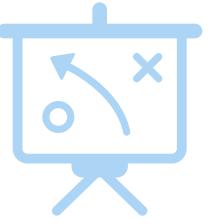


Buyer Overview



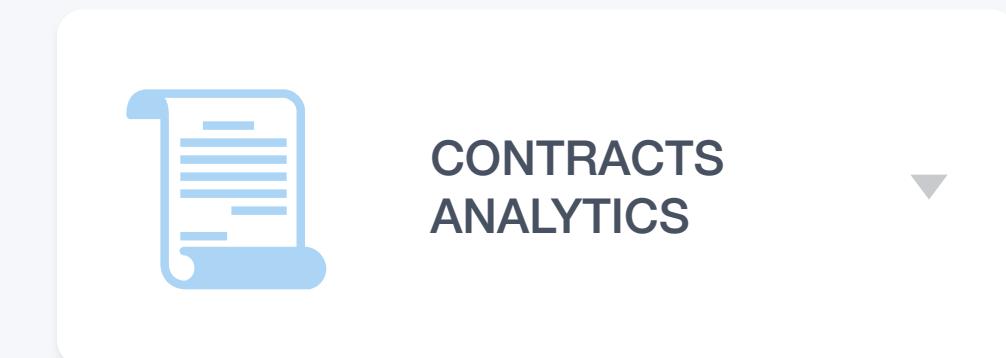
Explore



 **SOURCING INSIGHTS** ▾



 **NEGOTIATION ANALYTICS** ▾



 **CONTRACTS ANALYTICS** ▾

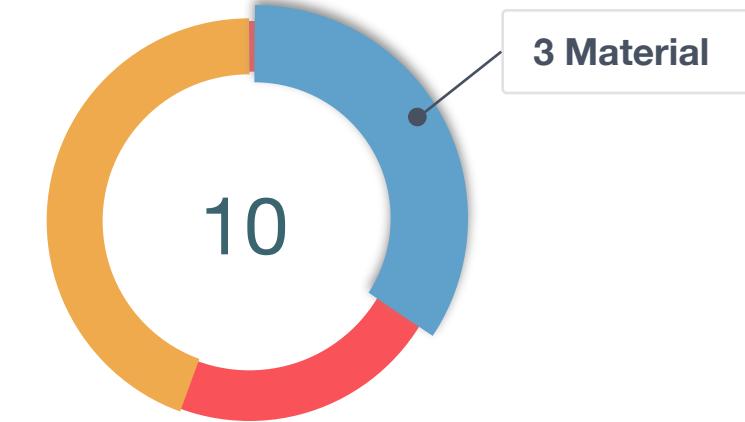
[Home](#) / [Materials](#) / Alert

Material Exhaustion Alert

Total Material Exhaustion Detail
as on 10 Feb 2019

Days

0-30 31-60 61-90



Impact

3 Material - Plant combinations reaching exhaustion in 30 Days, with impact to production in 3 plants.

Filter

Material ID	Plant Name	Exhaustion Date	Number of Contracts	Projected Volume ShortFall by Contract End Date	Latest Contract End Date
388174	ICE-HU-SU Veszprem	30 Mar 2019	1	12000 Kgs	30 June 2019
3587055	Unilever Deutschland Pr..	30 Mar 2019	1	2600 Kgs	30 June 2019
8714244	Caivano	30 Mar 2019	2	1600 Kgs	30 June 2019


 Material ID
 388174

 Materail
 Gum Guar

 Plant Name
 ICE-HU-SU Veszprem

 Volume Exhaustion Date
 31 March 2019

 Number of Contracts
 1

[Click for details of exhaustion in other plants](#)

Our Recommendations



Total Volume

 Consider Sourcing 36788 kgs of
 Gum Guar for Plants IC-DE-SU
 Heppenheim&Unilever Produktion
 AB, GB Glace


Pricing

 Other suppliers may offer lower
 price
[Explore Amending Contract
#9500743765](#)


Contract Type

 Volume/Time based for
3 months

3 out of 5 plants have [underutilized contracts](#) with approved suppliers for Plants A931, A571 and E040. Explore amending contract 9500743869 to cater to shortfall in plants A931, 571 and E040.

Additionally, [3 out of remaining 7 materials in Contract #9500743765 are expiring before June](#), consider fresh sourcing for materials 8714244, 43587055 and 384521.

List of Suppliers for Material 388174

[Select Suppliers](#)
[Approved Suppliers](#)

[All Suppliers](#)

SUPPLIER DETAILS							SUPPLIER PERFORMANCE	
Supplier Name	Predicted Price	Inco Term	Contract Lead Time	Lead Time to Plant	Last Contracted Date	Remarks	OTIF Last 4 Quarters	SNCR
<input checked="" type="checkbox"/> FARAVELLI..	€ 1.51	FCA	20 days	18 days	Current	Contract with surplus volume exists	79%	1
WILLY BENE..	€ 1.77	FCA	15 days	20 days	Current	Currently supplying to Plant A931	83%	1.2
GIUSTO FAR..	€ 1.81	DDP	30 days	0	Current	Contracted for Plant A852	Not Available	Not Available

Negotiation Options

[RFQ](#)
[E-Tender](#)
[Face to Face](#)
[Amend Contract](#)
[Nego Factory](#)



Home / Materials / Gum Guar

Material ID	Materail	Plant ID	Plant Name	Volume Exhaustion Date	Number of Contracts
388174	Gum Guar	A931	Veszprem	31 March 2019	1

[Click for details of exhaustion in other plants](#)

Our Recommendations



Volume

Consider Sourcing 36788 kgs of Gum Guar for Plants A931, A571 & E040



Pricing

Other suppliers may offer lower price

[Explore Amending Contract #9500743765](#)



Contract Type

Volume/Time based for **3 months**

3 out of 5 plants have underutilized contracts shortfall in plants A931, 571 and E040.

Additionally, 3 out of remaining 7 materials i

List of Suppliers for Materail 3

Plant ID	Plant Name	Exhaustion Date
A931	ICE-HU-SU Veszprem	30 Mar 2019
A571	IC-DE-SU Heppenheim	30 April 2019
E040	Unilever Produktion AB	31 May 2019

Supplier Name	Predicted Shortfall	Date	OTIF Last 4 Quarters	SNCR
<input checked="" type="checkbox"/> FARAVELLI GMBH	1.51	FCA	Current	Contract with surplus volume exists 79% 87%
WILLY BENECKE GMBH	1.77	FCA	Current	Currently supplying to Plant A931 83% -
GIUSTO FARAVELLI SPA	1.81	DDP	Current	Contracted for Plant A852 Data Not Available 79%

Negotiation Options

RFQ**E-Tender****Face to Face****Amend Contract****Nego Factory**



Home / Supplier / FARAVELLI GmbH

Search for a Supplier



Search result for 'Supplier 1'

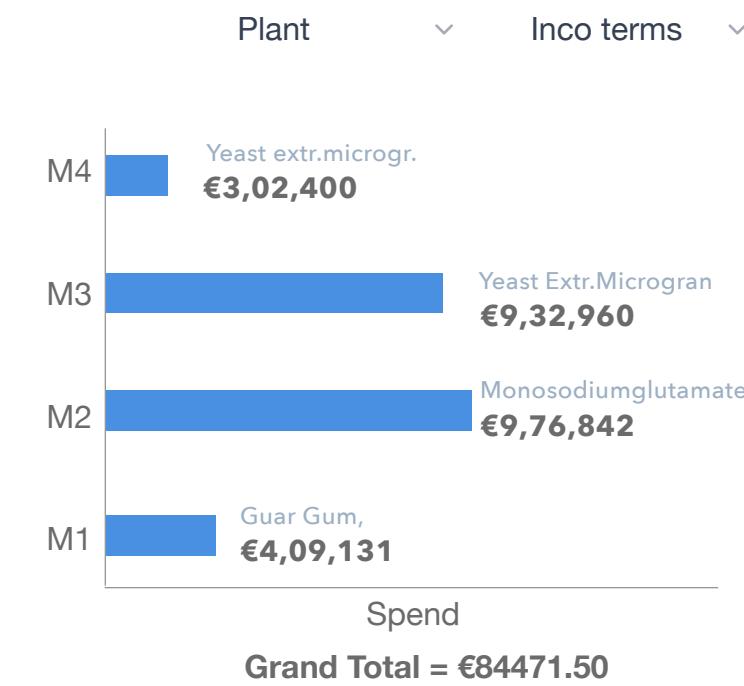
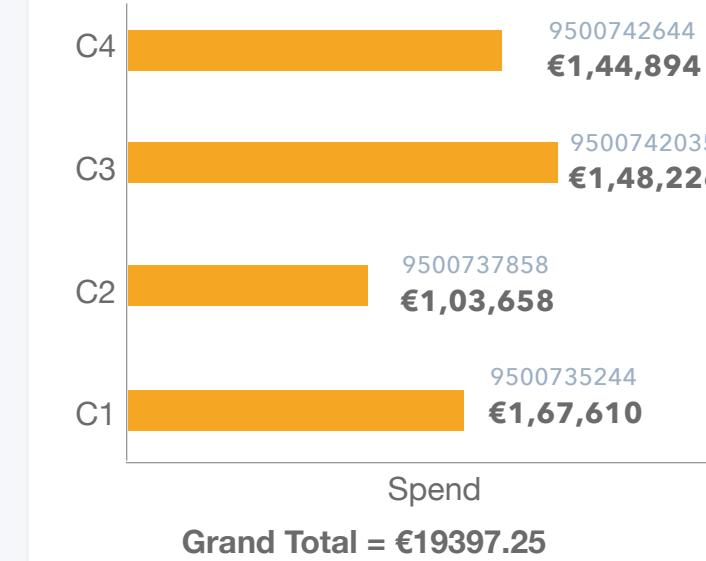
Supplier Details

Name	Location
FARAVELLI GmbH	Germany
Total Spend	No. of Contracts
2.6Mn (Euro)	8

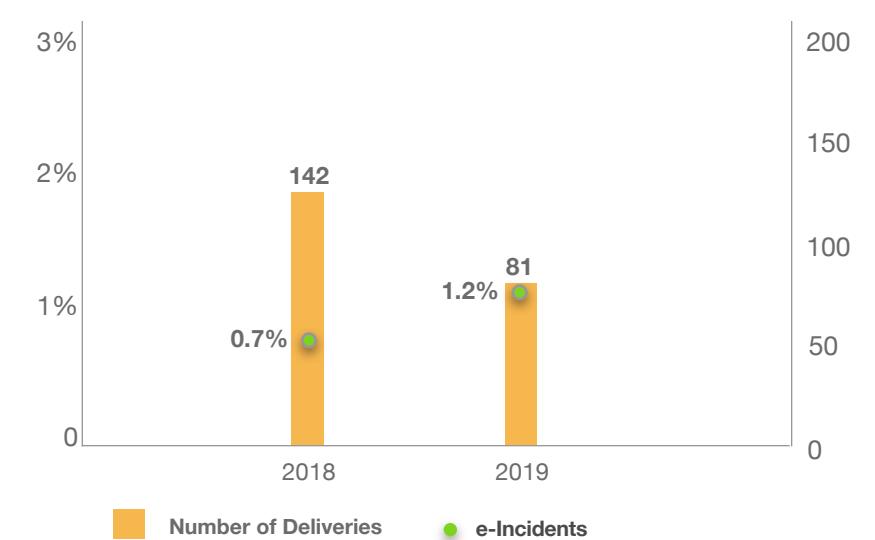
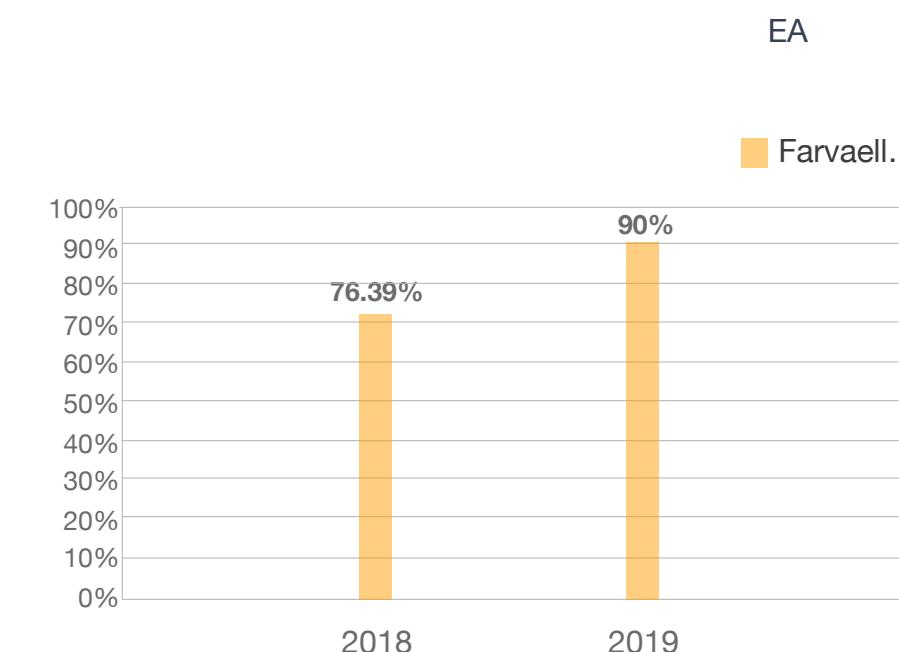
Latest News

FARAVELLI GmbH. to buy back shares worth 235.20 Mn Euros.
 6 Apr, 2018, 03.53PM IST, Economic Times. [Link →](#)

Years of Engagement
Since 2008
Category
Spices

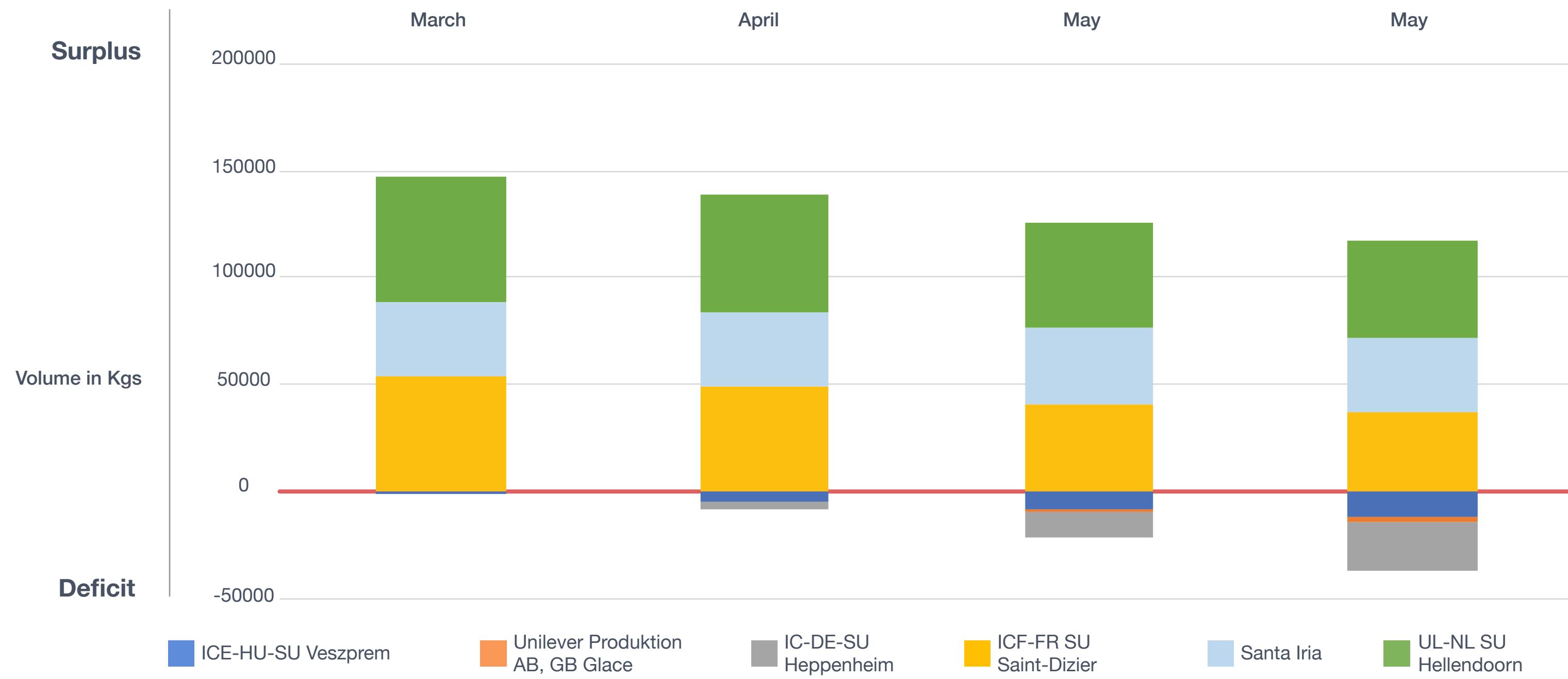

Quality

AA	A	B	BB
----	---	---	----


[More Info →](#)
OTIF

[More Info →](#)
Compliance

% SQA Compliant	Not in USQS
% RS Compliant	Not Compliant
% Signed Specs	0%
% SUSO	Not Compliant

Gum Guar Volume Surplus & Deficit Trend by plant



Plant Name	March	April	May	June	Contract	Supplier	Inco Term
ICE-HU-SU Veszprem	-202	-4,989	-8,719	-12,007	9500743765	WILLY BENECKE GMBH	FCA
Unilever Produktion AB, GB Glace			-1,165	-2,111	9500743869	FARAVELLI GMBH	FCA
IC-DE-SU Heppenheim		-2,876	-12,009	-22,670	9500743765	WILLY BENEVKE GMBH	FCA
ICF-FR SU Saint-Dizier	54,139	49,003	41,614	37,639	9500743869	FARAVELLI GMBH	DDP
Santa Iria	35,000	35,000	35,000	35,000	9500743869	FARAVELLI GMBH	FCA
UL-NL SU Hellendoorn	58,803	55,386	49,659	49,659	9500743869	FARAVELLI GMBH	DDP



Type here to search

Usecase ▾
Europe

Portfolio ▾

Quick Links ▾

Currency ▾
EUROGood Afternoon John!
Last Login: 12:30 pm, 12 December 2018

Home / Materials / Gum Guar

Line item detail for contract

×

Contract ID	Supplier Name						
9500743765	FARAVELLI GMBH						
Line item detail for contract							
Material	Plant Name	Net Price	Per	OPU	Inco T	Volume expiry Date	
8714244	ICE-UK SU Gloucester	1770	1000	KG	FCA	May 2019	
8714244	Caivano	1770	1000	KG	FCA	Mar 2019	
5408922	UBF-FR-SU Ludres	1770	1000	KG	FCA		
3587055	Unilever Deutschland.	1770	1000	KG	FCA	Mar 2019	
3587055	Unilever Deutschland.	1770	1000	KG	FCA	Aug 2019	
3587055	UBF-DE-SU Stavenhagen	1770	1000	KG	FCA	Jan 2019	
3587055	UNILEVER-KNORR ABEE	1770	1000	KG	FCA		
3587055	UNILEVER-KNORR ABEE	1770	1000	KG	FCA		
3587055	UBF-HU DC HOPI	1770	1000	KG	FCA		
3587055	UBF-CH-SU Thayngen	1770	1000	KG	FCA	May 2019	
388174	IC-DE-SU Heppenheim	1770	1000	KG	FCA	Apr 2019	
3484521	UBF-ES SU Leioa	1770	1000	KG	FCA	May 2019	
345539	UBF Poznan	1770	1000	KG	FCA		



Portfolio Buyer Dashboard - INDIA Instance _ UI

Version. 01

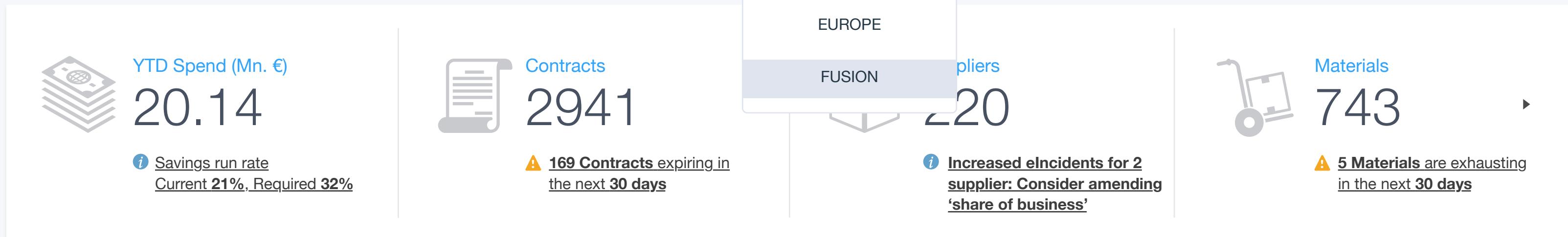
Date: 12 Feb 2019

Table of Content

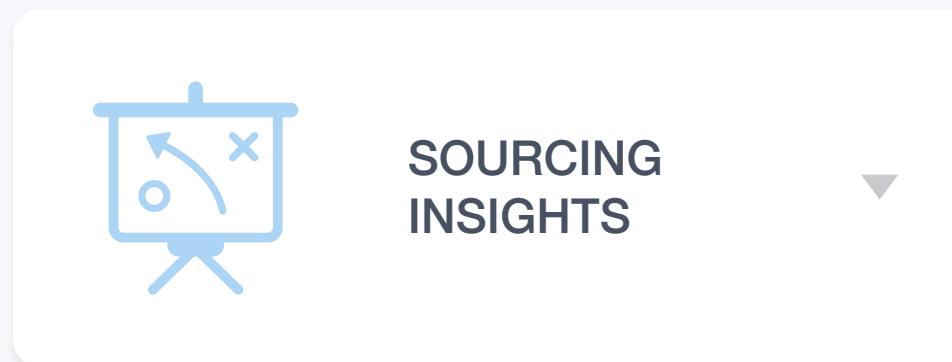
General Dashboard Page	02
Instance - INDIA Dashboard	03
Materails Alert Page	04
Materail Detailed View	05

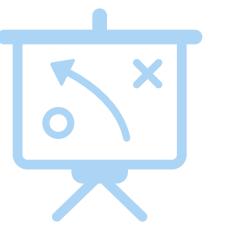


Buyer Overview



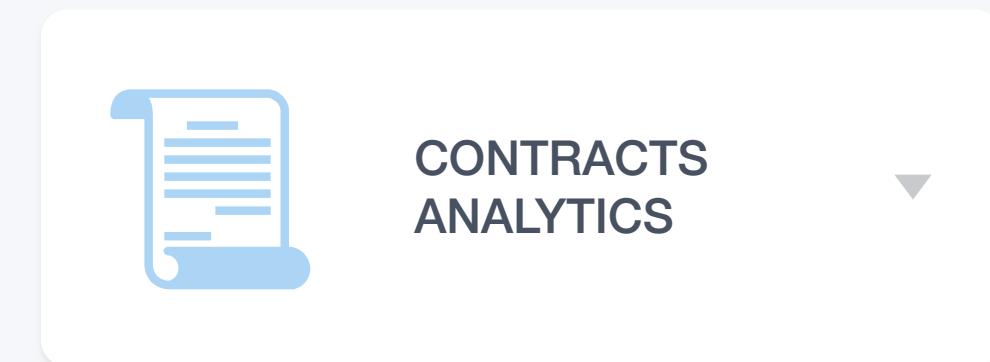
Explore



 **SOURCING INSIGHTS** ▾



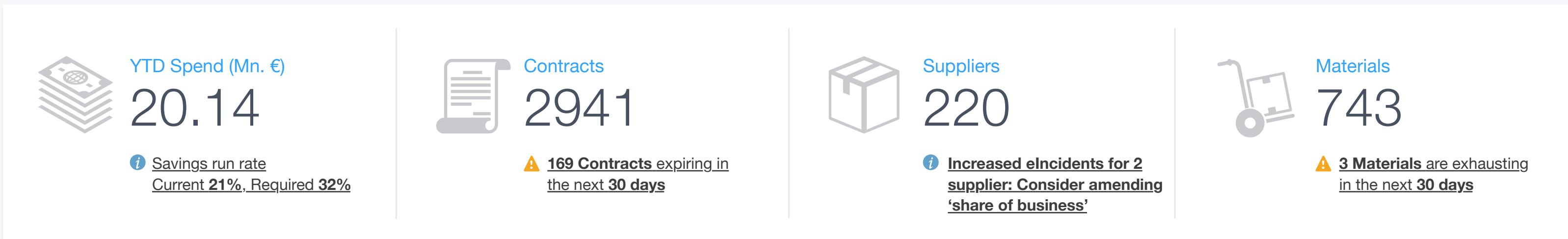
 **NEGOTIATION ANALYTICS** ▾



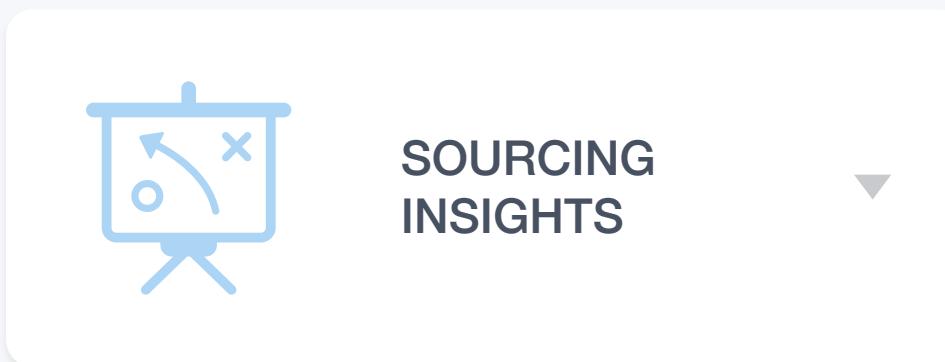
 **CONTRACTS ANALYTICS** ▾

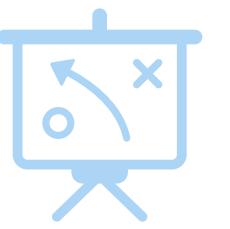


Buyer Overview



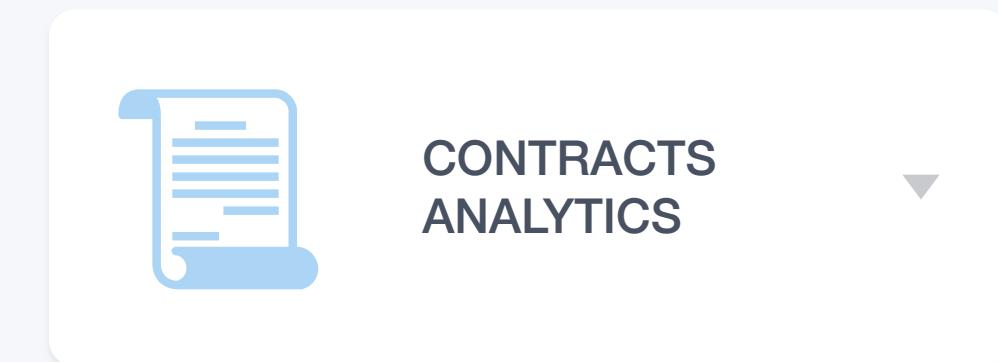
Explore



 **SOURCING INSIGHTS** ▾



 **NEGOTIATION ANALYTICS** ▾



 **CONTRACTS ANALYTICS** ▾



Home / Contract / Alert

Contract Exhaustion Alert

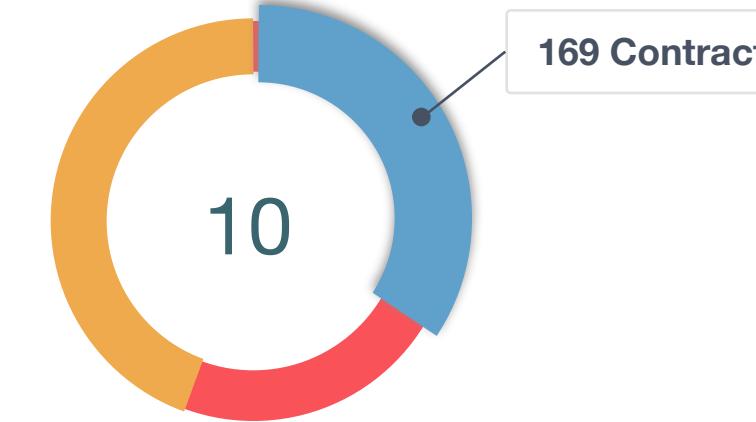
Total Contract Exhaustion Detail

Days

0-30

31-60

61-90



Impact

169 Contracts expiring in **30 Days**, with potential impact on delivery for 70 plants

Filter

Contract No.	Supplier Name ▲	Contract Expiry Date ▼	Contract Type ▲	Contract
4300128772	GANDHAR OIL REFINERY INDIA LTD	31 Mar 2019	Time Based	
4300133712	RAJ PETRO SPECIALITIES P LTD	31 Mar 2019	Time Based	
4300129149	RENAISSANCE OVERSEAS (INDIA)	31 Mar 2019	Time Based	
4300129224	RENAISSANCE OVERSEAS (INDIA)	31 Mar 2019	Time Based	

Home / Contract / 4300128665

Contract ID	Supplier Name	Expiry Date	Material Group	Line Item
4300128772	GANDHAR OIL REFINERY INDIA LTD	31 Mar 2019	Speciality Chemicals	1

Our Recommendations



Pricing

[Market Prices](#) are on a lower trends.
Other supplier may offer a lower price. Go for [competitive bidding](#)



Total Volume

[View forecasting trends](#)
Material 1: 100 KG
[View volume by plant](#)



Contract Type

Time based for
12 months

List of Suppliers (Select Suppliers)

SUPPLIER DETAILS				LINE ITEM DETAIL				PERFORMANCE	
Supplier	Inco Terms	Last Contracted Date	Line Item Coverage	Material	Plant	SOB	Price INR	OTIF	e-Incidents
<input checked="" type="checkbox"/> GANDHAR OIL..	EXW	24 Jan 2019	1/1	Mineral oil 70	U802	80%	₹ 68.79	84%	102
<input checked="" type="checkbox"/> RAJ PETRO..	EXW	02 Feb 2019	0/1	Mineral oil 70	UHJ	10%	₹ 40.23	63%	No Data
<input checked="" type="checkbox"/> RENAISSAN..	EXW	14 Sept 2018	0/1	Mineral oil 70	UHJ	10%	₹ 74.16	72%	No Data

Negotiation Options

RFQ

E-Tender

Face to Face

Renew Contract

Nego Factory



Search for a Supplier



Search result for 'Supplier 1'

Supplier Details

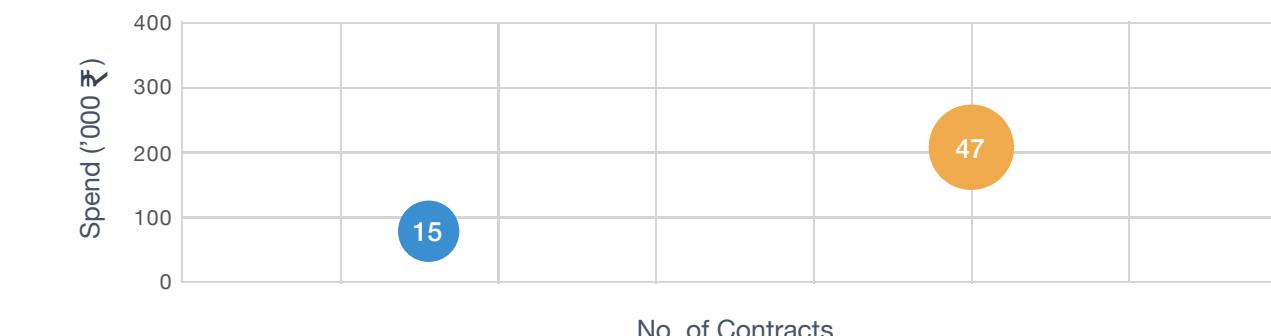
Name	Location	Years of Engagement
Asianagro Agungjaya Pt.	Bangalore, India	3 Years
Total Spend	No. of Contracts	Category
203 Mn.	32	Home Care

Latest News

Home Care

All Suppliers (Select suppliers to compare the trends)

Name	Price (₹)	Volume (KG)	Avg Lead Time (Days)	Risk Score	SOB (Quota)
<input checked="" type="checkbox"/> ★ GANDHAR..	68.79	200	12	98	90%
<input checked="" type="checkbox"/> ★ RAJ PETR..	40.23	160	15	86	80%
★ RENAISSA..	74.16	120	14	67	40%
★ SAVITA OIL..	64.76	160	18	86	60%
★ RAJ PETRO..	76.91	120	14	67	70%

**Material / Spend Landscape****Performance Comparison****Price Comparison****OTIF**
█ Supplier 1 █ Supplier 2
e-Incidents
--- Supplier 1 --- Supplier 2

OTIF %

Q1

Q2

Q3

Q4

e-Incidents

5

4

3

2

1

80%

82%

84%

86%

88%

90%



Search for a Supplier



Search result for 'Supplier 1'

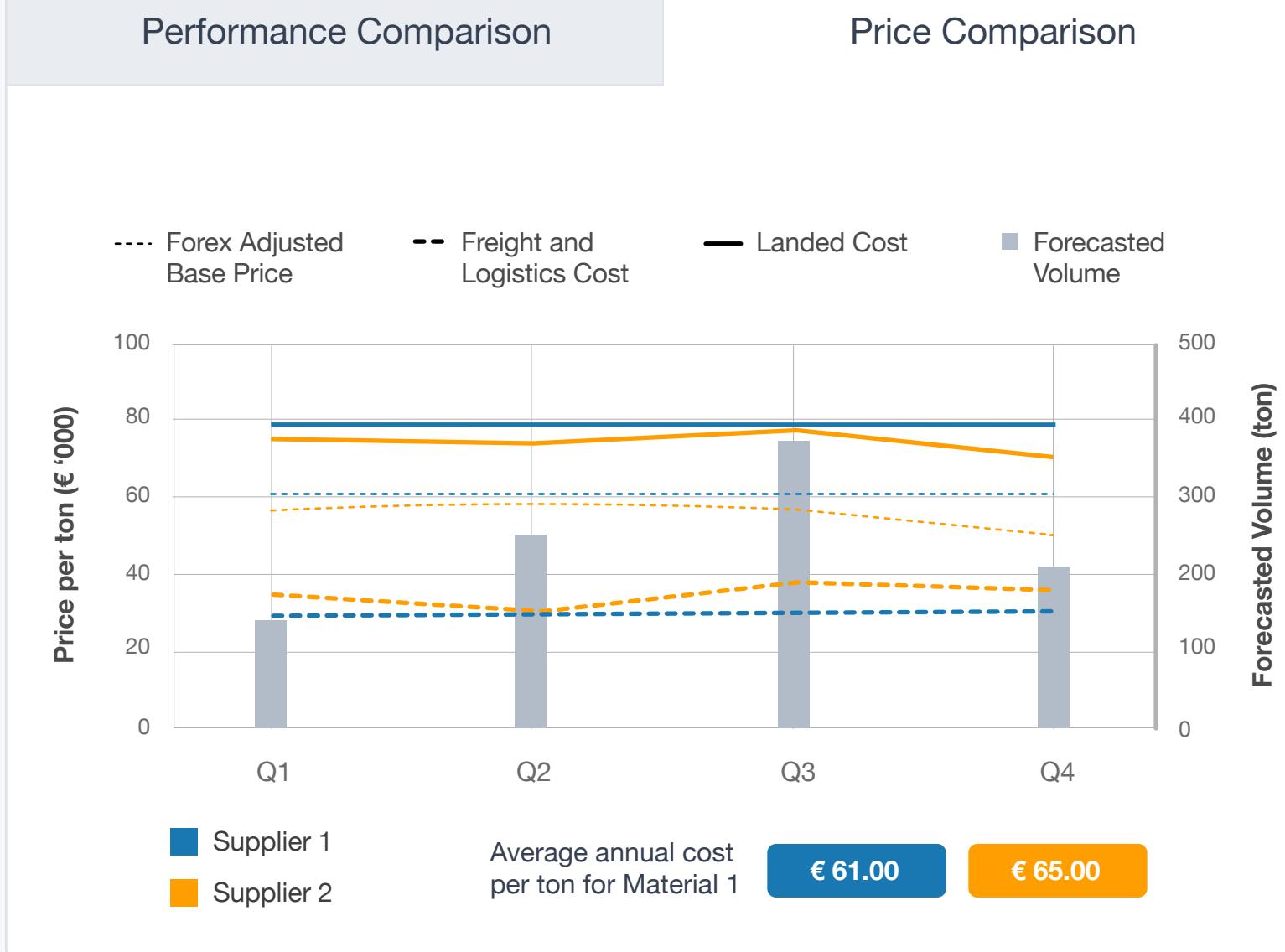
Supplier Details

Name	Location	Years of Engagement
Asianagro Agungjaya Pt.	Bangalore, India	3 Years
Total Spend	No. of Contracts	Category
203 Mn.	32	Home Care

 Latest News
[Home Care](#)
Material / Spend Landscape

All Suppliers (Select suppliers to compare the trends)

Name	Price (₹)	Volume (KG)	Avg Lead Time (Days)	Risk Score	SOB (Quota)
<input checked="" type="checkbox"/> ★ GANDHAR..	68.79	200	12	98	90%
<input checked="" type="checkbox"/> ★ RAJ PETR..	40.23	160	15	86	80%
★ RENAISSA..	74.16	120	14	67	40%
★ SAVITA OIL..	64.76	160	18	86	60%
★ RAJ PETRO..	76.91	120	14	67	70%

Performance Comparison




Supplier Comparison

(Configure data to view supplier comparison)



Edit

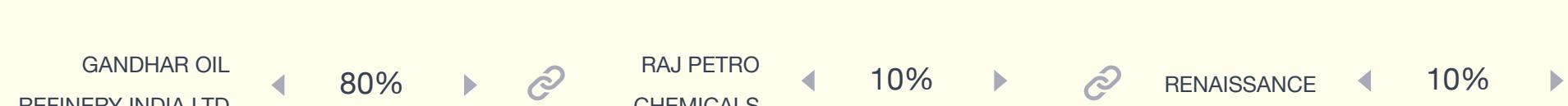
DONE

[+ Add a Material and Plant combination](#)[+ Add Supplier](#)

Material	Plant	Supplier ID	Supplier	Buying Currency	Inco Term
Mineral oil 70	U802	2003720	GANDHAR..	INR	EXW
			GANDHAR OIL REFINERY INDIA LTD		
		1051230	RENAISSA..	INR	EXW
		2000723	RAJ PETR..	INR	EXW

Click on done to view
Supplier Comparison

Share of Business 'what-if' scenario analysis



Recommended settings for E-Tender



Shortlisted Suppliers for Mineral oil 70



Bid settings

Supplier Name	Invitation for E-Tender	Training Required	Training Status
GANDHAR OIL..	Yes	No	Completed
RAJ PETRO..	Yes	Yes	Pending
RENAISS..	No	No	NA
RENAISS..	Yes	No	NA

E-Tender Date	15 Mar 2019
E-Tender Type	English Reverse
Bid Duration	1 Minute
Pre bid	Yes
	No

Contract Recommendations

Ceiling price	Inco Terms	
₹ 690	DDP	
Contract Type	Time Based	
Contract Duration	3 Months	

Confirm

Shortlisted Suppliers for Mineral oil 70

Supplier Name	Invitation for E-Tender	Training Required	Training Status
GANDHAR OIL..	Yes	No	Completed
RAJ PETRO..	Yes		
RENAISS..	No		
RENAISS..	Yes		

Bid settings

E-Tender Notification X

E-Tender Date: 15 Mar 2019

E-Tender Type: English Reverse

1 Minute

No

78%

E-Tender event creation in progress.
Please wait...

Contract Recommendations

Ceiling price: ₹ 690

Inco Terms: DDP

Contract Type: Time Based

Volume Based

Contract Duration: 3 Months

Confirm

Shortlisted Suppliers for Mineral oil 70

Supplier Name	Invitation for E-Tender	Training Required	Training Status
GANDHAR OIL..	Yes	No	Completed
RAJ PETRO..	Yes		
RENAISS..	No		
RENAISS..	Yes		

Bid settings

E-Tender Date	15 Mar 2019
E-Tender Type	English Reverse
Time Period	1 Minute
Notify Suppliers	No

E-Tender Notification



E-Tender event #E72LP32 has been successfully created.

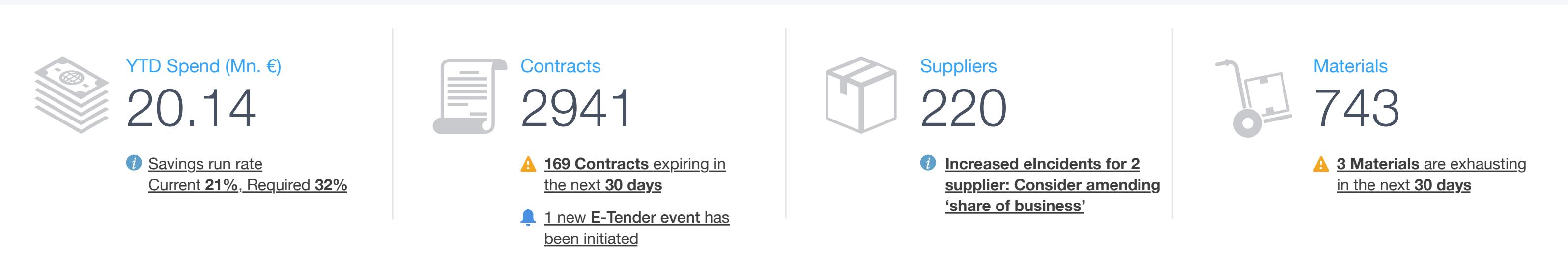
Contract Recommendations

Ceiling price	INR 690	Inco Terms	DDP
Contract Type	Time Based	Volume Based	
Contract Duration	3 Months		

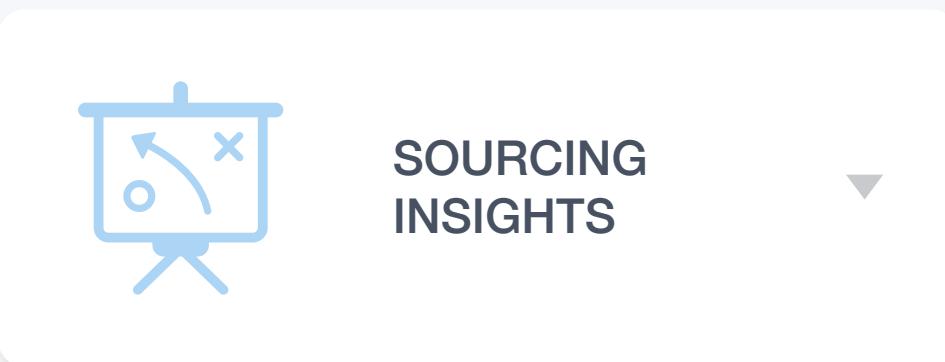
Confirm

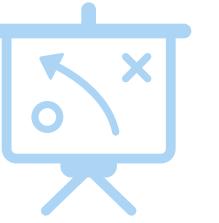


Buyer Overview



Explore



 **SOURCING INSIGHTS** ▾



 **NEGOTIATION ANALYTICS** ▾



 **CONTRACTS ANALYTICS** ▾

Shortlisted Suppliers for Mineral oil 70

Supplier Name	Invitation for E-Tender	Training Required	Training Status
GANDHAR OIL..	Yes	No	Completed
RAJ PETRO..	Yes	Yes	Pending
RENAISS..	No	No	NA
RENAISS..	Yes	No	NA

Bid settings

E-Tender Date	15 Mar 2019	
E-Tender Type	English Reverse	
Bid Duration	1 Minute	
Pre bid	Yes	No

Contract Recommendations

Ceiling price	Inco Terms	
₹ 690	DDP	
Contract Type	Time Based	Volume Based
Contract Duration	3 Months	

Shortlisted Suppliers for Mineral oil 70

Supplier Name	Invitation for E-Tender	Training Required	Training Status
GANDHAR OIL..	Yes	No	Completed
RAJ PETRO..	Yes	Yes	Pending
RENAISS..	No	No	NA
RENAISS..	Yes	No	NA

Bid settings

E-Tender Date	15 Mar 2019	
E-Tender Type	English Reverse	
Bid Duration	1 Minute	
Pre bid	Yes	No

Contract Recommendations

Ceiling price	Inco Terms	
₹ 690	DDP	
Contract Type	Time Based	Volume Based
Contract Duration	3 Months	

Confirm

Shortlisted Suppliers for Mineral oil 70

Supplier Name	Invitation for E-Tender	Training Required	Training Status
GANDHAR OIL..	Yes	No	Completed
RAJ PETRO..	Yes	Yes	Pending
RENAISS..	No	No	NA
RENAISS..	Yes	No	

Bid settings

E-Tender Date ▾

E-Tender Type English Reverse ▾

Bid Duration ▶ No

E-Tender Notification X

E-Tender event #E72LP32 settings have been edited.
Do you wish to continue with selected settings to modify
E-Tender?

No

Contract Recommendations

Ceiling price	INR 690	Inco Terms	DDP
Contract Type	Time Based	Volume Based	
Contract Duration	3 Months	▼	

Confirm

Shortlisted Suppliers for Mineral oil 70

Supplier Name	Invitation for E-Tender	Training Required	Training Status
GANDHAR OIL..	Yes	No	Completed
RAJ PETRO..	Yes	Yes	Pending
RENAISS..	No	No	NA
RENAISS..	Yes		

Bid settings

E-Tender Date ▾

E-Tender Type English Reverse ▾

Bid Duration ▶ 1 Minute ▶

E-Tender Notification X

 E-Tender event #E72LP32 has been modified.

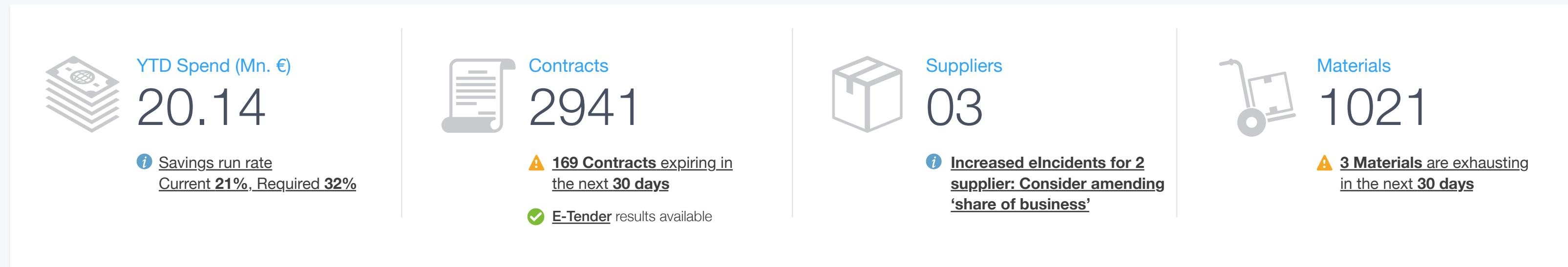
Contract Recommendations

Ceiling price	Inco Term
₹ 690	DDP
Contract Type	Time Based
Contract Duration	3 Months

Confirm



Buyer Overview



Explore

SOURCING INSIGHTS

NEGOTIATION ANALYTICS

CONTRACTS ANALYTICS



Buyer Overview



YTD Spend (Mn. €)

20.14

 [Savings run rate](#)
[Current 21%, Required 32%](#)

Explore

SOURCING
INSIGHTS

E-Tender Completed

**E-Tender #E72LP32 has been completed for EDTA - CALCIUM DISODIUM.** Following are the results

Supplier Name	Price INR	Recommended Share of Business
GANDHAR OIL..	₹ 68.79	55%
RAJ PETRO..	₹ 40.23	25%
RENAISS..	₹ 74.16	20%

How would you like to proceed?

[Face to Face Meeting](#)[Create Contract](#)Materials
1021for 2
hending **5 Materials** are exhausting
in the next **30 days**CONTRACTS
ANALYTICS



GIVAUDAN_2019/Jan
Givaudan_Chemical_Nigeria



LOCKED

HEADER

ITEM DETAILS

LEGAL

ADDITIONAL DETAILS

COLLABORATORS

VIEW SUMMARY

Status:
SENT TO_CPMO

GENERAL

APPROVAL & SIGNATURE

SUPPLIER DETAILS

REPORTING & COMPLIANCE

IFRS



Unilever Contract Header Fields

RESET

Contract Owner*

Abiola Omoniyi



Contract Identifier Name

Givaudan_Chemical_Nigeria

CTC Type*

Volume Based Date Based

Provisional Contract*

Yes No

Contract Description*

CLM Provisional contract for Givaudan

Dates and Reminders

Effective Date*

10-Jan-2019



Expiration Date*

09-Jan-2020



iCAT Reference Number

iCAT00003744

Cloning Reference Number

iCAT00000816

CLM Reference Number

NA

[Go To Dashboard](#)

Help ▾

U,Nischitha ▾

Event

E-Tender #E72LP32

[Prev](#)[Publish](#)[Exit](#)

Review and revise your event. Your edits have been already saved. When you finish, you can launch the event or leave it as a draft for future edits.

Overview

[Actions ▾](#)

1

Rules

2

Suppliers

3

Content

4

Summary

ID: Doc198306809

Commodity: Dairy 9104002

Description: ⓘ

Regions: South Asia

Status: Draft ⓘ

Last Modified: 01/10/2019

Version: Original

Currency: European Union Euro

Owner: U,Nischitha ⓘ

Creation Date: 01/10/2019

Editors:

Access Control: (no value) ⓘ

Event Type: Auction

Test Event: Yes

Template: Reverse eTender - Self Managed

Base Language: English

Timing Rules

Can participants place bids during preview period: Allow prebids ⓘ

Specify how lot bidding will begin and end: Serial ⓘ

Planned start time: When I Click the **Publish** button on the Summary page ⓘ



Home / Contract / 4300128665

Contract ID	Supplier Name	Expiry Date	Material Group	Inco Term	Line Item
4300124363	SWANI SPICE MILLS PVT LTD	31 May 2019	Pepper	EXW	10

Item	Material ID	Material	Plant	Net Price	Contracted Quantity	Ordered Quantity	X
				INR	KG	KG	
10	11063972	BLACK PEPPER POWDER 32 MESH	UNVL	450	2250	1500	
50	11002057	Red Chill Flakes	UNVL	199	3900	2500	
80	11065923	KASHMIRI CHILLI POWDER	UNVL	170	2000	1500	
90	11063972	BLACK PEPPER POWDER 32 MESH	U050	450	2250	1800	
100	11063972	BLACK PEPPER POWDER 32 MESH	U050	470	3500	3000	

SUPPLIER DETAILS				LINE ITEM DETAIL				PERFORMANCE		
Supplier	Inco Terms	Last Contracted Date	Line Item Coverage	Material	Plant	SOB	Price INR	OTIF	e-Incidents	
<input checked="" type="checkbox"/> SWANI SPICE..	EXW	15 May 2018	10/10	Black Pepper Power 32 Mesh	U802	80%	₹ 450	84%	102	▼
<input checked="" type="checkbox"/> SYNTHITE INDU..	EXW	27 Jul 2018	10/10	Black Pepper Power 32 Mesh	UHJ	10%	₹ 40.23	63%	No Data	▼
<input checked="" type="checkbox"/> SYNTHITE IND..	EXW	27 Jul 2018	10/10	Black Pepper Power 32 Mesh	UHJ	10%	₹ 74.16	72%	No Data	▼

Negotiation Options

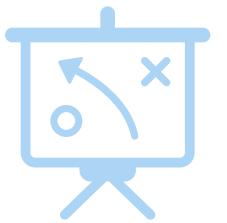
[RFQ](#)
[E-Tender](#)
[Face to Face](#)
[Renew Contract](#)
[Nego Factory](#)



Buyer Overview

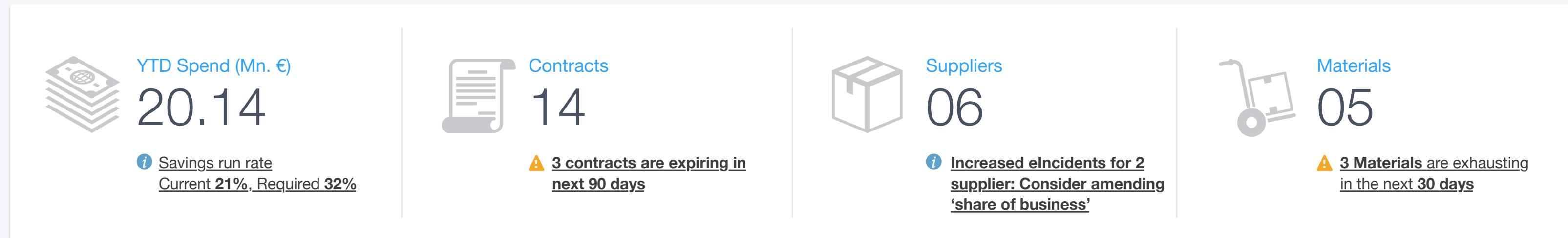
YTD Spend (Mn. €)
20.14 Savings run rate
Current **21%**, Required **32%**Contracts
14 **3 contracts are expiring in**
next 90 daysSup
0In
s
t
o
r
a
g
e
sMaterials
05Pepper
Chilli
cardamom

Explore

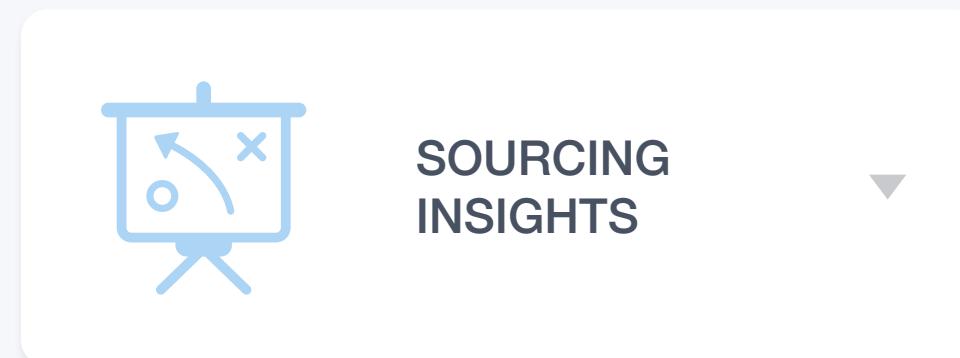
SOURCING
INSIGHTSNEGOTIATION
ANALYTICSCONTRACTS
ANALYTICS

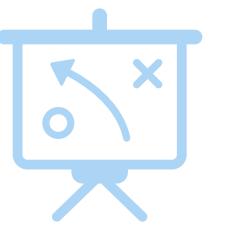


Buyer Overview



Explore



 **SOURCING INSIGHTS** ▾



 **NEGOTIATION ANALYTICS** ▾



 **CONTRACTS ANALYTICS** ▾

Home / Contract / Alert

Contract Exhaustion Alert



Filter ▾

Contract No.	Supplier Name ▲	Contract Expiry Date ▼	Contract Type ▲	Contract
4300124363	SWANI SPICE MILLS PVT LTD	31 May 2019	Fusion-Qty Con	
4300127295	SYNTHITE INDUSTRIES LTD	31 May 2019	Fusion-Qty Con	
4300127297	SYNTHITE INDUSTRIES LTD	31 May 2019	Fusion-Qty Con	



Home / Contract / 4300128665

Contract ID	Supplier Name	Expiry Date	Material Group	Line Item
4300124363	SWANI SPICE MILLS PVT LTD	31 May 2019	Pepper	10

Our Recommendations



Pricing

[Market Prices](#) are on a lower trends.
Other supplier may offer a lower price. Go for [competitive bidding](#)



Total Volume

[View forecasting trends](#)
Material 1: 100 KG
[View volume by plant](#)



Contract Type

Time based for
12 months

List of Suppliers (Select Suppliers)

SUPPLIER DETAILS				LINE ITEM DETAIL				PERFORMANCE		
Supplier	Inco Terms	Last Contracted Date	Line Item Coverage	Material	Plant	SOB	Price INR	OTIF	e-Incidents	
<input checked="" type="checkbox"/> SWANI SPICE..	EXW	15 Jan 2019	10/10	Black Pepper Power 32 Mesh	U802	80%	₹ 450	84%	102	▼
<input checked="" type="checkbox"/> SYNTHITE INDU..	EXW	1 Feb 2019	10/10	Black Pepper Power 32 Mesh	UHJ	10%	₹ 40.23	63%	No Data	▼
<input checked="" type="checkbox"/> SYNTHITE IND..	EXW	27 Jul 2018	10/10	Black Pepper Power 32 Mesh	UHJ	10%	₹ 74.16	72%	No Data	▼

Negotiation Options

RFQ

E-Tender

Face to Face

Renew Contract

Nego Factory



Search for a Supplier



Search result for 'Supplier 1'

Supplier Details

Name	Location	Years of Engagement
Asianagro Agungjaya Pt.	Bangalore, India	3 Years
Total Spend	No. of Contracts	Category
203 Mn.	32	Home Care

Latest News

Home Care

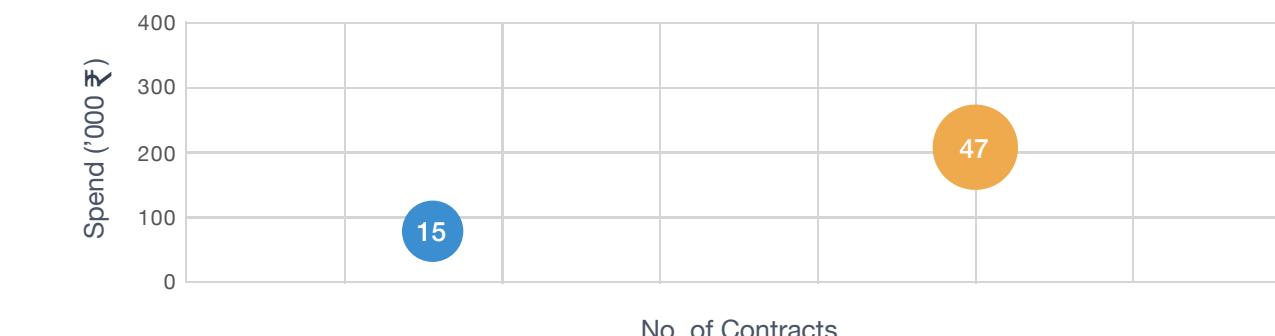
All Suppliers (Select suppliers to compare the trends)

Name	Price (₹)	Volume (KG)	Avg Lead Time (Days)	Risk Score	SOB (Quota)
<input checked="" type="checkbox"/> ★ SWANI S..	68.79	200	12	98	90%
<input checked="" type="checkbox"/> ★ SYNTHIT..	40.23	160	15	86	80%
★ SYNTHI..	74.16	120	14	67	40%
★	64.76	160	18	86	60%
★	76.91	120	14	67	70%

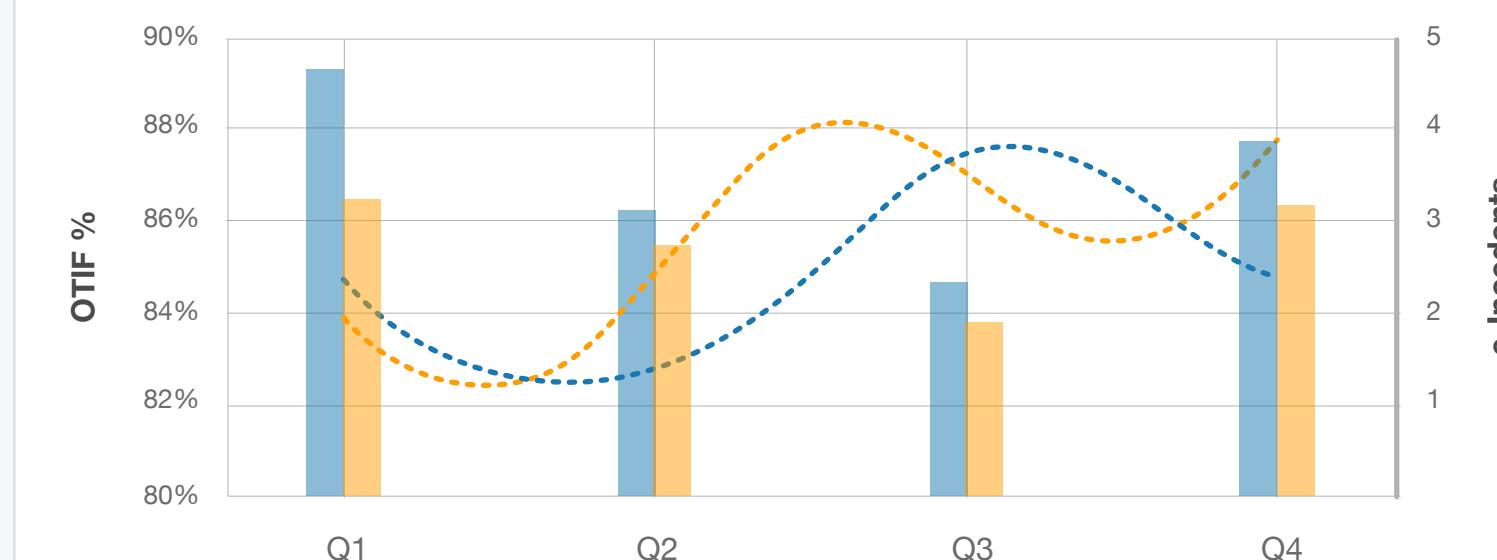
Search for a Supplier



Search result for 'Supplier 1'

Material / Spend Landscape**Performance Comparison****Price Comparison****OTIF**
█ Supplier 1 █ Supplier 2
e-Incidents
--- Supplier 1 --- Supplier 2

OTIF %





Search for a Supplier



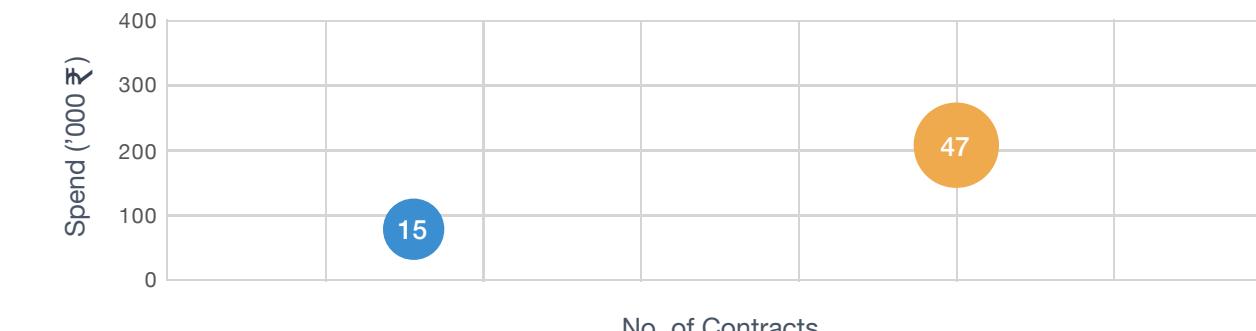
Search result for 'Supplier 1'

Supplier Details

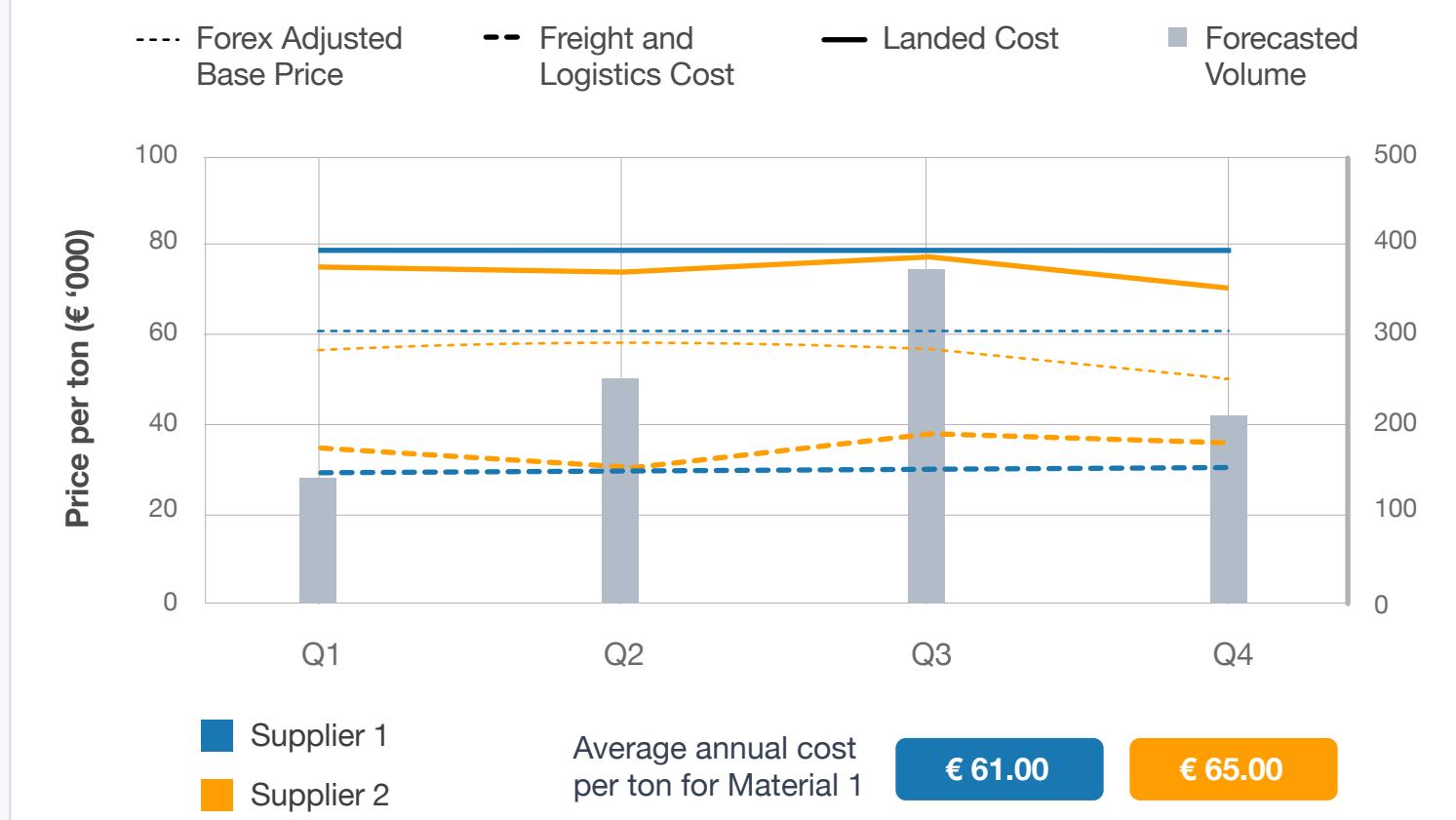
Name	Location	Years of Engagement
Asianagro Agungjaya Pt.	Bangalore, India	3 Years
Total Spend	No. of Contracts	Category
203 Mn.	32	Home Care

Latest News

Home Care

Material / Spend Landscape**All Suppliers (Select suppliers to compare the trends)**

Name	Price ₹	Volume (KG)	Avg Lead Time (Days)	Risk Score	SOB (Quota)
<input checked="" type="checkbox"/> ★ GANDHAR..	68.79	200	12	98	90%
<input checked="" type="checkbox"/> ★ RAJ PETR..	40.23	160	15	86	80%
★ RENAISSA..	74.16	120	14	67	40%
★ SAVITA OIL..	64.76	160	18	86	60%
★ RAJ PETRO..	76.91	120	14	67	70%

Performance Comparison**Price Comparison**



Supplier Comparison

(Configure data to view supplier comparison)



Edit

DONE

[+ Add a Material and Plant combination](#)[+ Add Supplier](#)

Material	Plant	Supplier ID	Supplier	Buying Currency	Inco Term
Mineral oil 70	U802	2003720	GANDHAR..	INR	EXW
			GANDHAR OIL REFINERY INDIA LTD		
		1051230	RENAISSA..	INR	EXW
		2000723	RAJ PETR..	INR	EXW

Click on done to view
Supplier Comparison

Share of Business 'what-if' scenario analysis

GANDHAR OIL
REFINERY INDIA LTD

◀ 80% ▶

RAJ PETRO
CHEMICALS

◀ 10% ▶



RENAISSANCE

◀ 10% ▶

Recommended settings for E-Tender



Shortlisted Suppliers for Mineral oil 70



Bid settings

Supplier Name	Invitation for E-Tender	Training Required	Training Status
GANDHAR OIL..	Yes	No	Completed
RAJ PETRO..	Yes	Yes	Pending
RENAISS..	No	No	NA
RENAISS..	Yes	No	NA

E-Tender Date	15 Mar 2019
E-Tender Type	English Reverse
Bid Duration	1 Minute
Pre bid	Yes
	No

Contract Recommendations

Ceiling price	INR 690	Inco Terms	DDP
Contract Type	Time Based	Volume Based	
Contract Duration	3 Months		

Confirm

Shortlisted Suppliers for Mineral oil 70

Supplier Name	Invitation for E-Tender	Training Required	Training Status
GANDHAR OIL..	Yes	No	Completed
RAJ PETRO..	Yes		
RENAISS..	No		
RENAISS..	Yes		

Bid settings

E-Tender Notification X

E-Tender Date: 15 Mar 2019

E-Tender Type: English Reverse

1 Minute

No

78%

E-Tender event creation in progress.
Please wait...

Contract Recommendations

Ceiling price: ₹ 690

Inco Terms: DDP

Contract Type: Time Based

Volume Based

Contract Duration: 3 Months

Confirm

Shortlisted Suppliers for Mineral oil 70

Supplier Name	Invitation for E-Tender	Training Required	Training Status
GANDHAR OIL..	Yes	No	Completed
RAJ PETRO..	Yes		
RENAISS..	No		
RENAISS..	Yes		

Bid settings

E-Tender Date	15 Mar 2019
E-Tender Type	English Reverse
Time Period	1 Minute
Notify Suppliers	No

E-Tender Notification



E-Tender event #E72LP32 has been successfully created.

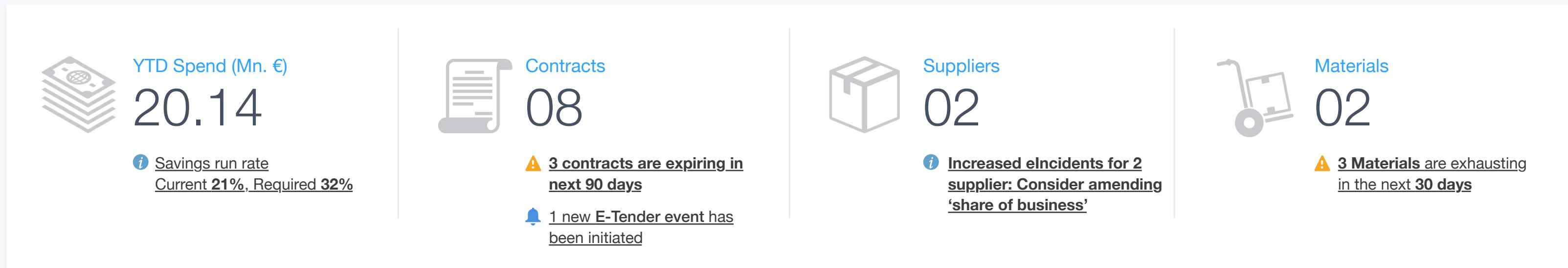
Contract Recommendations

Ceiling price	INR 690	Inco Terms	DDP
Contract Type	Time Based	Volume Based	
Contract Duration	3 Months		

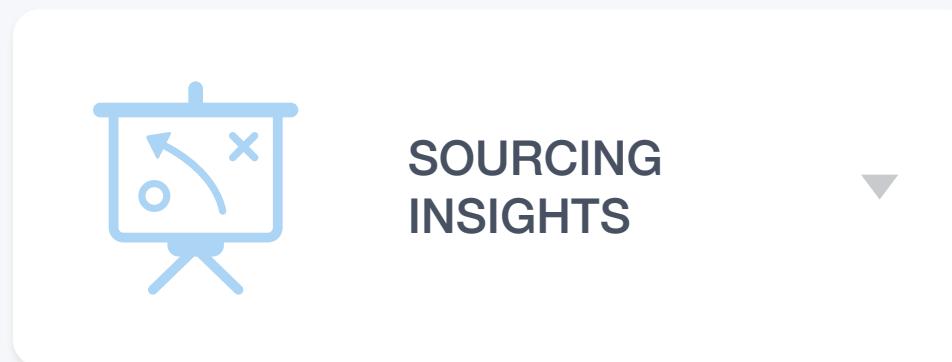
Confirm



Buyer Overview



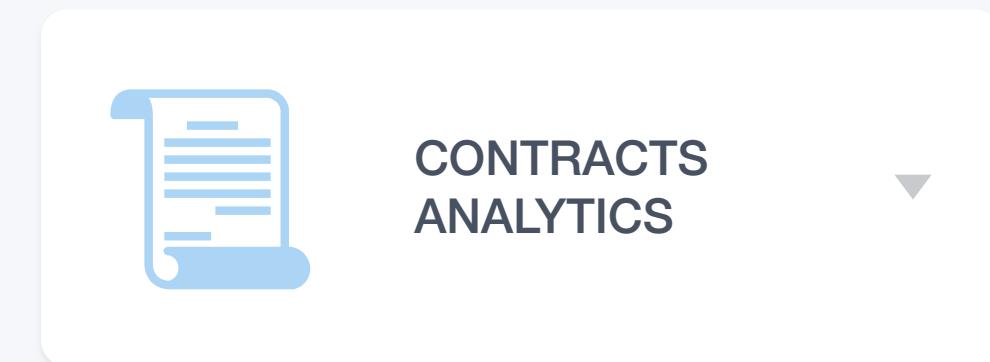
Explore



SOURCING INSIGHTS



NEGOTIATION ANALYTICS



CONTRACTS ANALYTICS

Shortlisted Suppliers for Mineral oil 70

Supplier Name	Invitation for E-Tender	Training Required	Training Status
GANDHAR OIL..	Yes	No	Completed
RAJ PETRO..	Yes	Yes	Pending
RENAISS..	No	No	NA
RENAISS..	Yes	No	NA

Bid settings

E-Tender Date	15 Mar 2019	
E-Tender Type	English Reverse	
Bid Duration	1 Minute	
Pre bid	Yes	No

Contract Recommendations

Ceiling price	Inco Terms	
₹ 690	DDP	
Contract Type	Time Based	Volume Based
Contract Duration	3 Months	

Shortlisted Suppliers for Mineral oil 70

Supplier Name	Invitation for E-Tender	Training Required	Training Status
GANDHAR OIL..	Yes	No	Completed
RAJ PETRO..	Yes	Yes	Pending
RENAISS..	No	No	NA
RENAISS..	Yes	No	NA

Bid settings

E-Tender Date	15 Mar 2019	
E-Tender Type	English Reverse	
Bid Duration	1 Minute	
Pre bid	Yes	No

Contract Recommendations

Ceiling price	Inco Terms	
₹ 690	DDP	
Contract Type	Time Based	Volume Based
Contract Duration	3 Months	

Confirm

Shortlisted Suppliers for Mineral oil 70

Supplier Name	Invitation for E-Tender	Training Required	Training Status
GANDHAR OIL..	Yes	No	Completed
RAJ PETRO..	Yes	Yes	Pending
RENAISS..	No	No	NA
RENAISS..	Yes	No	

Bid settings

E-Tender Date: 15 Mar 2019

E-Tender Type: English Reverse

Bid Duration: 1 Minute

E-Tender Notification

E-Tender event #E72LP32 settings have been edited.
Do you wish to continue with selected settings to modify
E-Tender?

No

Contract Recommendations

Ceiling price	INR 690	Inco Terms	DDP
Contract Type	Time Based	Volume Based	
Contract Duration	3 Months		

Confirm

Shortlisted Suppliers for Mineral oil 70

Supplier Name	Invitation for E-Tender	Training Required	Training Status
GANDHAR OIL..	Yes	No	Completed
RAJ PETRO..	Yes	Yes	Pending
RENAISS..	No	No	NA
RENAISS..	Yes		

Contract Recommendations

Ceiling price	Inco Term
₹ 690	DDP
Contract Type	Time Based
Contract Duration	3 Months

Bid settings

E-Tender Date 15 Mar 2019 ▾

E-Tender Type English Reverse ▾

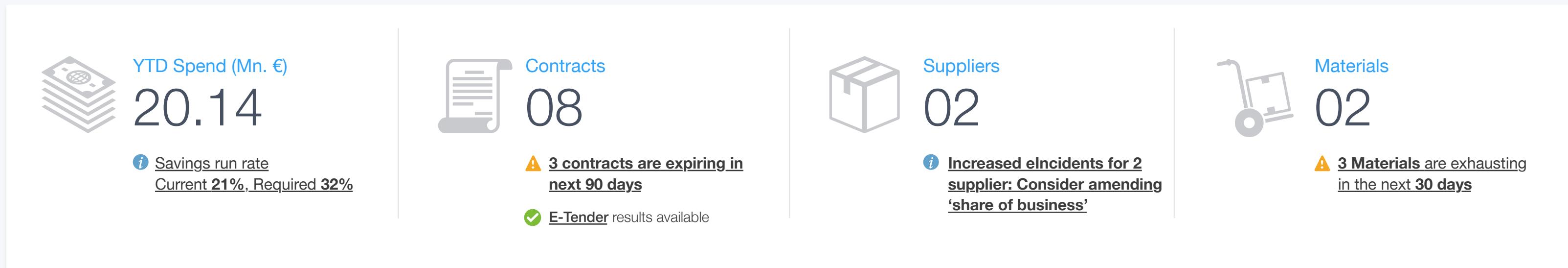
Bid Duration 1 Minute ▶

E-Tender Notification

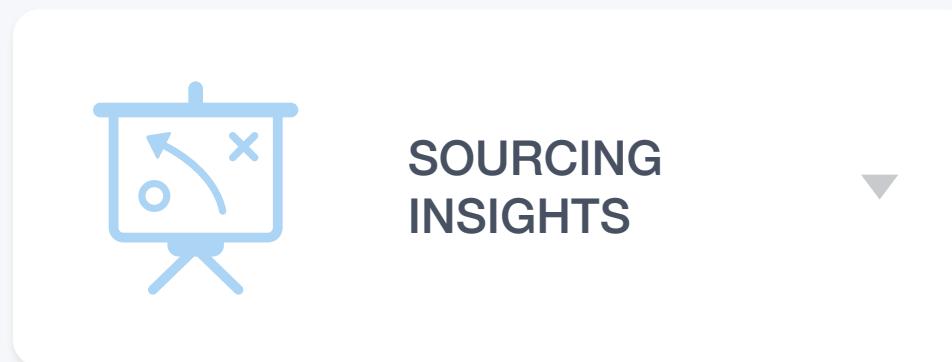
E-Tender event #E72LP32 has been modified.

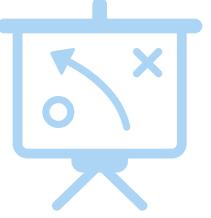


Buyer Overview



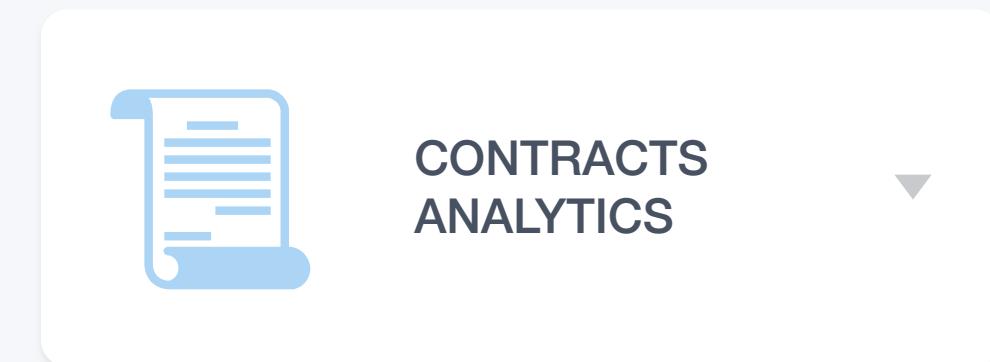
Explore



 **SOURCING INSIGHTS** ▾



 **NEGOTIATION ANALYTICS** ▾



 **CONTRACTS ANALYTICS** ▾



Buyer Overview



YTD Spend (Mn. €)

20.14

 [Savings run rate](#)
[Current 21%, Required 32%](#)

Explore

SOURCING
INSIGHTS

E-Tender Completed

**E-Tender #E72LP32 has been completed for EDTA - CALCIUM DISODIUM.** Following are the results

Supplier Name	Price INR	Recommended Share of Business
GANDHAR OIL..	₹ 68.79	55%
RAJ PETRO..	₹ 40.23	25%
RENAISS..	₹ 74.16	20%

How would you like to proceed?

[Face to Face Meeting](#)[Create Contract](#)

Materials

1021

for 2
hending **5 Materials** are exhausting
in the next **30 days**CONTRACTS
ANALYTICS



GIVAUDAN_2019/Jan
Givaudan_Chemical_Nigeria



LOCKED

HEADER

ITEM DETAILS

LEGAL

ADDITIONAL DETAILS

COLLABORATORS

VIEW SUMMARY

Status:
SENT TO_CPMO

GENERAL

APPROVAL & SIGNATURE

SUPPLIER DETAILS

REPORTING & COMPLIANCE

IFRS



RESET

Unilever Contract Header Fields

Contract Owner*

Abiola Omoniyi



Contract Identifier Name

Givaudan_Chemical_Nigeria

CTC Type*

Volume Based Date Based

Provisional Contract*

Yes No

Contract Description*

CLM Provisional contract for Givaudan

Dates and Reminders

Effective Date*

10-Jan-2019



Expiration Date*

09-Jan-2020



iCAT Reference Number

iCAT00003744

Cloning Reference Number

iCAT00000816

CLM Reference Number

NA

[Go To Dashboard](#)

Help ▾

U,Nischitha ▾

Event

E-Tender #E72LP32

[Prev](#)[Publish](#)[Exit](#)

Review and revise your event. Your edits have been already saved. When you finish, you can launch the event or leave it as a draft for future edits.

Overview

[Actions ▾](#)

1

Rules

2

Suppliers

3

Content

4

Summary

ID: Doc198306809

Commodity: Dairy 9104002

Description: ⓘ

Regions: South Asia

Status: Draft ⓘ

Last Modified: 01/10/2019

Version: Original

Currency: European Union Euro

Owner: U,Nischitha ⓘ

Creation Date: 01/10/2019

Editors:

Access Control: (no value) ⓘ

Event Type: Auction

Test Event: Yes

Template: Reverse eTender - Self Managed

Base Language: English

Timing Rules

Can participants place bids during preview period: Allow prebids ⓘ

Specify how lot bidding will begin and end: Serial ⓘ

Planned start time: When I Click the **Publish** button on the Summary page ⓘ



Search for a Supplier



Search result for 'Supplier 1'

Supplier Details

Name	Location	Years of Engagement
Supplier 1	Bangalore, India	3 Years
Total Spend	No. of Contracts	Financials
203 Mn.	32	31234

Material / Spend Landscape**All Suppliers (Select suppliers to compare the trends)**

Name	Price (€)	Volume (Tonnes)	Avg Lead Time (Days)	Risk Score	SOB% (Quota)
<input checked="" type="checkbox"/> ★ Supplier 1	45	200	12	98%	98%
<input checked="" type="checkbox"/> ★ Supplier 2	53	160	15	86%	86%
★ Supplier 3	74	120	14	67%	67%
★ Supplier 4	42	160	18	86%	86%
★ Supplier 5	61	120	14	67%	67%

Performance Comparison**Price Comparison****Plant**

Selected ▾

X Plant 1

 Supplier 1
 Supplier 2
 Forex Adjusted Base Cost
 Freight & Logistics Cost
 Landed Cost




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HOME



CATEGORIES ▼

PORTFOLIO ▼

QUICK LINKS ▼

Alex

Hi, Good Afternoon Alex! Last Login : 12:30 IST 12/Dec/2018

BUYER OVERVIEW



0.2 milion YTD
[Total Spend](#)

Savings run rate
Current 21%
Required 32%



69
[Contracts](#)

⚠ 13 Contracts expiring
in the next 30days



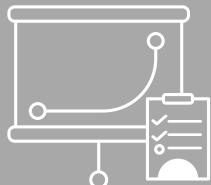
45
[Suppliers](#)

⚠ Increased incidents for 2
supplier: Consider amending
'share of business'



15
[Material](#)

⚠ 10 materials are close to
exhaustion



SOURCING INSIGHTS



NEGOTIATION ANALYTICS



CONTRACT ANALYTICS



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CATEGORIES ▾

PORTFOLIO ▾

QUICK LINKS ▾



Hi, Good Afternoon **Alex!**

Last Login : 12:30 IST 12/Dec/2018

BUYER OVERVIEW



0.2 million YTD

[Total Spend](#)

Savings run rate
Current 21%
Required 32%



69
[Contracts](#)

⚠ 13 Contracts expiring
in the next 30days



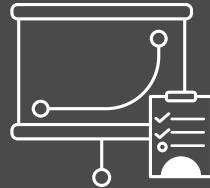
45
[Suppliers](#)

⚠ Increased incidents for 2
supplier: Consider amending
'share of business'



15
[Material](#)

⚠ 10 materials are close to
exhaustion



SOURCING INSIGHTS

- > Spend analytics
- > Supplier analytics
- > Market price analytics
- > Material volume trends
- > 'What-if' scenarios (Saving opportunities)
 - i. Volume consolidation
 - ii. Alternate sourcing



NEGOTIATION ANALYTICS



CONTRACTS ANALYTICS



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PORTFOLIO ▼

QUICK LINKS ▼



Alex

Hi, Good Afternoon **Alex!**

Last Login : 12:30 IST 12/Dec/2018

BUYER OVERVIEW



0.2 million YTD
[Total Spend](#)

Savings run rate
Current 21%
Required 32%



69
[Contracts](#)



13 Contracts expiring
in the next 30days



45
[Suppliers](#)

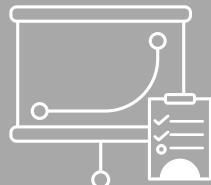


Increased incidents for 2
supplier: Consider amending
'share of business'



15
[Material](#)

10 materials are close to
exhaustion



SOURCING INSIGHTS



NEGOTIATION ANALYTICS

- > Historic negotiation trends
- > Preparation
 - i. ceiling price and Target price
 - ii. Should cost
- > 'What-if' scenarios
 - i. Bid scenario analysis



CONTRACTS ANALYTICS



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PORTFOLIO ▾

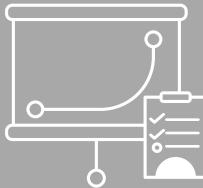
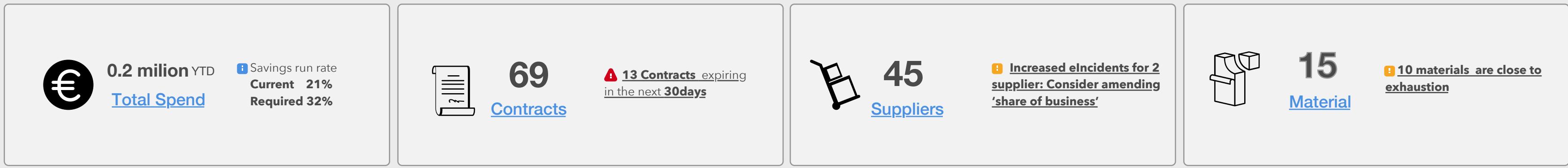
QUICK LINKS ▾



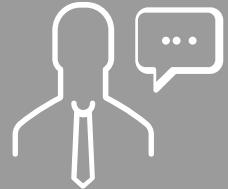
Hi, Good Afternoon **Alex!**

Last Login : 12:30 IST 12/Dec/2018

BUYER OVERVIEW



SOURCING INSIGHTS



NEGOTIATION ANALYTICS



CONTRACTS ANALYTICS

- > My contracts
- > Contract type / coverage recommendation
- > Compliance Analytics
- > 'What-if' scenarios
 - i. Payment Terms
 - ii. Exit Clause
 - iii. Share of Businesss recommendation



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Spend

Contract

Suppliers

Material



CATEGORIES ▾

PORTFOLIO ▾

QUICK LINKS ▾



Home/ Contract Expiry

Contract Expiry Alert

Total Contracts Expiring

7 Contracts



Days

6-10

11-20

21-30

31-60

**Impact**

7 contracts expiring in 20 days, with potential impact on delivery for 5 plants

Filter

Contract #	Supplier Name ▶	Material & Price List ▶	Expiry Date ▶	Lead time to Sources (Days) ▶	Contract Type ▶
8237123128	Supplier 1		23 DEC 2018	25	Time Based
8237123128	Supplier 5		29 DEC 2018	25	Volume Based
8237123128	Supplier 7		1 JAN 2019	11	Time Based
8237123128	Supplier 9		12 JAN 2019	21	Volume Based
8237123128	Supplier 12		12 FEB 2019	14	Time Based
8237123128	Supplier 8		12 MAR 2019	13	Volume Based



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HOME

Total Spend

Contract

Suppliers

Material



CATEGORIES ▾

PORTFOLIO ▾

QUICK LINKS ▾

Alex

Name: Supplier 1

Location/ Address: Bangalore, India

Years of Engagements: 3 Years

Total Spend: 203 Million

Number of Contracts: 32

Financials: 23130

Material / Spend Landscape

Material 1 ▾


Comparis (please select suppliers to compare the trends)

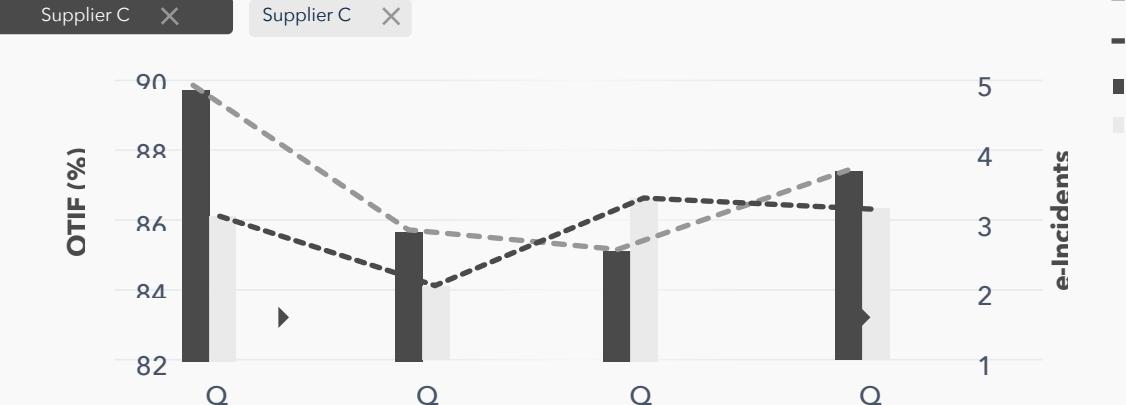
Selected: Supplier B X Supplier C X

List of Suppliers	Price	Volume	Average Lead Time	OTIF	SOB%(Quota)	e-Incidents	Risk Score
Supplier A	INR 45	110 Tons	12 Days	83%	83%	2	83%
Supplier B	INR 50	110 Tons	12 Days	83%	83%	1	83%
Supplier C	INR 60	110 Tons	12 Days	83%	83%	4	83%
Supplier D	INR 40	110 Tons	12 Days	83%	83%	6	83%
Supplier E	INR 40	110 Tons	12 Days	83%	83%	2	83%
Supplier F	INR 40	110 Tons	12 Days	83%	83%	4	83%
Supplier G	INR 40	110 Tons	12 Days	83%	83%	8	83%

Performance

Multiple type data

Supplier C X Supplier C X



- Supplier B, OTIF
- - - Supplier C, OTIF
- Supplier B, e-incidents
- Supplier C, e-incidents

8237123128	Supplier 5		29 DEC 2018	25	Volume Based
8237123128	Supplier 7		1 JAN 2019	11	Time Based
8237123128	Supplier 9		12 JAN 2019	21	Volume Based
8237123128	Supplier 12		12 FEB 2019	14	Time Based
8237123128	Supplier 8		12 MAR 2019	13	Volume Based



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Search



CATEGORIES ▼

QUICK LINKS ▼

Alex

Home/ Contract Expiry

Contract Expi**Total # of Contracts Ex**

Days 6-10

Contract #[8237123128](#)[8237123128](#)[8237123128](#)[8237123128](#)[8237123128](#)[8237123128](#)**Contract ID**[12312341](#)**Supplier**[Supplier 1](#)**Expiry Date**

03/01/2019

Materials[Material 1](#)**Plants**[View ▲](#)

Materials	Plants
Materail 1	Plant 1
Materail 1	Plant 2
Materail 1	Plant 3
Materail 1	Plant 4
Materail 1	Plant 5

Recommendation[Market prices](#) are on a lower trend. Other suppliers may offer a lower price. Go for [competitive bidding](#)**Recommended volume** [View forecasting trends](#)Material 1 : 100 tonnes [View volume by plant](#)**Recommended contract type**

Time based for 3 months

List of Suppliers (Select Suppliers for Negotiation)

Supplier Details					Supplier performance		
ID	Supplier Name	Share of Business	Spend	Lead Time	OTIF	SUSO Compliance	eIncidents
12314	Supplier 1	80%	+3.1k	20 Days	83%	56%	12
12312	Supplier 2	-	+3.1k	12 Days	93%	73%	1
32421	Supplier 3	New	+3.1k	12 Days	90%	81%	-

Negotiation Options[RFQ](#)[e-tender](#)[Face to Face](#)[Renew Contract](#)[Nego factory](#)

Supplier 12		12 FEB 2019	14	Time Based
Supplier 8		12 MAR 2019	13	Volume Based



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QUICK LINKS ▼

Alex

Home/ Contract Expiry

Contract ID
[12312341](#)
Supplier
[Supplier 1](#)
Expiry Date
[03/01/2019](#)
Materials
[View ▾](#)
Plants
[View ▲](#)

Materials	Plants	Volume
Materail 1	Plant 1	Volume
Materail 1	Plant 2	Volume
Materail 1	Plant 3	Volume
Materail 2	Plant 4	Volume
Materail 2	Plant 5	Volume

Recommendation

Market prices are on a lower trend. Other suppliers may offer a lower price. Go for [competitive bidding](#)

Recommended volume[View forecasting trends](#)
Material 1 : 100 tonnes [View volume by plant](#)
Recommended contract type

Time based for 3 months

Days

6-10

1

List of Suppliers (Select Suppliers for Negotiation)

Supplier Details				Supplier performance			
ID	Supplier Name	Share of Business	Spend	Lead Time	OTIF	SUSO Compliance	Incidents
12314	Supplier 1	80%	+3.1k	20 Days	83%	56%	12
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Negotiation Options**RFQ****e-tender****Face to Face****Renew Contract**[8237123128](#)

Supplier 12



12 FEB 2019

14

Time Based

[8237123128](#)

Supplier 8



12 MAR 2019

13

Volume Based



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Spend

Contract

Supplier

Material



CATEGORIES ▼

PORTFOLIO ▼

QUICK LINKS ▼

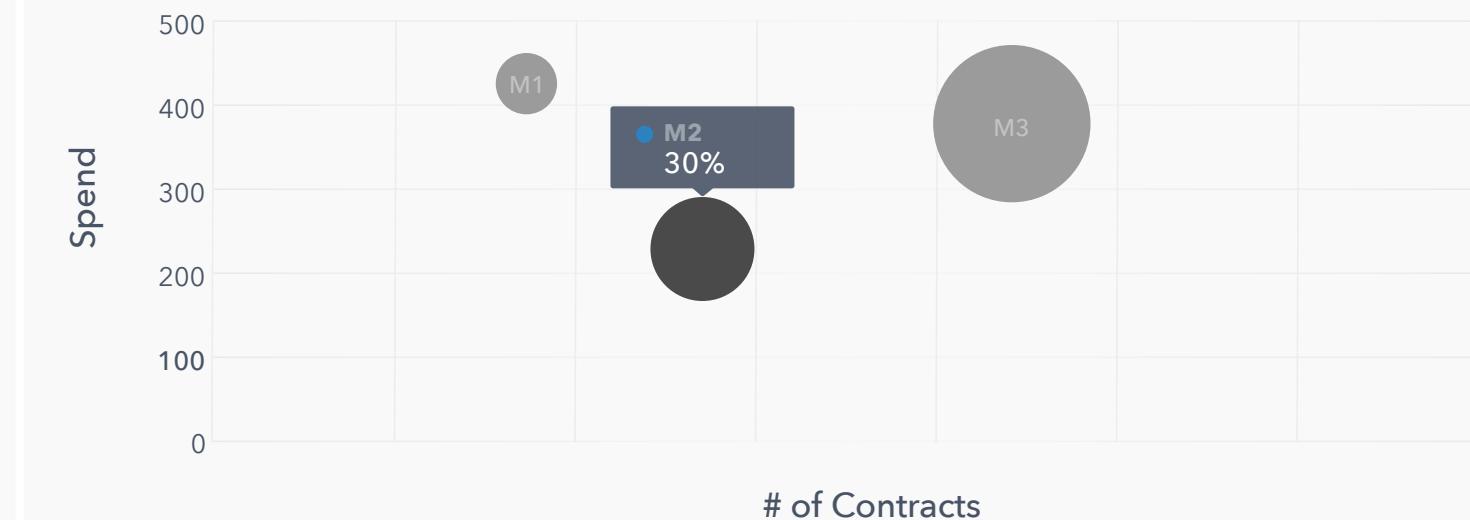
Alex

Home/ Suppliers/

 Clear
Search Result for 'Supplier A'Name: **Supplier A**Location/ Address: **Bangalore, India**Years of Engagements: **3 Years**Total Spend: **203 Million**Number of Contracts: **32**Financials: **23130**

Material / Spend Landscape

Material 1 ▼



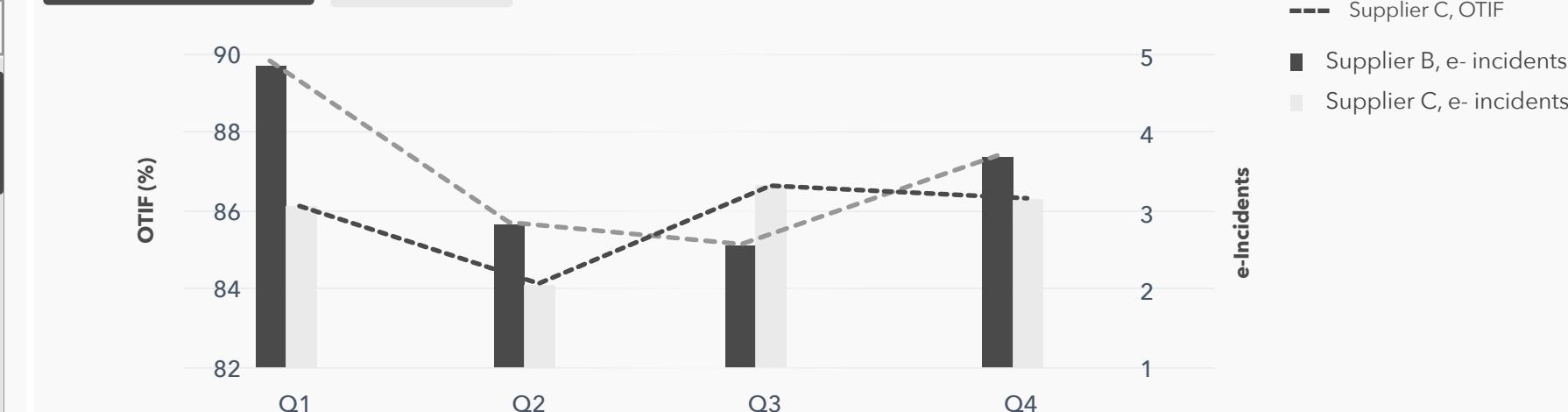
Comparision (please select suppliers to compare the trends)

Selected : **Supplier B X** **Supplier C X**

List of Suppliers	Price	Volume	Average Lead Time	OTIF	SOB%(Quota)	e-Incidents	Risk Score
<input type="checkbox"/> Supplier A	INR 45	110 Tons	12 Days	83%	83%	2	83%
<input checked="" type="checkbox"/> Supplier B	INR 50	110 Tons	12 Days	83%	83%	1	83%
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<input type="checkbox"/> Supplier F	INR 40	110 Tons	12 Days	83%	83%	4	83%
<input type="checkbox"/> Supplier G	INR 40	110 Tons	12 Days	83%	83%	8	83%

Performance Trends

Multiple type data

Supplier C X **Supplier C X**



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Supplier

Material



CATEGORIES ▼

PORTFOLIO ▼

QUICK LINKS ▲

Alex

Home/ Suppliers/

Search for Supplier



Clear

Search Result for 'Supplier A'

Name: Supplier A

Location/ Address: Bangalore, India

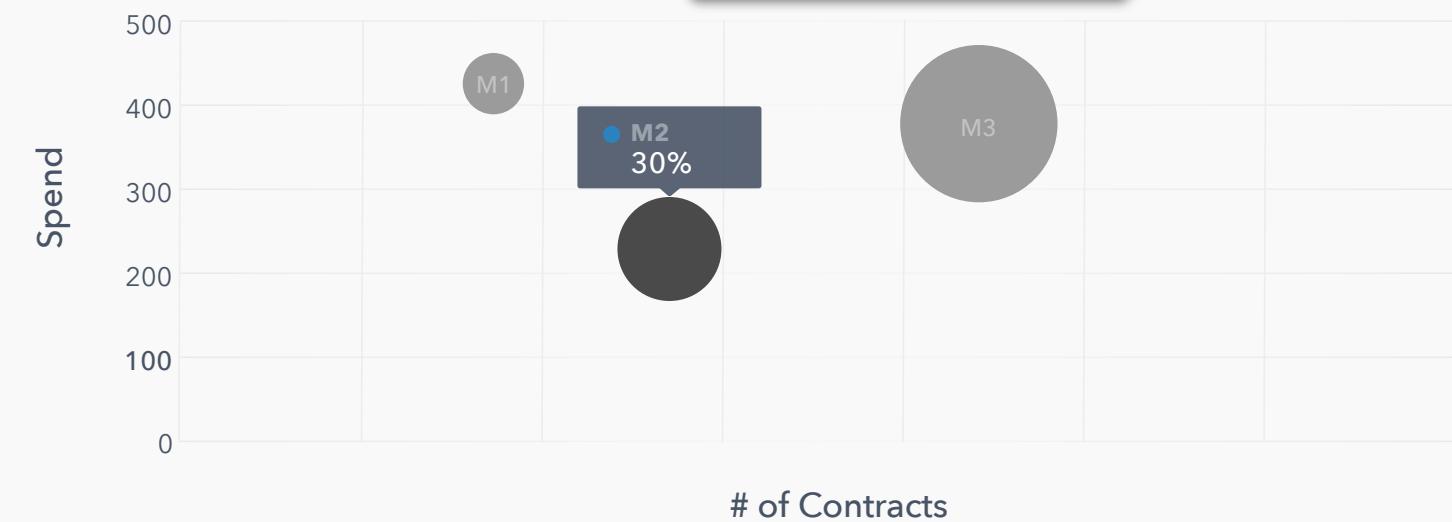
Years of Engagements: 3 Years

Total Spend: 203 Million

Number of Contracts: 32

Financials: 23130

Material / Spend Landscape



Comparison (please select suppliers to compare the trends)

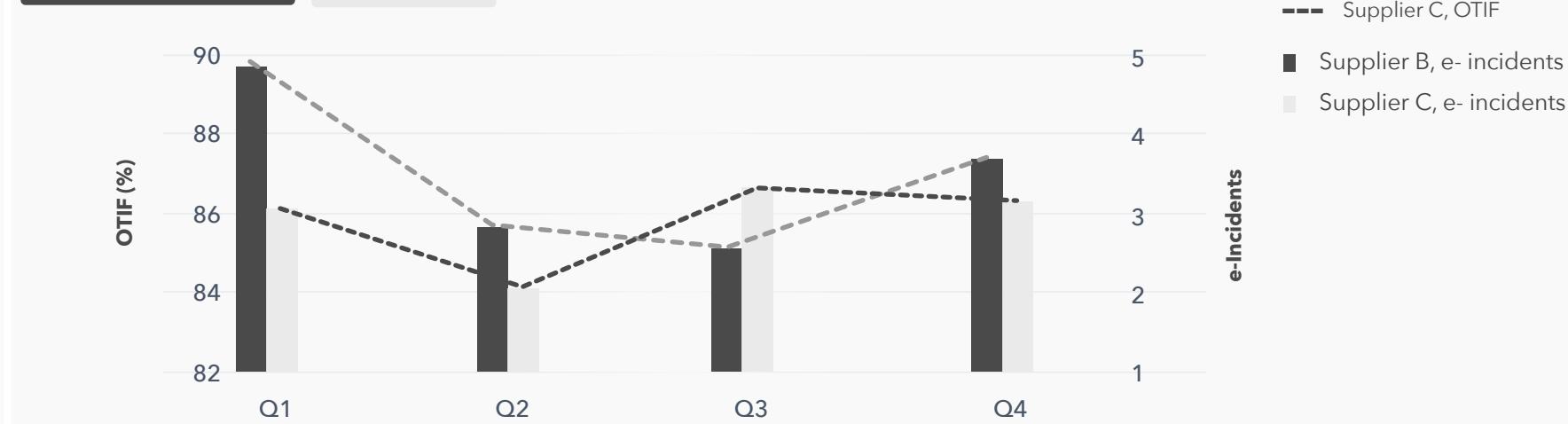
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Supplier C	INR 60	110 Tons	12 Days	83%	83%	4	83%
Supplier D	INR 40	110 Tons	12 Days	83%	83%	6	83%
Supplier E	INR 40	110 Tons	12 Days	83%	83%	2	83%
Supplier F	INR 40	110 Tons	12 Days	83%	83%	4	83%
Supplier G	INR 40	110 Tons	12 Days	83%	83%	8	83%

Performance Trends

Multiple type data

Supplier C X Supplier C X





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CATEGORIES ▾

PORTFOLIO ▾

QUICK LINKS ▾



Home/ Contract Expiry

Contract Expiry Alert

Total Contracts Expiring

7 Contracts



Days

6-10

11-20

21-30

31-60

**Impact**

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Contract #	Supplier Name ▶	Material & Price List ▶	Expiry Date ▶	Lead time to Sources (Days) ▶	Contract Type ▶
8237123128	Supplier 1		23 DEC 2018	25	Time Based
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8237123128	Supplier 7		1 JAN 2019	11	Time Based
8237123128	Supplier 9		12 JAN 2019	21	Volume Based
8237123128	Supplier 12		12 FEB 2019	14	Time Based
8237123128	Supplier 8		12 MAR 2019	13	Volume Based



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Spend Contract Supplier

Material



CATEGORIES ▾

PORTFOLIO ▾

QUICK LINKS ▾

Alex

Home/ Material/Search Result Page

Search for Material



Clear

Search Result for 'Material 1'

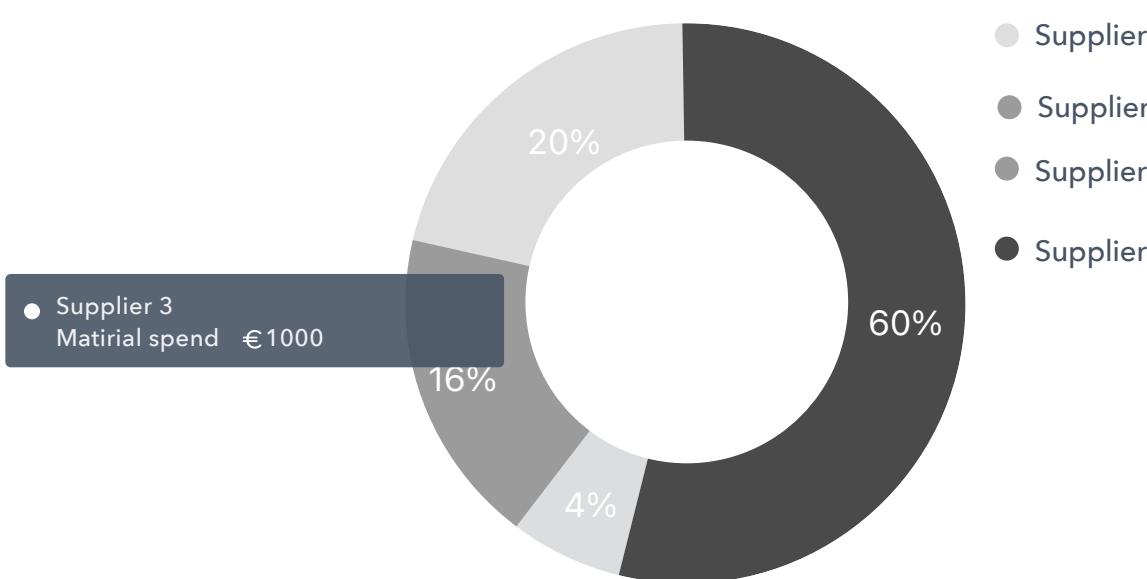
Material Name: M1
 Material ID: M2314
 Material Portfolio: Inorganics

Categories: Home Care, Personal Care
 Number of plants: 20
 Number of live contracts: 32
 Spend: 231million

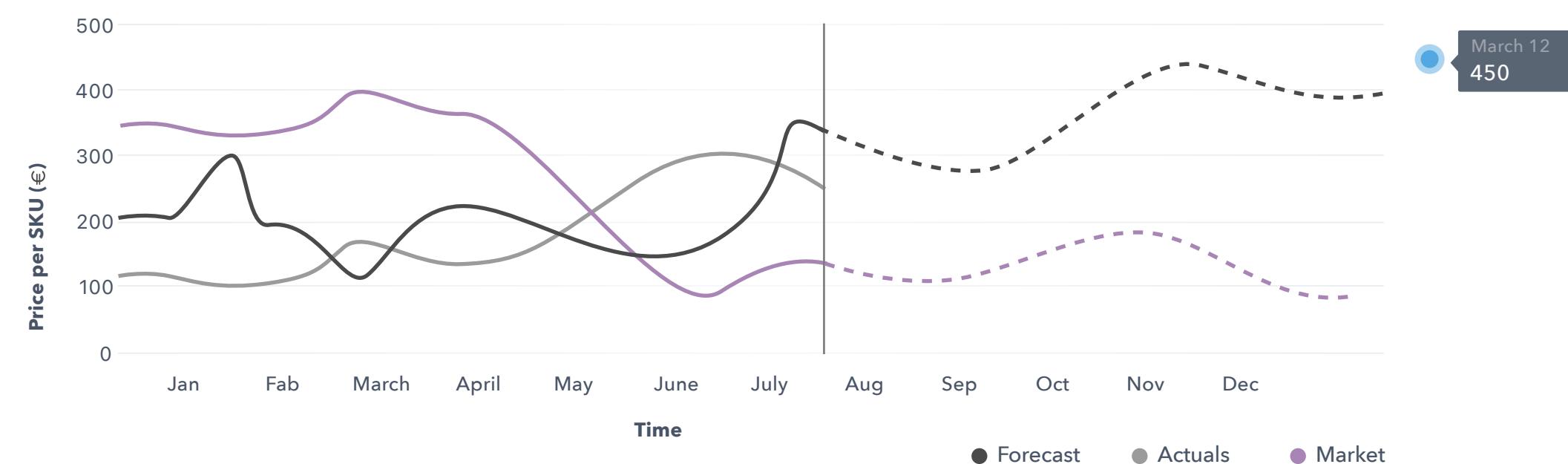
Market & Pricing

Volume

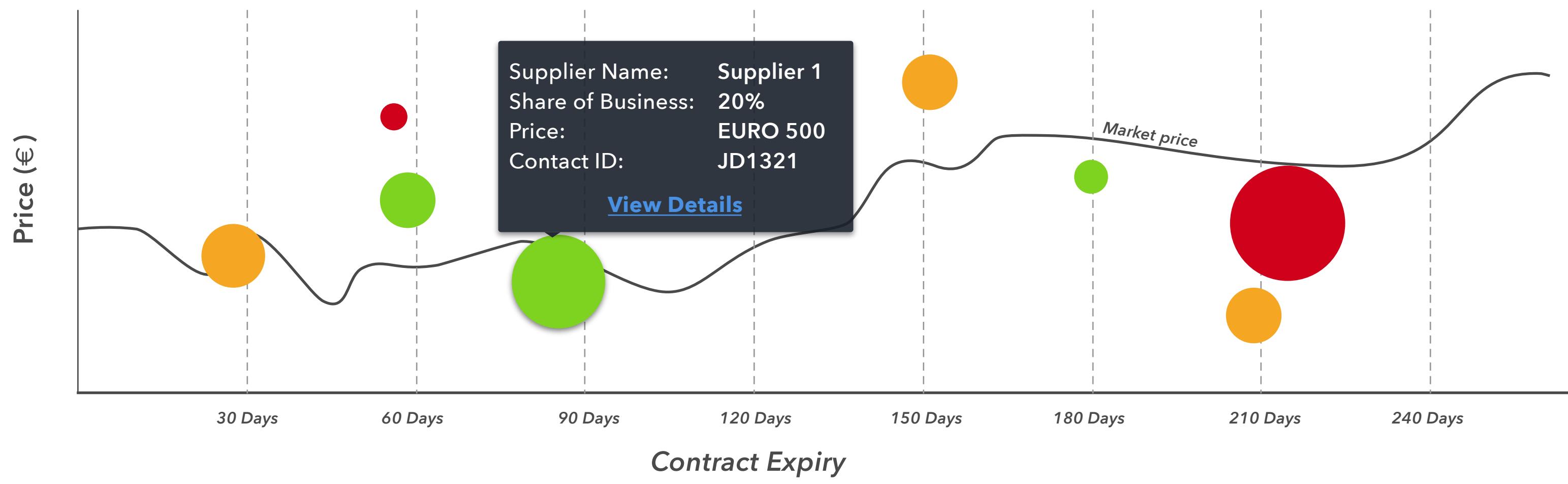
Share of Business



Princing Trends



Supplier Pricing Graph



Supplier Performance



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HOME

Spend Contract Supplier

Material



CATEGORIES ▼

PORTFOLIO ▼

QUICK LINKS ▼

Alex

Home/ Material/Search Result Page

Search for Material



Clear

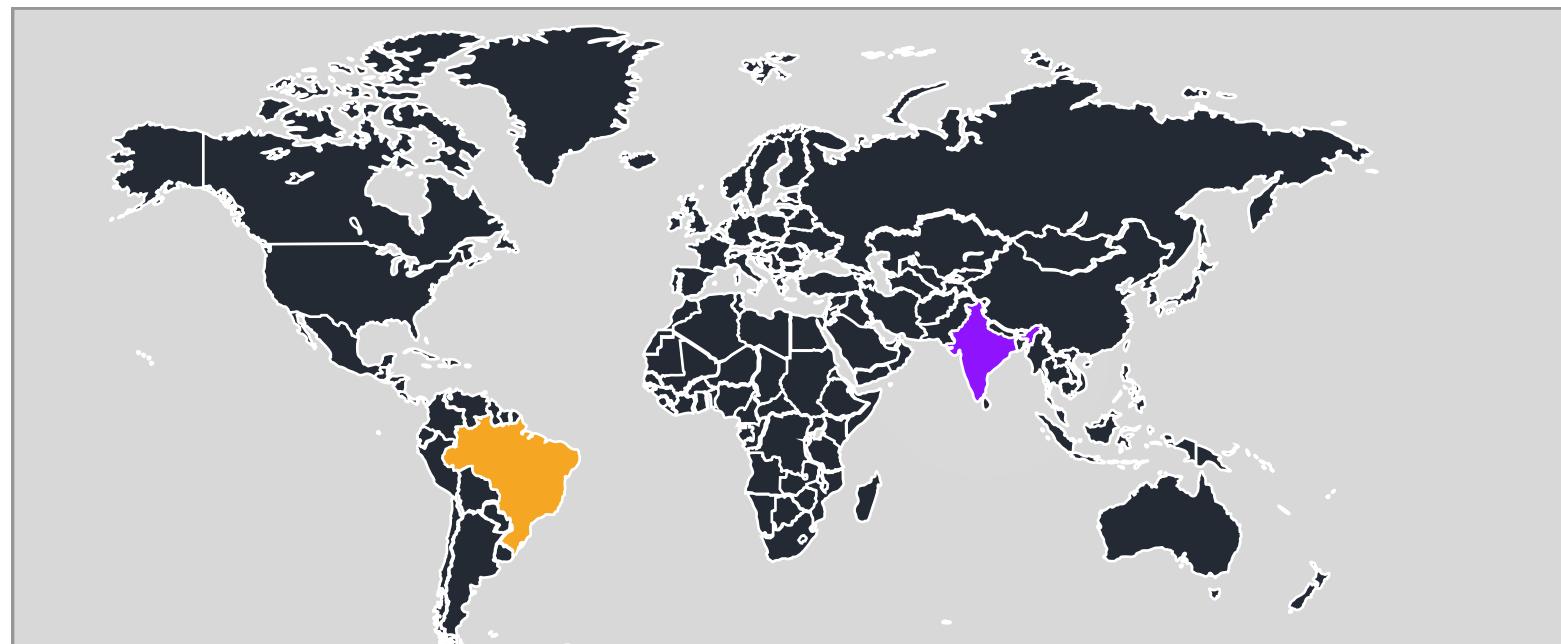
Search Result for 'Material 1'

Material Name: M1
 Material ID: M2314
 Material Porfolio: Inorgancis

Categories: Inorganics
 Number of plants: 20
 Number of live contracts: 32
 Spend: 231million

Market & Pricing

Volume



- █ Domain
- █ Selected

APAC

INDIA

CLEAR

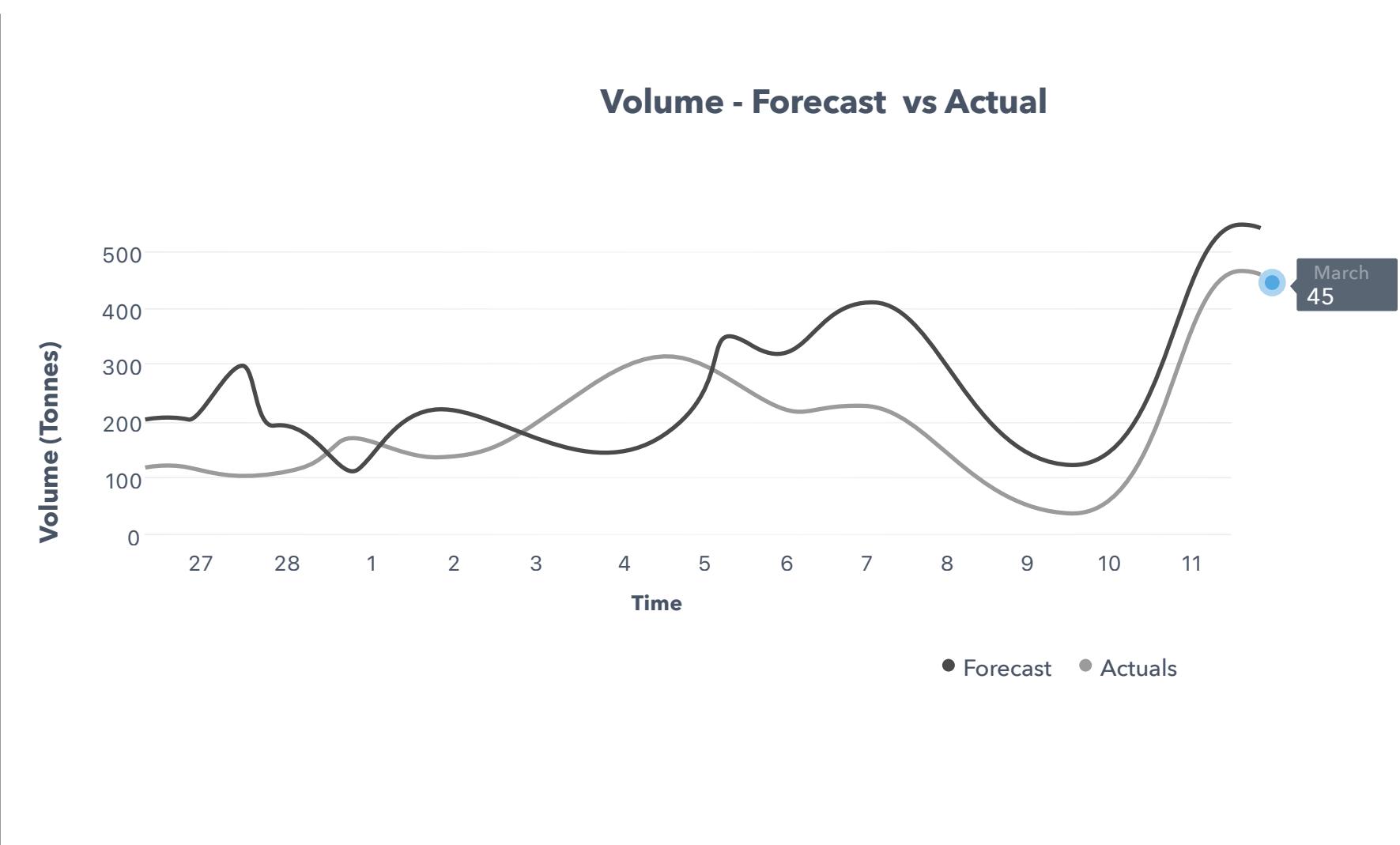
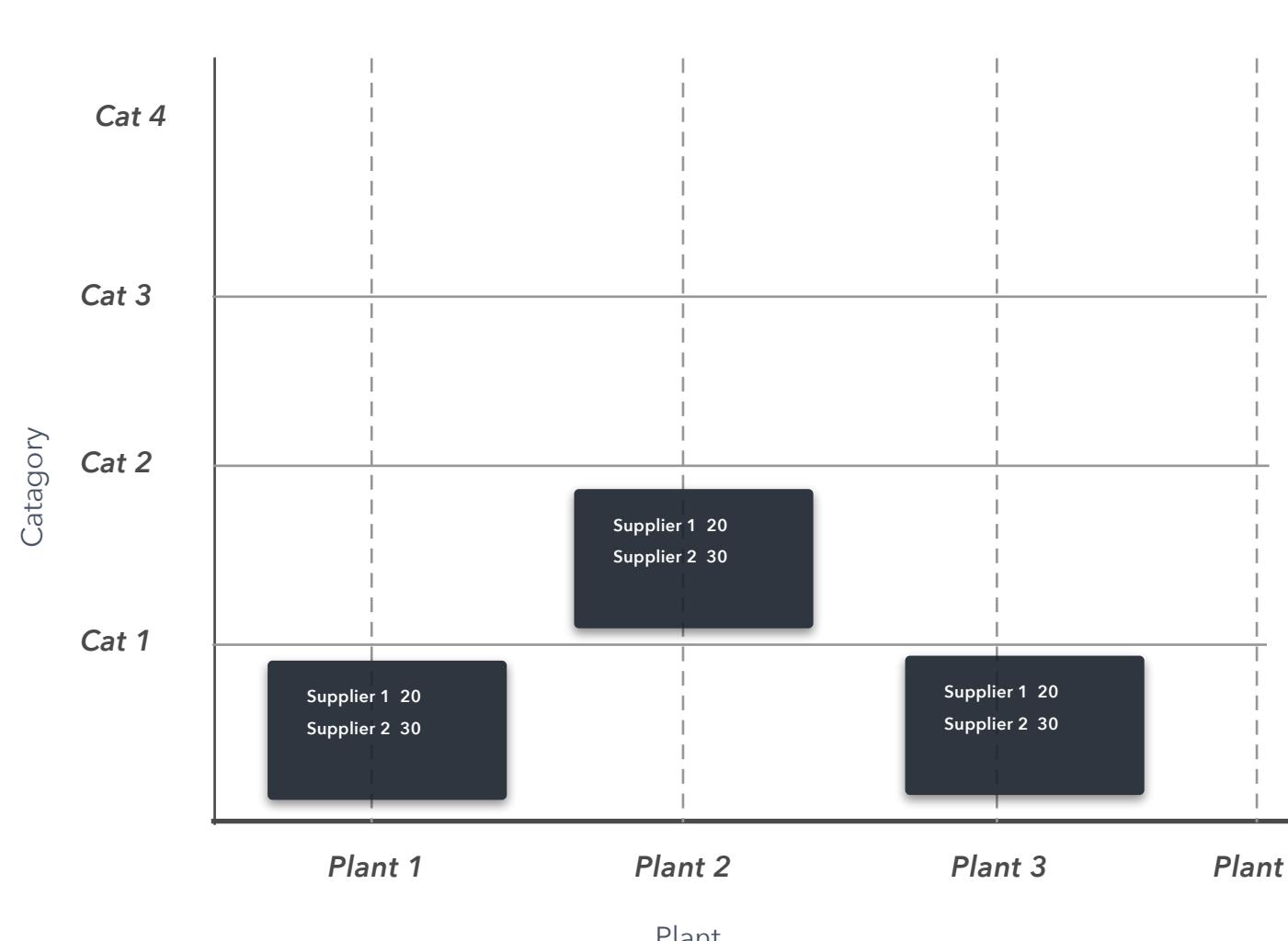
- █ India
- Guadeloupe
- Hong Kong
- Japan
- New Zealand

EAST

CLEAR

- █ East
- West
- North
- South

Volume by plant by category





Unilever

HOME

Spend

Contract

Supplier

Material



CATEGORIES ▼

PORTFOLIO ▼

QUICK LINKS ▼

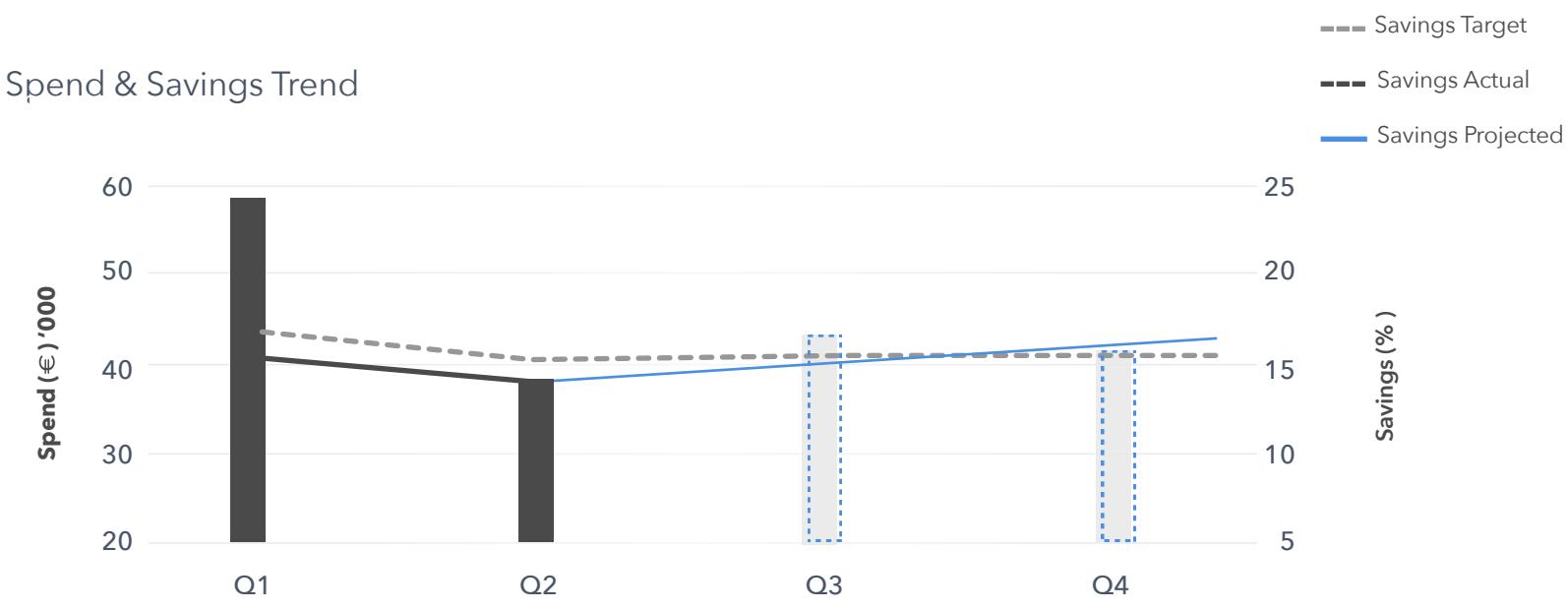
Alex

Home/ Total Spend/

 Clear
Search Result for 'Total Spend'
 Total Spend YTD 0.2 million

Current Savings 10% Target 15%
 Required Savings 32%
 Reg saving run rate 18%

Spend & Savings Trend

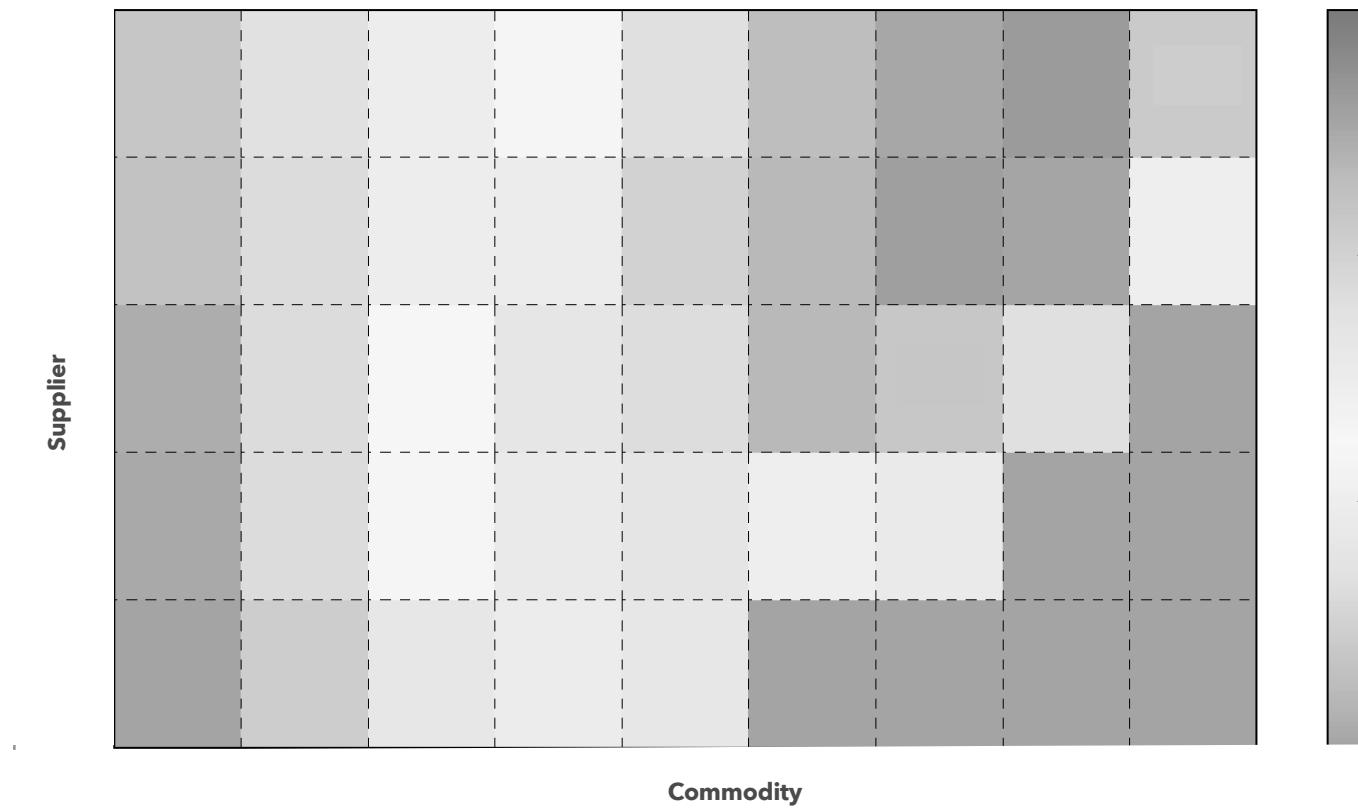


5 ▾ Top Suppliers

Supplier 1	€400,000	50%
Supplier 2	€400,000	40%
Supplier 3	€300,000	30%
Supplier 4	€200,000	20%
Supplier 5	€100,000	10%

5 ▾ Top Materials

Material 1	€100,000	50%
Material 2	€100,000	50%
Material 3	€100,000	50%
Material 4	€100,000	50%
Material 5	€100,000	50%





Unilever

[HOME](#)[Spend](#)[Contract](#)[Supplier](#)[Material](#)[CATEGORIES ▾](#)[PORTFOLIO ▾](#)[QUICK LINKS ▾](#)

Alex

Home/ Payment Term Recomendation

Material

Supplier

MATERIAL

M 1



SAME MATERIAL DIFFERENT PAYMENT TERMS

Supplier	Payment Terms (days)	Contract ID
Supplier 1	25	12312320
Supplier 2	40	12312378
Supplier 3	30	12312361
Supplier 4	50	12312389
Supplier 5	55	12312339

Payment Terms Simulator - suffices

5 10 15 20 25 30 35 40 45 50 55

low (Move slider to simulate payment terms (days) impact on working capital)

high

€ 50,000 TOTAL WORKING CAPITAL IMPACT

SUPPLIER	CURRENT PAYMENT TERM(Days)	OPPORTUNITY (NEGOTIATION)	WORKING CAPITAL IMPACT(EURO)
S 1	25	✓	EURO 9,000
S 2	40	✗	EURO 7,000
S 3	30	✗	EURO 17,000
S 4	50	✓	EURO 15,000
S 5	55	✓	EURO 2,000



Unilever

[HOME](#)[Spend](#)[Contract](#)[Supplier](#)[Material](#)

CATEGORIES ▼

PORTFOLIO ▼

QUICK LINKS ▼

Alex

Home/ Payment Team Recomendation

Material

Supplier

Supplier

S 1 ▾

SAME SUPPLIER DIFFRENT PAYMENT TERM

Material	Payment Terms(days)	Contract ID
Material 1	25	12312320
Material 2	40	12312378
Material 3	30	12312361
Material 4	50	12312389
Material 5	55	12312339

PAYMENT TERM simulator

5 10 15 20 25 30 35 40 45 50 55

low (Move slider to simulate payment terms (days) impact on working capital)

high

€ 500,000

TOTAL WORKING CAPITAL IMPACT

Material	CURRENT PAYMENT TERM(Days)	OPPORTUNTY (NEGOTIATION)	WORKING CAPITAL IMPACT(EURO)
M 1	25	✓	EURO 25,000
M 2	40	✗	EURO 20,000
M 3	30	✗	EURO 35,000
M 4	50	✓	EURO 15,000
M 5	55	✓	EURO 10,000

Contract ID	Supplier Name	Expiry Date	Materials	Plants
12312341	Supplier 1	03/01/2019	Material 1	View



Our Recommendations



Pricing

Market prices are on a lower trend.
Other suppliers may offer a lower price.
Go for [competitive bidding](#)



Volume

[View forecasting trends](#)
Material 1: 100 tonnes
[View volume by plant](#)



Contract Type

Time based for
3 months

List of Suppliers (Select suppliers for negotiation)

SUPPLIER DETAILS						SUPPLIER PERFORMANCE		
ID	Rating	Supplier Name	Share of Business	Spend	Lead Time	OTIF	SUSO Compliance	e-Incidents
<input checked="" type="checkbox"/> 4364	4.2 ★	Supplier 1	80%	 +2.5 k	20 days	98%	87%	1
5455	3.6 ★	Supplier 2	-	 +1.4 k	16 days	86%	82%	2
8782	2.4 ★	Supplier 3	New	 +1.3 k	12 days	67%	79%	5

Negotiation Options

[RFQ](#)[E-Tender](#)[Face to Face](#)[Renew Contract](#)[Nego Factory](#)

Recommended settings for E-Tender



Material 1

Shortlisted suppliers

Supplier	Invitation for E-Tender	Training required
Supplier 1	Yes	No
Supplier 2	Yes	Yes
Supplier 3	Yes	Yes

Recommended Price (€) : 45

Inco terms: **Lorem Ipsum**

Contract recommendations

Contract type : Time Based Volume Based

Contract duration : 3 months

E-Tender date 1-Feb-2019

E-Tender type English reverse

Bid Duration < 1 minute >

Pre bid : Yes No

Confirm



Shortlisted suppliers



Supplier	Invitation for E-Tender	Training required
Supplier 1	Yes	No
Supplier 2		
Supplier 3		

Recommended Price (€)

Contract recommendation

Contract type :

Contract duration : 3 months

E-Tender date 1-Feb-2019

E-Tender type English reverse

Bid Duration < 1 minute >

Pre bid : Yes No

E-Tender Notification

E-Tender event creation in progress

Confirm



Shortlisted suppliers



Supplier	Invitation for E-Tender	Training required
Supplier 1	Yes	No
Supplier 2		
Supplier 3		

Recommended Price (€)

Contract recommendation

Contract type :

Contract duration : 3 months

E-Tender date 1-Feb-2019

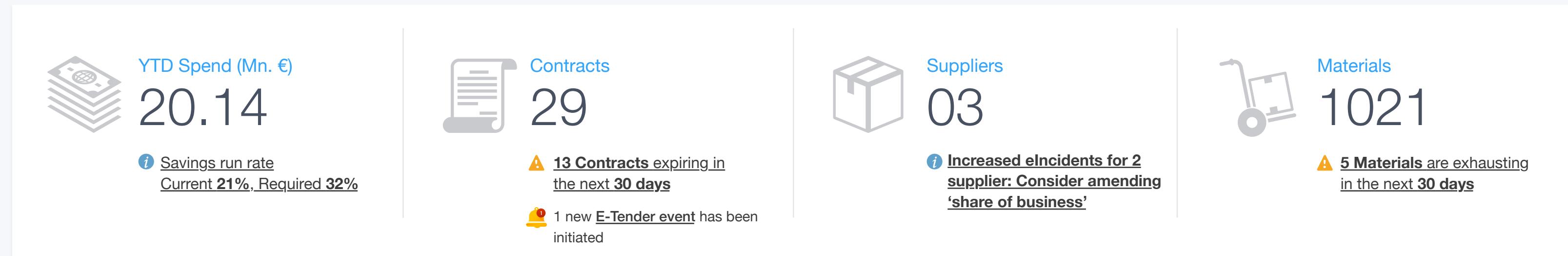
E-Tender type English reverse

Bid Duration < 1 minute >

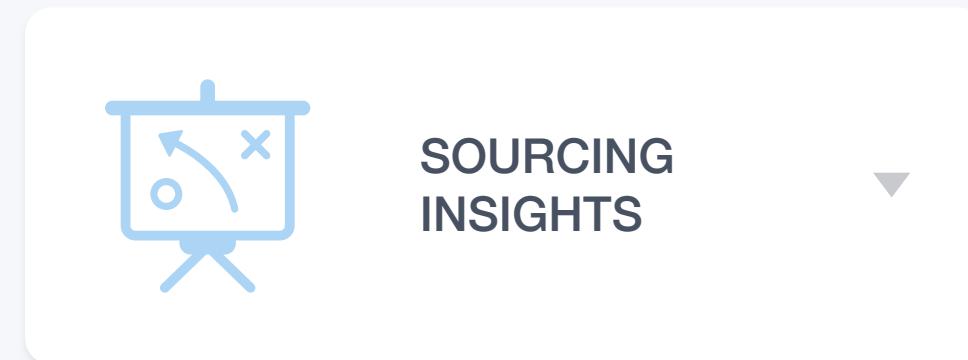
Pre bid : Yes No

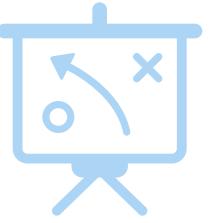


Buyer Overview



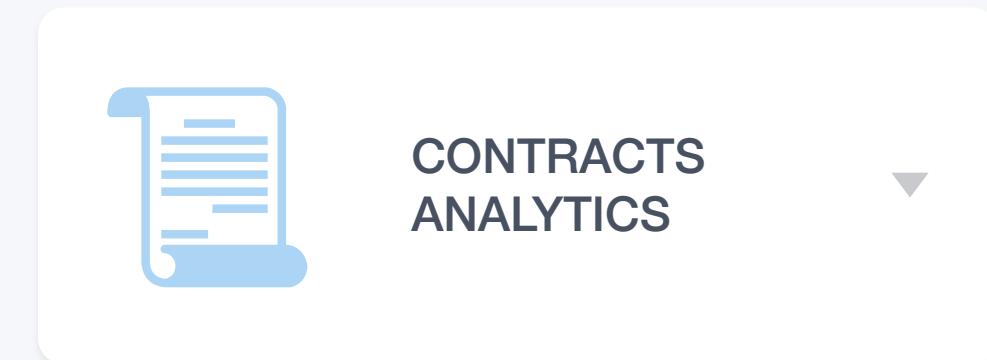
Explore



 **SOURCING INSIGHTS** ▾



 **NEGOTIATION ANALYTICS** ▾



 **CONTRACTS ANALYTICS** ▾

E-tender - settings and status



Material 1

Shortlisted suppliers

Supplier	Invitation for E-Tender	Training required	Training Status
Supplier 1	Yes	No	N/A
Supplier 2	Yes	Yes	Completed
Supplier 3	Yes	Yes	Pending

Recommended Price (€) : 45

Inco terms: **Lorem Ipsum**

Contract recommendations

Contract type : Time Based Volume Based

Contract duration : 3 months 

E-Tender date 1-Feb-2019 

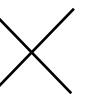
E-Tender type English reverse 

Bid Duration < 1 minute >

Pre bid : Yes No

Confirm

E-tender - settings and status



Material 1

Shortlisted suppliers

Supplier	Invitation for E-Tender	Training required	Training Status
Supplier 1	Yes	No	N/A
Supplier 2	Yes	Yes	Completed
Supplier 3	Yes	Yes	Pending

Recommended Price (€) : 45

Inco terms: **Lorem Ipsum**

Contract recommendations

Contract type : Time Based Volume Based

Contract duration : 3 months 

E-Tender date 1-Feb-2019 

E-Tender type English reverse 

Bid Duration < 1 minute >

Pre bid : Yes No

Confirm



E-tender - settings and status

Material 1

Shortlisted suppliers

Supplier

Invitation for E-Tender

Training required

Training Status

E-Tender notification

E-Tender event #E72LP32 settings have been edited.
Do you wish to continue with selected settings to modify E-Tender?

Yes

No

Recom

Contract

Contract

Contract duration :

3 months



E-Tender date

1-Feb-2019



E-Tender type

English reverse



Bid Duration

< 1 minute >

Pre bid :

Yes

No

Confirm



E-tender - settings and status

Material 1

Shortlisted suppliers

Supplier

Invitation for E-Tender

Training required

Training Status

E-Tender notification

E-Tender event #E72LP32 has been modified

Done

Recom

Contract

Contract

Contract duration :

3 months



E-Tender date

1-Feb-2019



E-Tender type

English reverse



Bid Duration

< 1 minute >

Pre bid :

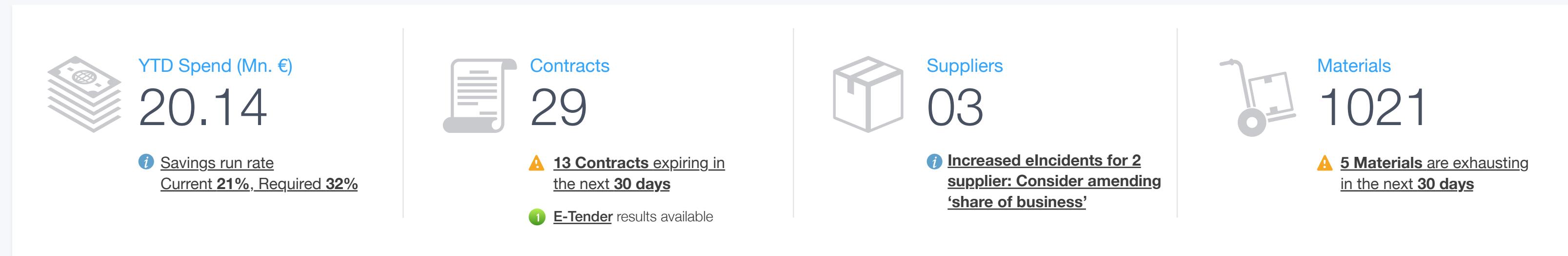
Yes

No

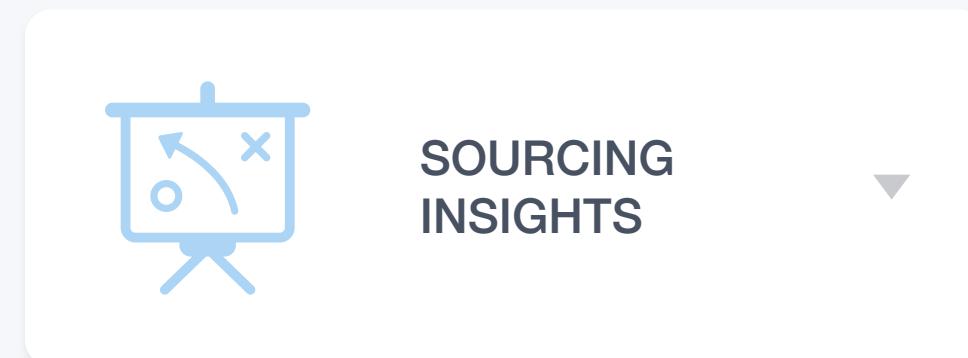
Confirm

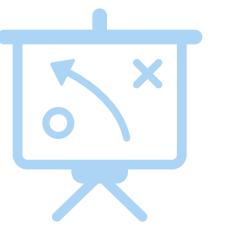


Buyer Overview



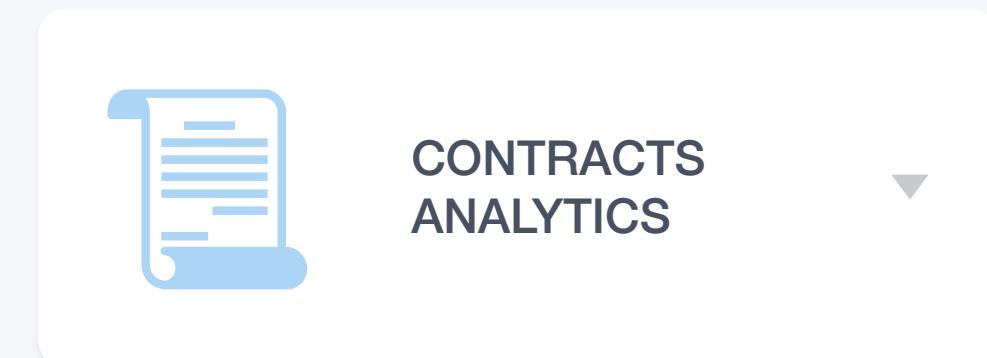
Explore



 **SOURCING INSIGHTS** ▾



 **NEGOTIATION ANALYTICS** ▾



 **CONTRACTS ANALYTICS** ▾



E-Tender completed

E-Tender #E72LP32 has been completed for Material 1. Following are the results

Supplier	Price	Recommended Share of Business (%)
Supplier 1	45	60
Supplier 2	45	30
Supplier 3	45	10

How would you like to proceed?

[Face to Face meeting](#)[Create Contract](#)

[Go To Dashboard](#)

Help ▾

U,Nischitha ▾

Event

E-Tender #E72LP32

[Prev](#)[Publish](#)[Exit](#)

Review and revise your event. Your edits have been already saved. When you finish, you can launch the event or leave it as a draft for future edits.

Overview

[Actions ▾](#)

1

Rules

2

Suppliers

3

Content

4

Summary

ID: Doc198306809

Commodity: Dairy 9104002

Description: ⓘ

Regions: South Asia

Status: Draft ⓘ

Last Modified: 01/10/2019

Version: Original

Currency: European Union Euro

Owner: U,Nischitha ⓘ

Creation Date: 01/10/2019

Editors:

Access Control: (no value) ⓘ

Event Type: Auction

Test Event: Yes

Template: Reverse eTender - Self Managed

Base Language: English

Timing Rules

Can participants place bids during preview period: Allow prebids ⓘ

Specify how lot bidding will begin and end: Serial ⓘ

Planned start time: When I Click the **Publish** button on the Summary page ⓘ

[Go To Dashboard](#)

Help ▾

U,Nischitha ▾

Event

Doc198306809 - Self served Demo E-Tender #E72LP32

[Prev](#)[Publish](#)[Exit](#)

Review and revise your event. Your edits have been already saved. When you finish, you can launch the event or leave it as a draft for future edits.

Overview

[Actions ▾](#)

1

Rules

2

Suppliers

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Test Event: Yes

Template: Reverse eTender - Self Managed

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Specify how lot bidding will begin and end: Serial ⓘ

Planned start time: When I Click the **Publish** button on the Summary page ⓘ



Unilever

[HOME](#)[Spend](#) [Contract](#) [Supplier](#) [Material](#)[CATEGORIES ▼](#)[PORTFOLIO ▼](#)[QUICK LINKS ▼](#)

Alex

Home/ Potential underutilized contracts in other plants



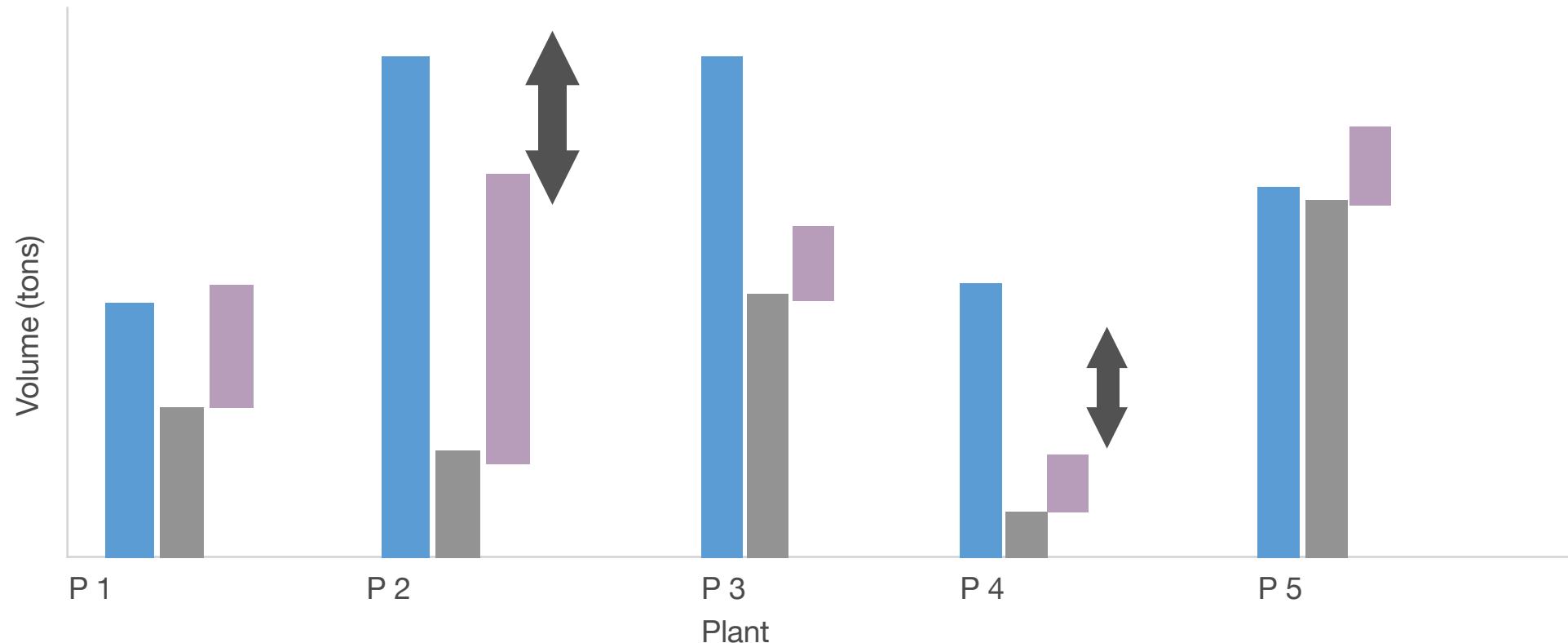
Material

[Selected](#)

Material 1

Potential underutilized contracts in other plants

■ Contracted volume ■ Consumed volume ■ Forecasted consumption volume ■ Potential underutilization



Contract	Supplier	Plant	Volume(tons)			
			Contracted	Consumed	Forecasted consumption	Forecasted consumption
14567843	Supplier 1	Plant 2	1000	200	400	400

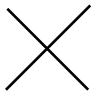


Unilever

[HOME](#)[Spend](#) [Contract](#) [Supplier](#) [Material](#)[CATEGORIES ▼](#)[PORTFOLIO ▼](#)[QUICK LINKS ▼](#)

Alex

Home/ Potential underutilized contracts in other plants



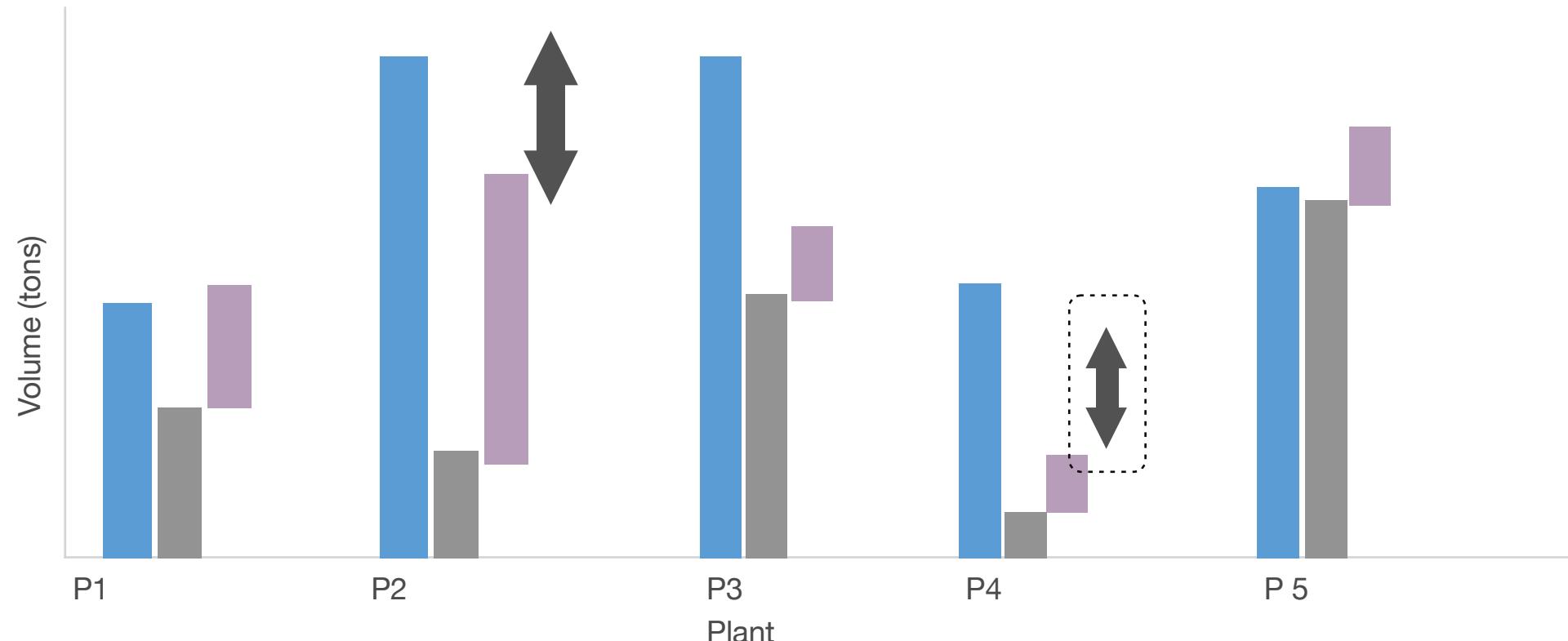
Material

[Selected](#)

Material 1

Potential underutilized contracts in other plants

Contracted volume Consumed volume Forecasted consumption volume Potential underutilization



Contract	Supplier	Plant	Volume(tons)			
			Contracted	Consumed	Forecasted consumption	Forecasted consumption
14567843	Supplier 2	Plant 4	300	100	100	100
14567843	Supplier 4	Plant 4	100	0	50	50



Unilever

HOME

Spend Contract Supplier Material



CATEGORIES ▾

PORTFOLIO ▾

QUICK LINKS ▾

Alex

Home/ Supplier Comparator

Material	Plant	Supplier	Inco terms
Selected ▾ HS53 (PALM STEARIN MIX)	Selected ▾ X Plant 1	Selected ▾ X Supplier 1 X Supplier 2	Selected ▾ X DDP

Supplier Comparator

- Supplier 1 — Forex AdjustedBase Price ····· Freight & Logistics Cost — Landed Cost
- Supplier 2 — Forex AdjustedBase Price ····· Freight & Logistics Cost — Landed Cost



Total annual cost for Material 1

€ 41,510

€ 43,550

Average annual cost per ton for Material 1

€ 61.95

€ 65.00

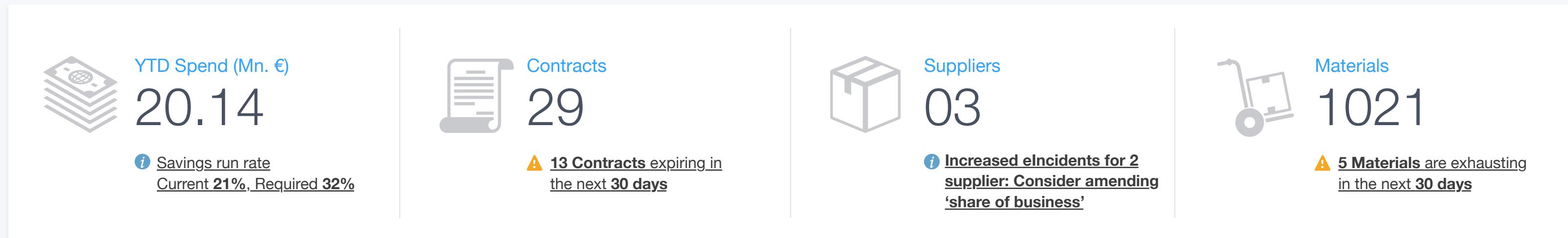
Share of Business 'what-if' scenario analysis

Supplier 1 ← 20% → Supplier 2 ← 80% →

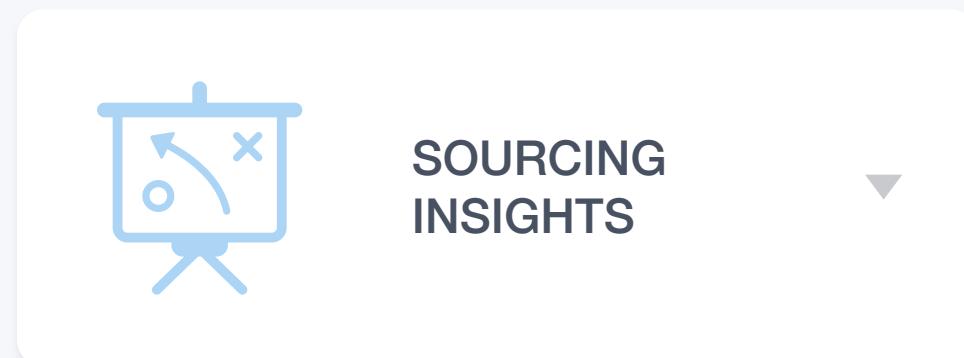
Average annual landed cost per ton for Material 1 = 63.5 Euros

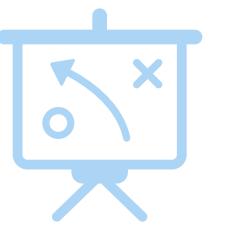


Buyer Overview



Explore



 **SOURCING INSIGHTS** ▾



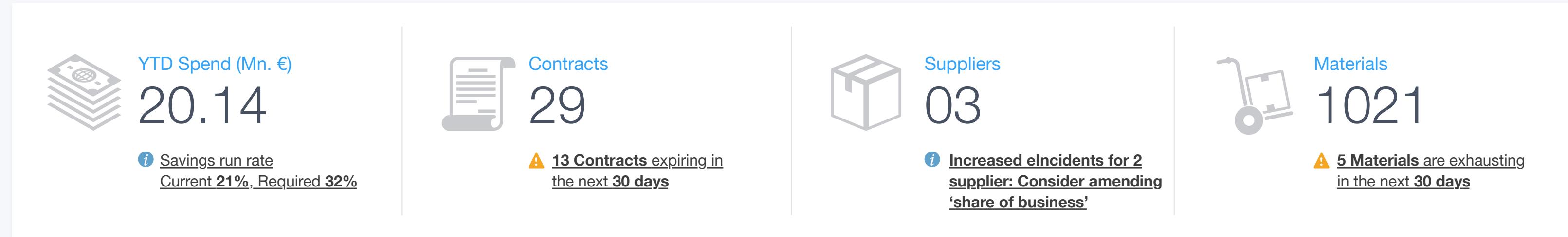
 **NEGOTIATION ANALYTICS** ▾



 **CONTRACTS ANALYTICS** ▾



Buyer Overview



Explore



SOURCING INSIGHTS

Icon: A whiteboard with a chart and a target.

Sub-sections (underlined): Spend Analytics, Supplier Analytics, Market Price Analytics, Material Volume Trends, Business Goals Alignment, 'What-if' Scenarios ▾



NEGOTIATION ANALYTICS

Icon: Two speech bubbles with a dollar sign.



CONTRACTS ANALYTICS

Icon: A document icon.



Buyer Overview



YTD Spend (Mn. €)
20.14

 [Savings run rate](#)
[Current 21%, Required 32%](#)



Contracts
29

 [13 Contracts expiring in](#)
[the next 30 days](#)



Suppliers
03

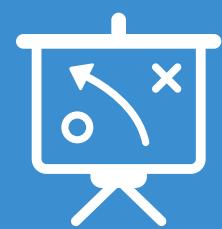
 [Increased incidents for 2](#)
[supplier: Consider amending](#)
['share of business'](#)



Materials
1021

 [5 Materials are exhausting](#)
[in the next 30 days](#)

Explore



SOURCING INSIGHTS

- [Spend Analytics](#)
- [Supplier Analytics](#)
- [Market Price Analytics](#)
- [Material Volume Trends](#)
- [Business Goals Alignment](#)
- ['What-if' Scenarios](#) ▲
 - > Volume consolidation
 - > Alternate sourcing



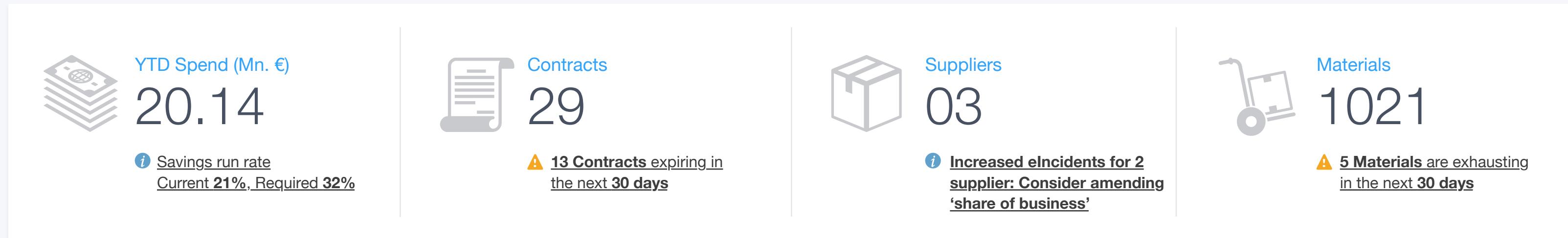
NEGOTIATION ANALYTICS



CONTRACTS ANALYTICS



Buyer Overview



Explore

SOURCING INSIGHTS

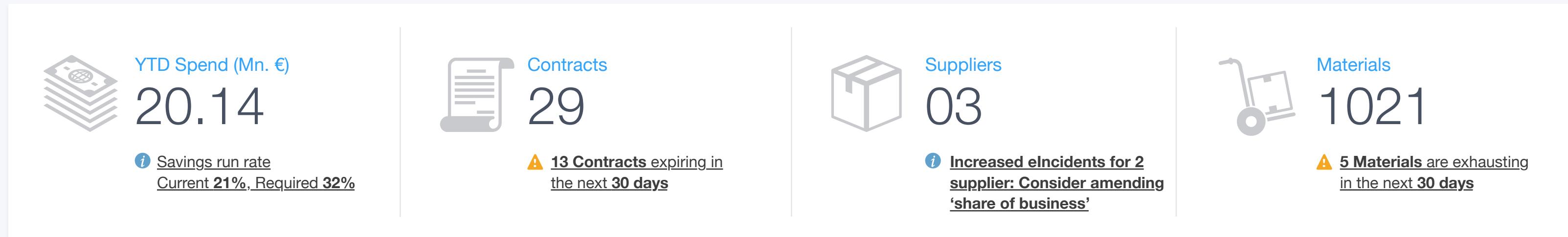
NEGOTIATION ANALYTICS

CONTRACTS ANALYTICS

Historic negotiation trends
Preparation ▾
'What-if' Scenarios ▾



Buyer Overview



Explore

SOURCING INSIGHTS

NEGOTIATION ANALYTICS

CONTRACTS ANALYTICS

Historic negotiation trends

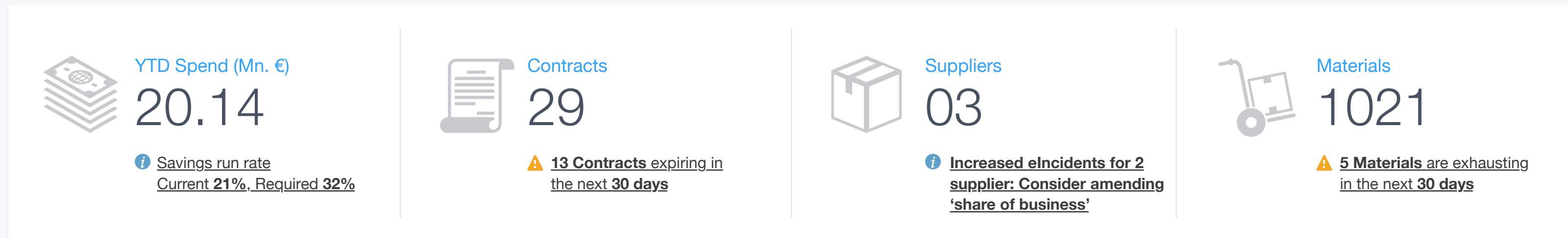
Preparation ▾

- > Ceiling price and Target price
- > Should cost

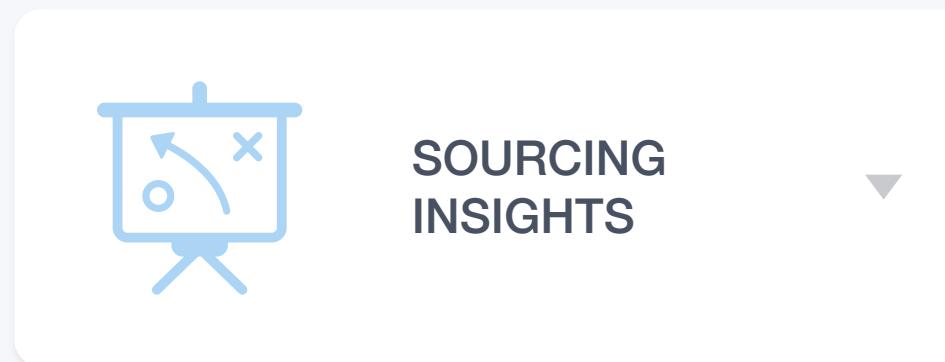
'What-if' Scenarios ▾

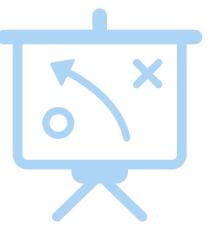


Buyer Overview



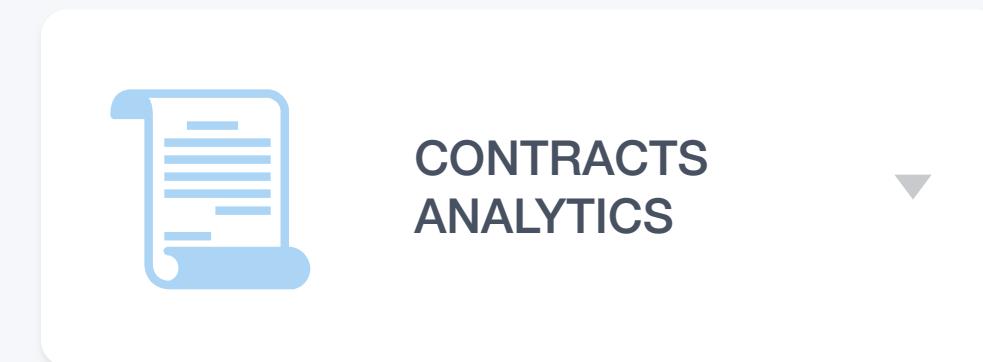
Explore



 **SOURCING INSIGHTS**



 **NEGOTIATION ANALYTICS**



 **CONTRACTS ANALYTICS**



Historic negotiation trends

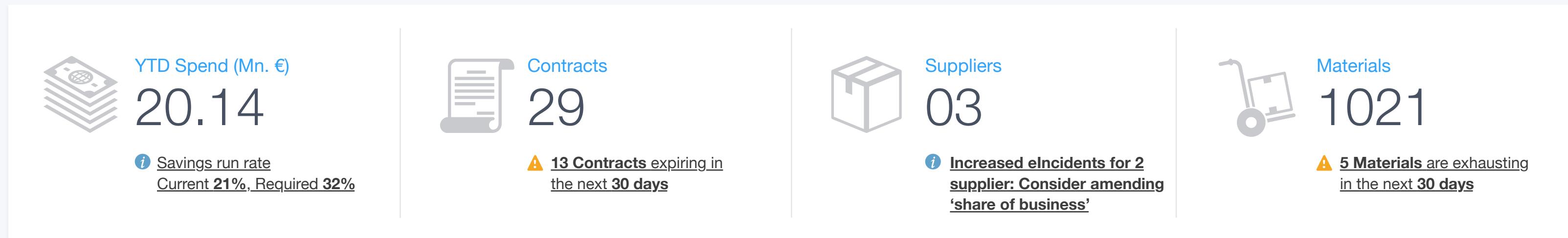
Preparation ▾

'What-if' Scenarios ▲

> Bid scenario analysis



Buyer Overview



Explore

SOURCING INSIGHTS

NEGOTIATION ANALYTICS

CONTRACTS ANALYTICS

My contracts

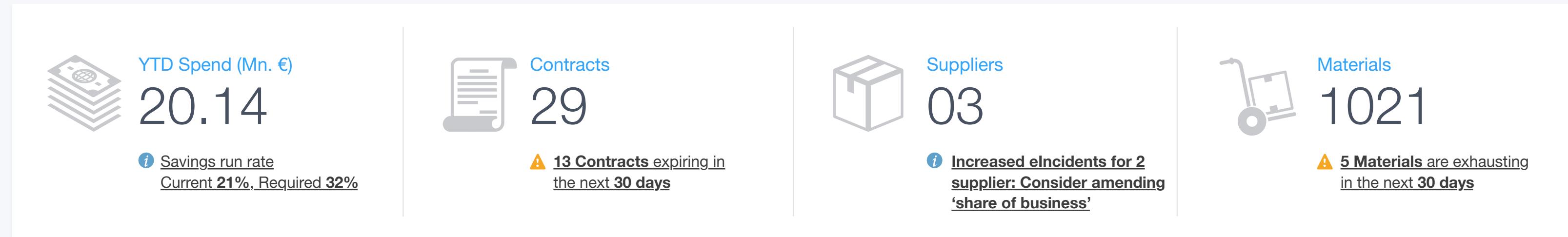
Contract type / coverage recommendation

Compliance Analytics

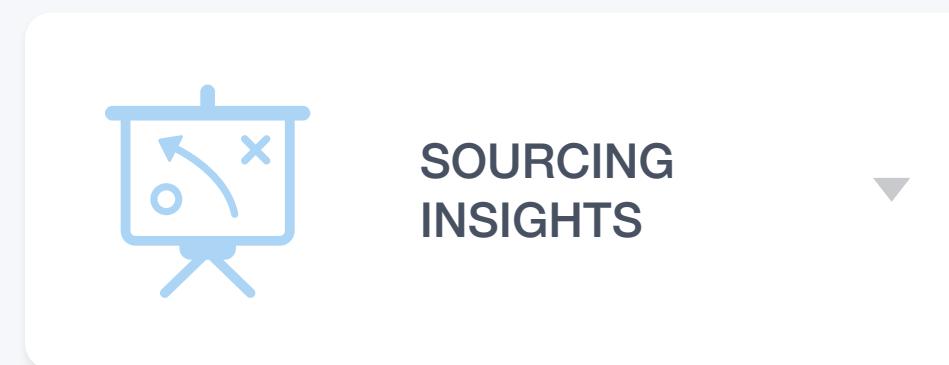
'What-if' Scenarios ▾



Buyer Overview



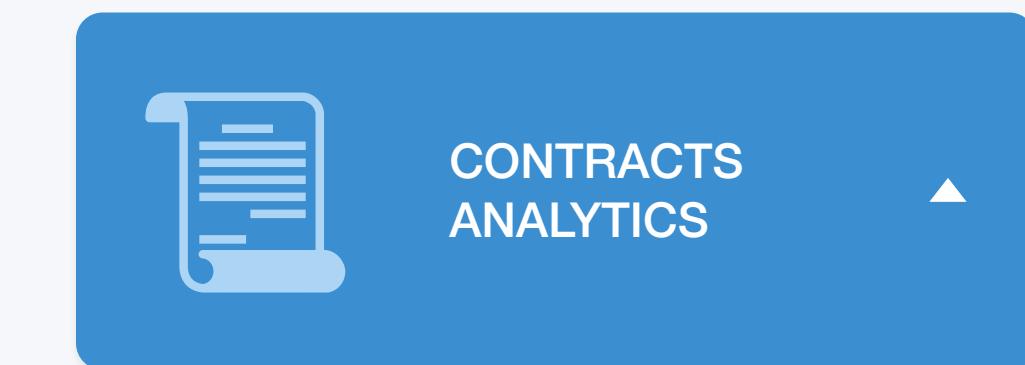
Explore



SOURCING INSIGHTS



NEGOTIATION ANALYTICS



CONTRACTS ANALYTICS

My contracts

Contract type / coverage recommendation

Compliance Analytics

'What-if' Scenarios ▲

> Payment Terms

> Exit Clause

> Share of Businesss recommendation



Buyer Overview



YTD Spend (Mn. €)
20.14

 [Savings run rate](#)
[Current 21%, Required 32%](#)



Contracts
29

 [13 Contracts expiring in](#)
[the next 30 days](#)



Suppliers
03

 [Increased incidents for 2](#)
[supplier: Consider amending](#)
['share of business'](#)

Strategic Insights

Negotiation Analytics

Contract Analytics

Spend Analytics

Supplier Analytics

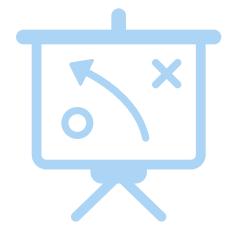
Market Price Analytics

Material Volume Trends

Business Goals Alignment

'What-if' Scenarios

Explore



SOURCING
INSIGHTS



NEGOTIATION
ANALYTICS



CONTRACTS
ANALYTICS



Home / Contract Expiry

Contract Expiry Alert

Total Contracts Expiring

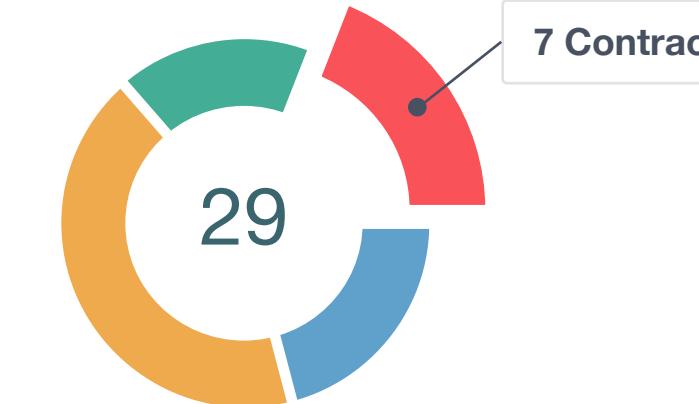
Days

6-10

11-20

21-30

31-60



Impact

7 Contracts expiring in **20 Days**, with potential impact on delivery for 5 plants

Filter

Contract No.	Supplier Name ▲	Contract Expiry Date ▾	Volume Exhaustion Date ▾	Lead time to Source (Days) ▾	Contract Type ▾	Contract
8237123128	Supplier 1	15 Dec 2018	15 Dec 2018	15	Time Based	
8237123128	Supplier 1	16 Dec 2018	30 Jan 2019	19	Volume Based	
8237123128	Supplier 3	17 Dec 2018	30 Jan 2018	25	Time Based	
8237123128	Supplier 4	19 Dec 2018	14 Feb 2018	27	Volume Based	
8237123128	Supplier 5	20 Dec 2018	20 Dec 2018	25	Time Based	



Home / Contract Expiry

**Supplier Details**

Name	Location	Years of Engagement
Supplier 1	Bangalore, India	3 Years
Total Spend	No. of Contracts	Financials
203 Mn.	32	31234

Material / Spend Landscape

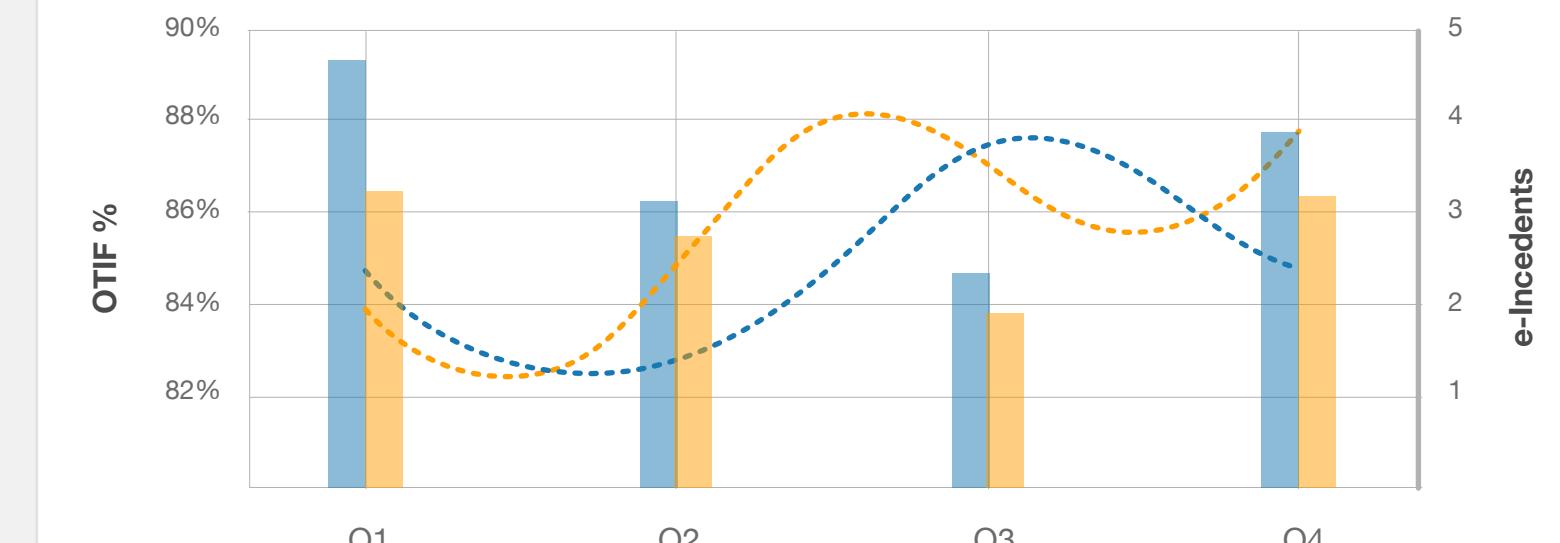
Material 1

**All Suppliers**

Filters



Name	Price (€)	Volume (Tonnes)	Avg Lead Time (Days)	Risk Score	SOB% (Quota)
<input checked="" type="checkbox"/> ★ Supplier 1	45	200	12	98%	98%
<input checked="" type="checkbox"/> ★ Supplier 2	53	160	15	86%	86%
★ Supplier 3	74	120	14	67%	67%
★ Supplier 4	42	160	18	86%	86%
★ Supplier 5	61	120	14	67%	67%

Performance Comparison**OTIF**
 Supplier 1
 Supplier 2
e-Incidents
 Supplier 1
 Supplier 2


Contract ID	Supplier Name	Expiry Date	Materials	Plants
12312341	Supplier 1	03/01/2019	Material 1	View



Our Recommendations



Pricing

Market prices are on a lower trend.
Other suppliers may offer a lower price.
Go for [competitive bidding](#)



Volume

[View forecasting trends](#)
Material 1: 100 tonnes
[View volume by plant](#)



Contract Type

Time based for
3 months

List of Suppliers (Select suppliers for negotiation)

SUPPLIER DETAILS						SUPPLIER PERFORMANCE		
ID	Rating	Supplier Name	Share of Business	Spend	Lead Time	OTIF	SUSO Compliance	e-Incidents
<input checked="" type="checkbox"/> 4364	4.2 ★	Supplier 1	80%	 +2.5 k	20 days	98%	87%	1
<input checked="" type="checkbox"/> 5455	3.6 ★	Supplier 2	-	 +1.4 k	16 days	86%	82%	2
<input checked="" type="checkbox"/> 8782	2.4 ★	Supplier 3	New	 +1.3 k	12 days	67%	79%	5

Negotiation Options

[RFQ](#)[E-Tender](#)[Face to Face](#)[Renew Contract](#)[Nego Factory](#)

Contract ID	Supplier Name	Expiry Date	Materials	Plants
12312341	Supplier 1	03/01/2019	Material 1	View

Our Recommendations



Pricing

Market prices are on a lower trend.
Other suppliers may offer a lower price.
Go for [competitive bidding](#)



Volume

[View forecasting trends](#)
Material 1: 100 tonnes
[View volume by plant](#)

Plants	Volume
Plant 1	Volume
Plant 2	Volume
Plant 3	Volume
Plant 4	Volume
Plant 5	Volume

List of Suppliers (Select suppliers for negotiation)

SUPPLIER DETAILS						SUPPLIER PERFORMANCE		
ID	Rating	Supplier Name	Share of Business	Spend	Lead Time	OTIF	SUSO Compliance	e-Incidents
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<input checked="" type="checkbox"/> 8782	2.4 ★	Supplier 3	New	 +1.3 k	12 days	67%	79%	5

Negotiation Options

[RFQ](#)[E-Tender](#)[Face to Face](#)[Renew Contract](#)[Nego Factory](#)

Contract ID	Supplier Name	Expiry Date	Materials	Plants
12312341	Supplier 1	03/01/2019	Material 1	View



Our Recommendations



Pricing

Market prices are on a lower trend.
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Volume

[View forecasting trends](#)
Material 1: 100 tonnes
[View volume by plant](#)



Contract Type

Time based for
3 months

List of Suppliers (Select suppliers for negotiation)

SUPPLIER DETAILS						SUPPLIER PERFORMANCE		
ID	Rating	Supplier Name	Share of Business	Spend	Lead Time	OTIF	SUSO Compliance	e-Incidents
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<input checked="" type="checkbox"/> 5455	3.6 ★	Supplier 2	-	 +1.4 k	16 days	86%	82%	2
<input checked="" type="checkbox"/> 8782	2.4 ★	Supplier 3	New	 +1.3 k	12 days	67%	79%	5

Negotiation Options

[RFQ](#)[E-Tender](#)[Face to Face](#)[Renew Contract](#)

Contract ID	Supplier Name	Expiry Date	Materials	Plants
12312341	Supplier 1	03/01/2019	Material 1	View

Materials	Plants	Volume
Material 1	Plant 1	Volume
Material 2	Plant 2	Volume
Material 3	Plant 3	Volume
Material 4	Plant 4	Volume
Material 5	Plant 5	Volume

Our Recommendations



Pricing

Market prices are on a lower trend.
Other suppliers may offer a lower price.
Go for [competitive bidding](#)



Volume

[View forecasting trends](#)
Material 1: 100 tonnes
[View volume by plant](#)

List of Suppliers (Select suppliers for negotiation)

SUPPLIER DETAILS						SUPPLIER PERFORMANCE		
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Negotiation Options

[RFQ](#)[E-Tender](#)[Face to Face](#)[Renew Contract](#)



Search for a Supplier



Search result for 'Supplier 1'

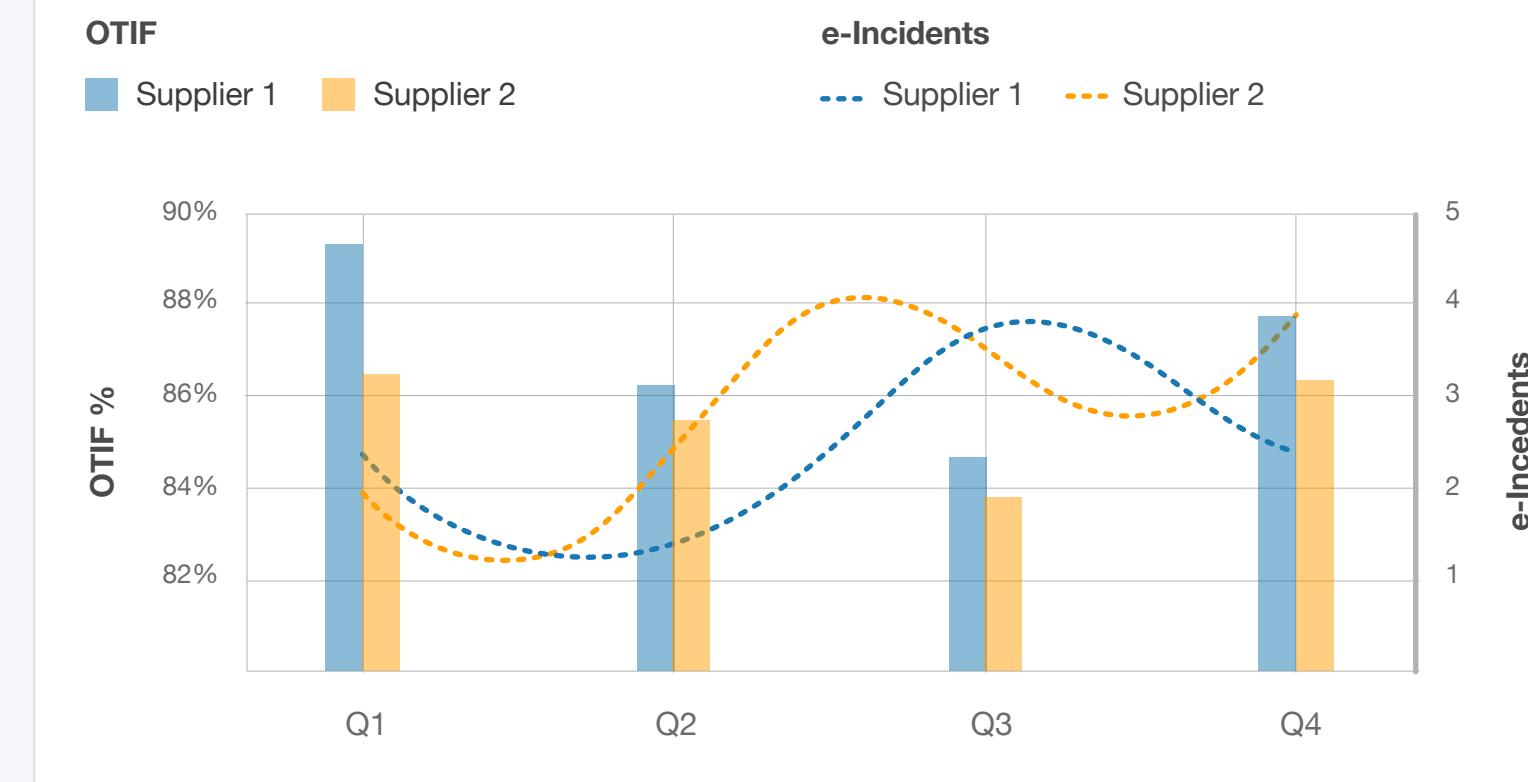
Supplier Details

Name	Location	Years of Engagement
Supplier 1	Bangalore, India	3 Years
Total Spend	No. of Contracts	Financials
203 Mn.	32	31234

Material / Spend Landscape**All Suppliers**

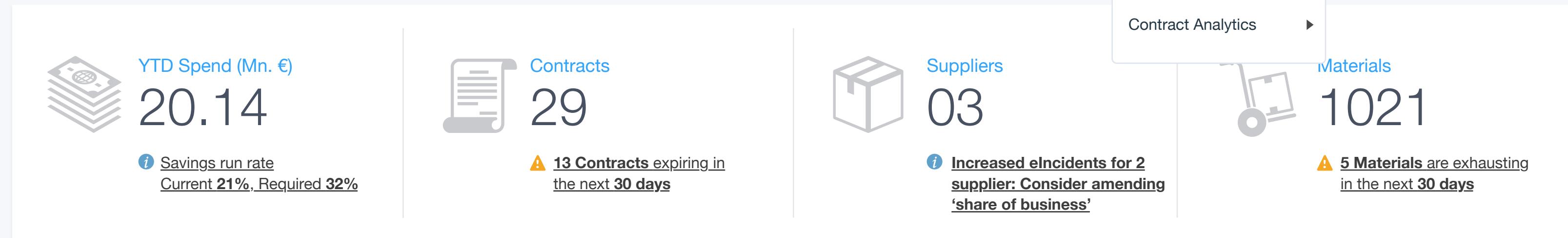
Filters ▾

Name	Price (€)	Volume (Tonnes)	Avg Lead Time (Days)	Risk Score	SOB% (Quota)
<input checked="" type="checkbox"/> ★ Supplier 1	45	200	12	98%	98%
<input checked="" type="checkbox"/> ★ Supplier 2	53	160	15	86%	86%
★ Supplier 3	74	120	14	67%	67%
★ Supplier 4	42	160	18	86%	86%
★ Supplier 5	61	120	14	67%	67%

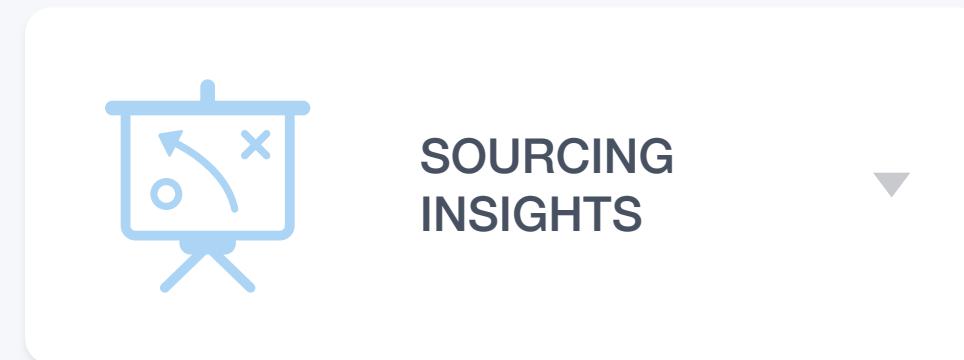
Performance Comparison

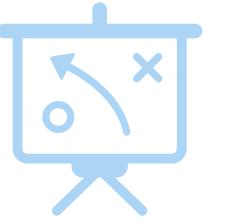


Buyer Overview



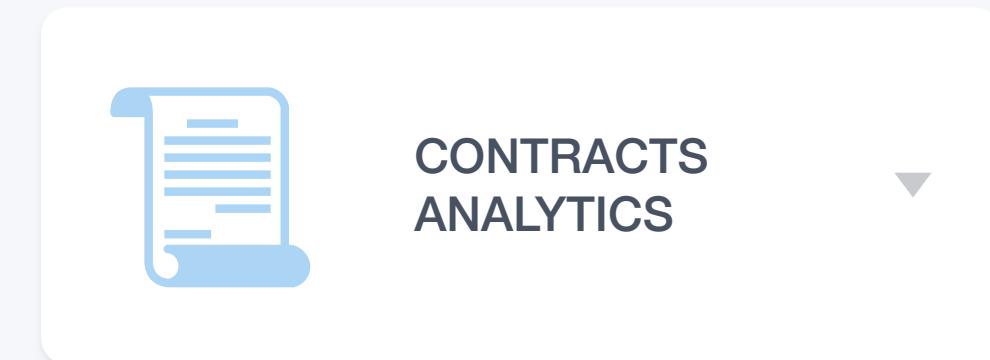
Explore



 **SOURCING INSIGHTS** ▾



 **NEGOTIATION ANALYTICS** ▾



 **CONTRACTS ANALYTICS** ▾

Home / Contract Expiry

Contract Expiry Alert

Total Contracts Expiring

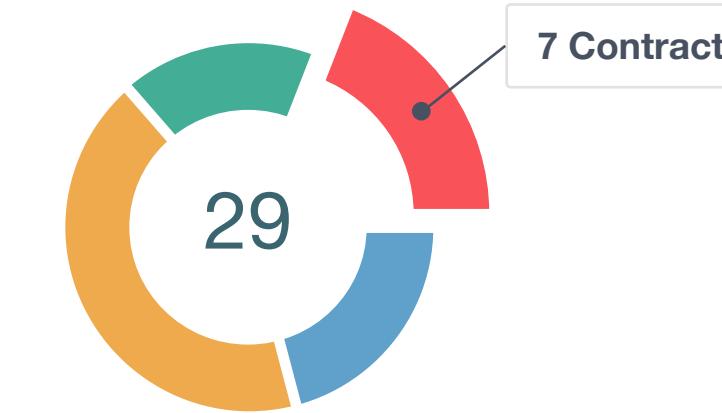
Days

6-10

11-20

21-30

31-60



Impact

7 Contracts expiring in **20 Days**, with potential impact on delivery for 5 plants

Filter

Contract No.	Supplier Name ▾	Contract Expiry Date ▾	Volume Exhaustion Date ▾	Lead time to Source (Days) ▾	Contract Type ▾	Contract
8237123128	Supplier 1	15 Sep 2019	-	15	Time Based	
8237123128	Supplier 2	10 Oct 2019	03 Oct 2019	19	Volume Based	
8237123128	Supplier 3	17 Oct 2019	-	25	Time Based	
8237123128	Supplier 4	19 Nov 2019	30 Oct 2019	27	Volume Based	
8237123128	Supplier 5	20 Dec 2019	-	25	Time Based	

Contract ID	Supplier Name	Expiry Date	Material Group	Material	Plants
12312341	Asianagro Agungjaya Pt.	03/01/2019	Oils & Fats	HS53 (Palm Stearin Mix)	View ▾

Our Recommendations



Pricing

Market prices are on a lower trend. Other suppliers may offer a lower price. Go for competitive bidding



Volume

[View forecasting trends](#)
Material 1: 100 tonnes
[View volume by plant](#)



Contract Type
Time based for
3 months



Inco Terms
DDP ▾

List of Suppliers (Select Suppliers)

SUPPLIER DETAILS						SUPPLIER PERFORMANCE			
ID	Rating	Supplier	SOB	Landed Price (> 80% Confidence)	Avg Annual Spend	Lead Time	OTIF	SUSO Compliance	e-Incidents
<input checked="" type="checkbox"/> 4364	4.2 ★	1 Asianagro..	80%	₹ 3468.70	+2.5 k	20 days	98%	87%	1
<input checked="" type="checkbox"/> 5455	2.4 ★	2 Asianagro..	20%	₹ 3630.04	+1.3 k	12 days	67%	79%	5
8782	-	3 Asianagro..	-	₹ 3388.03	-	-	-	-	-

Negotiation Options

RFQ

E-Tender

Face to Face

Renew Contract

Nego Factory



Search for a Supplier



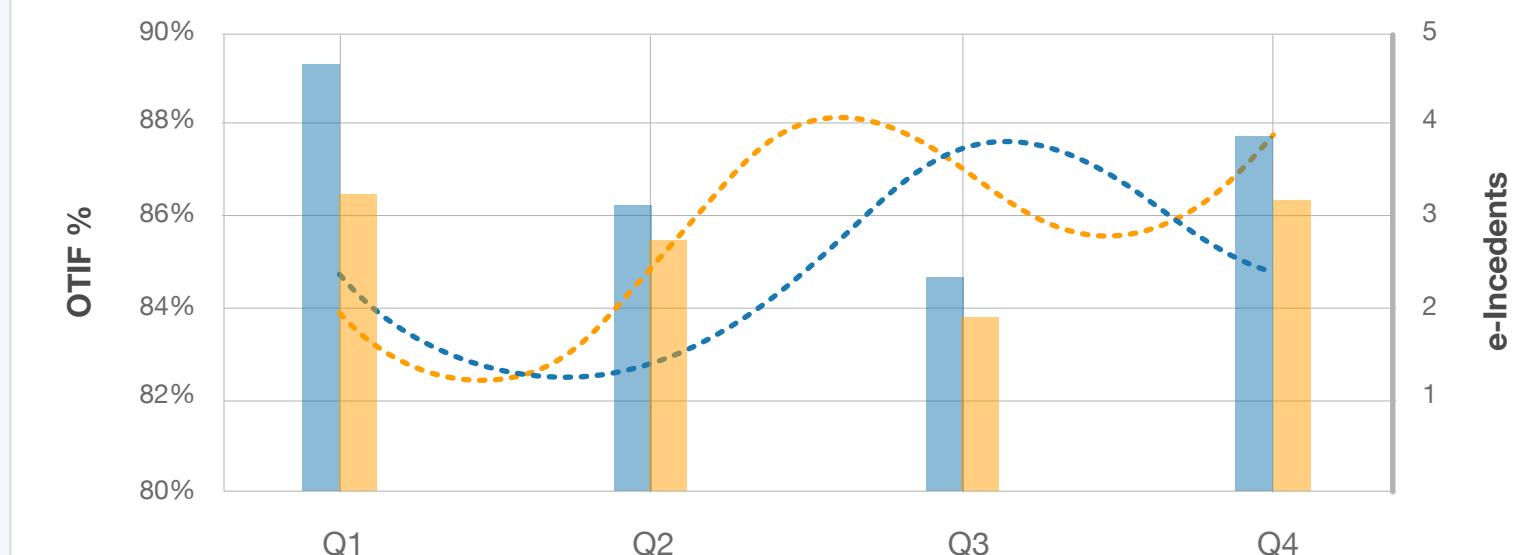
Search result for 'Supplier 1'

Supplier Details

Name	Location	Years of Engagement
Supplier 1	Bangalore, India	3 Years
Total Spend	No. of Contracts	Financials
203 Mn.	32	31234

Material / Spend Landscape**All Suppliers (Select suppliers to compare the trends)**

Name	Price (€)	Volume (Tonnes)	Avg Lead Time (Days)	Risk Score	SOB% (Quota)
<input checked="" type="checkbox"/> ★ Supplier 1	45	200	12	98%	98%
<input checked="" type="checkbox"/> ★ Supplier 2	53	160	15	86%	86%
★ Supplier 3	74	120	14	67%	67%
★ Supplier 4	42	160	18	86%	86%
★ Supplier 5	61	120	14	67%	67%

Performance Comparison**OTIF**
█ Supplier 1 █ Supplier 2
Price Comparison**e-Incidents**
--- Supplier 1 --- Supplier 2




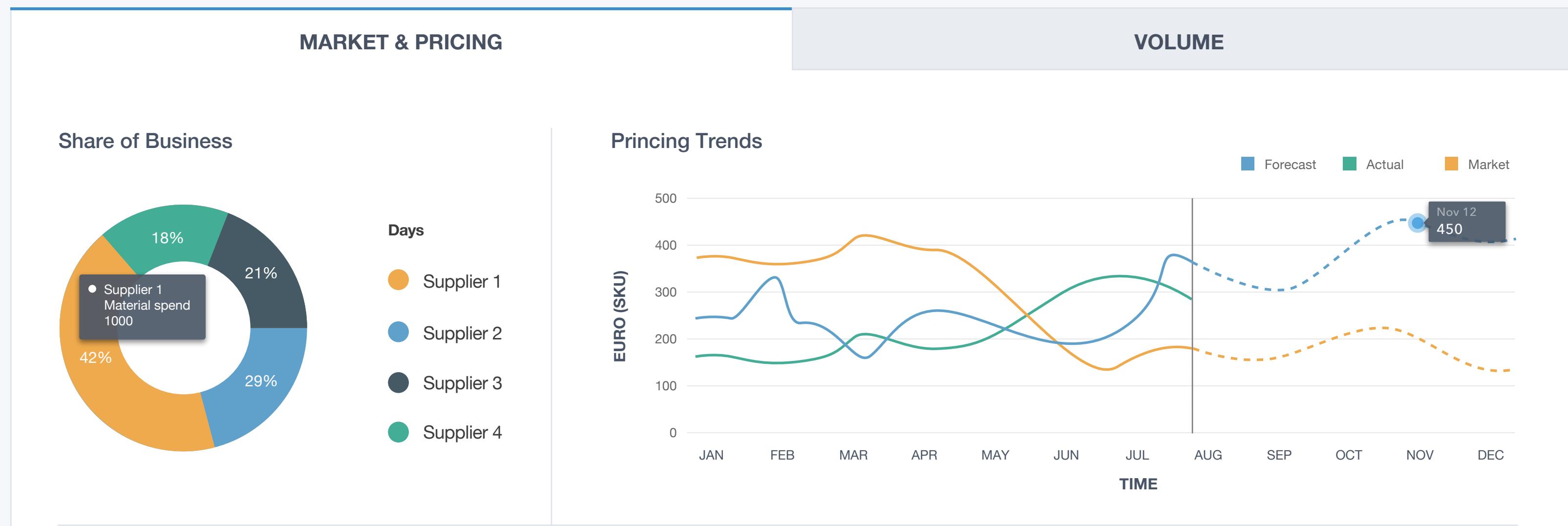
Search for a Material



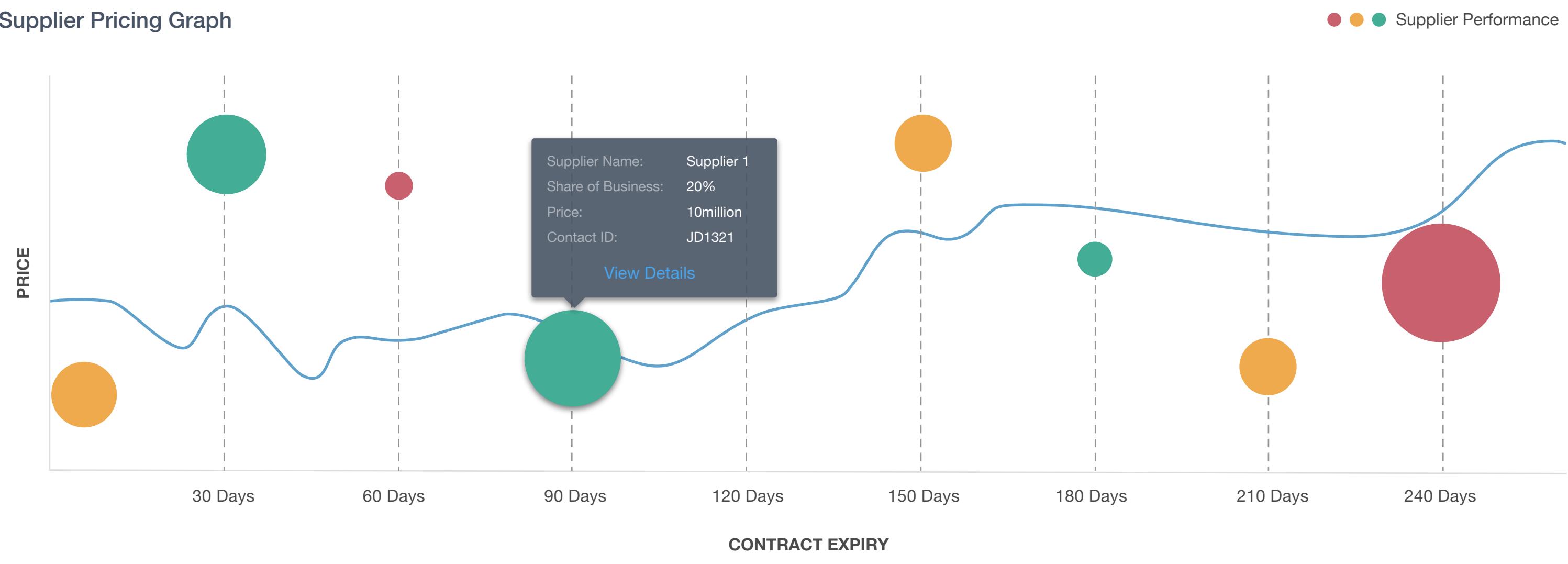
Search result for 'Material 1'

Material 1

Material ID	Material Portfolio	Category	No. of Plants	No. of Live Contracts	Spend (€)
M2314	Inorganics	Home Care, Personal Care	20	32	231 Mn.



Supplier Pricing Graph





Search for a Material



Search result for 'Material 1'

Material 1

Material ID	Material Portfolio	Category	No. of Plants	No. of Live Contracts	Spend (€)
M2314	Inorganics	Home Care, Personal Care	20	32	231 Mn.

MARKET & PRICING
VOLUME

Select location below or directly on map

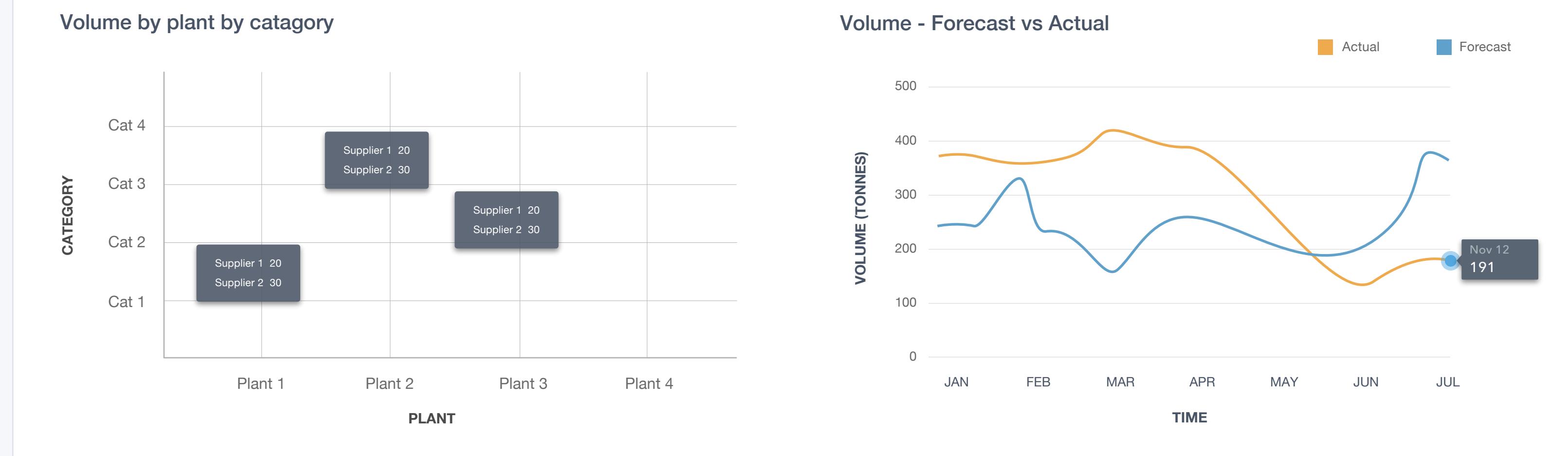
Region Clear

- North
- East** ✓
- West
- South** ✓

Countries Clear

- Search
- Indonesia
- India** ✓
- Imphal
- Iran** ✓
- Ireland

Domain ■ Selected ■



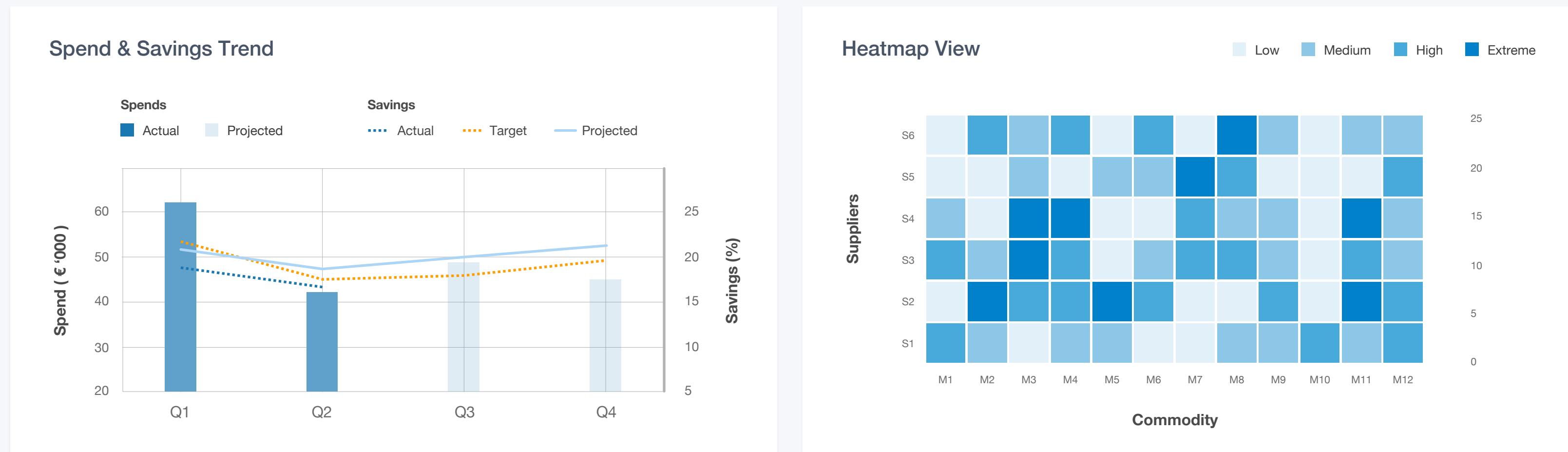
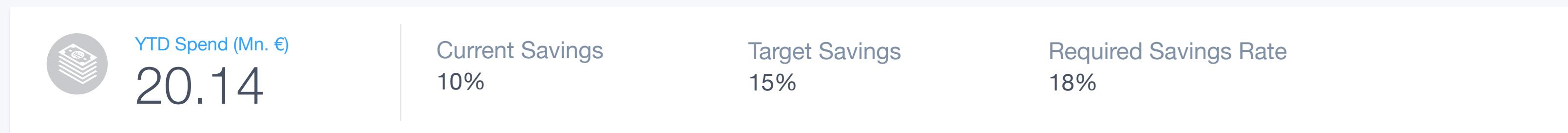

[Home](#) / Total Spends

Search for a Material



Search result for 'Total Spends'

Total Spends



MATERIAL

Material Material 1 ▾

SUPPLIER

€ 50,000 Total Working Capital Impact

0 10 15 20 25 30 35 40 45 50 55

Low

{Move slider to simulate payment terms (days) impact on working capital}

Max

Same material, different payment terms

Supplier Name	Payment Terms (Days)	Contract ID
Supplier 1	45	12312320
Supplier 2	53	12312378
Supplier 3	74	12312361
Supplier 4	42	12312386
Supplier 5	61	12312394

Payment Terms Simulator - Suffices

Supplier Name	Payment Terms (Days)	Opportunity (Negotiation)	Working Capital Impact (€)
Supplier Name 1	45	Yes	9,000
Supplier Name 2	53	No	7,000
Supplier Name 3	74	Yes	17,000
Supplier Name 4	42	Yes	15,000
Supplier Name 5	61	No	2,000

MATERIAL

Supplier Supplier 1 ▾

Same material, different payment terms

Material Name	Payment Terms (Days)	Contract ID
Material 1	45	12312320
Material 2	53	12312378
Material 3	74	12312361
Material 4	42	12312386
Material 5	61	12312394

SUPPLIER

Payment Terms Simulator - Suffixes

€ 50,000 Total Working Capital Impact

0 10 15 20 25 30 35 40 45 50 55

Low Max {Move slider to simulate payment terms (days) impact on working capital}

Material Name	Payment Terms (Days)	Opportunity (Negotiation)	Working Capital Impact (€)
Material Name 1	45	Yes	9,000
Material Name 2	53	No	7,000
Material Name 3	74	Yes	17,000
Material Name 4	42	Yes	15,000
Material Name 5	61	No	2,000

Contract ID	Supplier Name	Expiry Date	Material Group	Material	Plants
12312341	Asianagro Agungjaya Pt.	03/01/2019	Oils & Fats	HS53 (Palm Stearin Mix)	View ▾

Our Recommendations



Pricing

[Market prices](#) are on a lower trend.
Other suppliers may offer a lower price. Go for [competitive bidding](#)



Volume

[View forecasting trends](#)
Material 1: 100 tonnes
[View volume by plant](#)



Contract Type
Time based for
3 months



Inco Terms
DDP

List of Suppliers (Select Suppliers)

SUPPLIER DETAILS						SUPPLIER PERFORMANCE			
ID	Rating	Supplier	SOB	Landed Price (> 80% Confidence)	Avg Annual Spend	Lead Time	OTIF	SUSO Compliance	e-Incidents
<input checked="" type="checkbox"/> 4364	4.2 ★	1 Asianagro..	80%	€ 43 <small>INR EURO</small>	+2.5 k	20 days	98%	87%	1
<input checked="" type="checkbox"/> 5455	2.4 ★	2 Asianagro..	20%	€ 45	+1.3 k	12 days	67%	79%	5
8782	-	3 Asianagro..	-	€ 42	-	-	-	-	-

Negotiation Options

RFQ

E-Tender

Face to Face

Renew Contract

Nego Factory



Search for a Supplier



Search result for 'Supplier 1'

Supplier Details

Name	Location	Years of Engagement
Supplier 1	Bangalore, India	3 Years
Total Spend	No. of Contracts	Financials
203 Mn.	32	31234

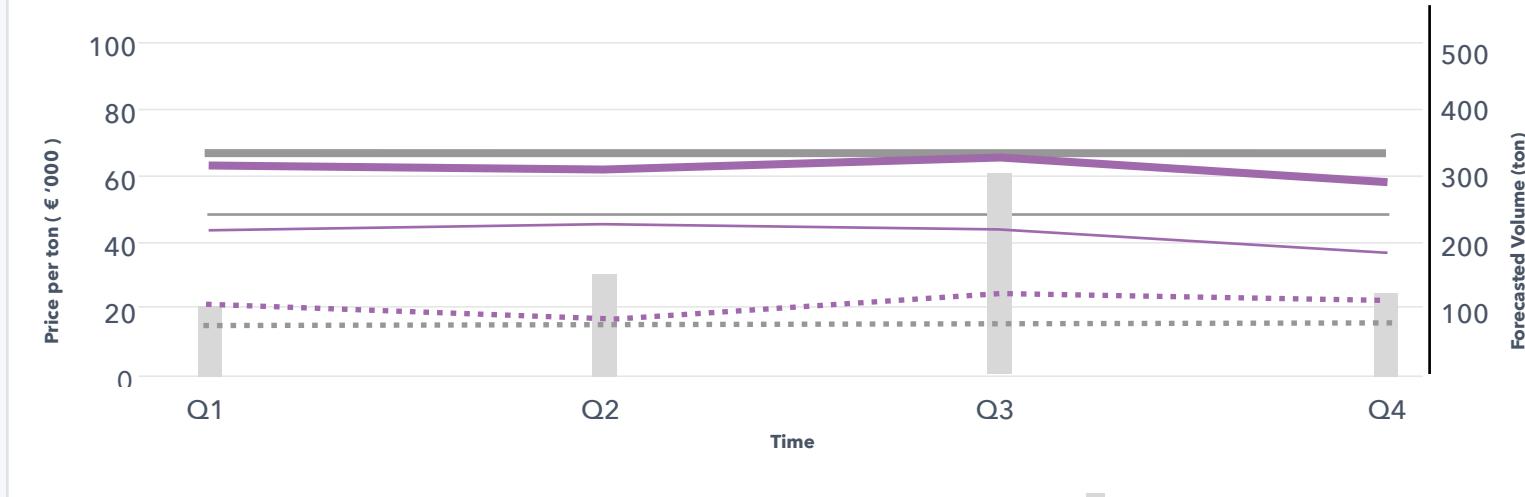
Material / Spend Landscape**All Suppliers (Select suppliers to compare the trends)**

Name	Price (€)	Volume (Tonnes)	Avg Lead Time (Days)	Risk Score	SOB% (Quota)
<input checked="" type="checkbox"/> ★ Supplier 1	45	200	12	98%	98%
<input checked="" type="checkbox"/> ★ Supplier 2	53	160	15	86%	86%
★ Supplier 3	74	120	14	67%	67%
★ Supplier 4	42	160	18	86%	86%
★ Supplier 5	61	120	14	67%	67%

Performance Comparison**Price Comparison**

Supplier 1 — Forex Adjusted Base Cost ⚡ Freight & Logistics Cost — Total Cost

Supplier 2 — Forex Adjusted Base Cost ⚡ Freight & Logistics Cost — Total Cost





Home / Suppliers / Supplier 1

Search for a Supplier



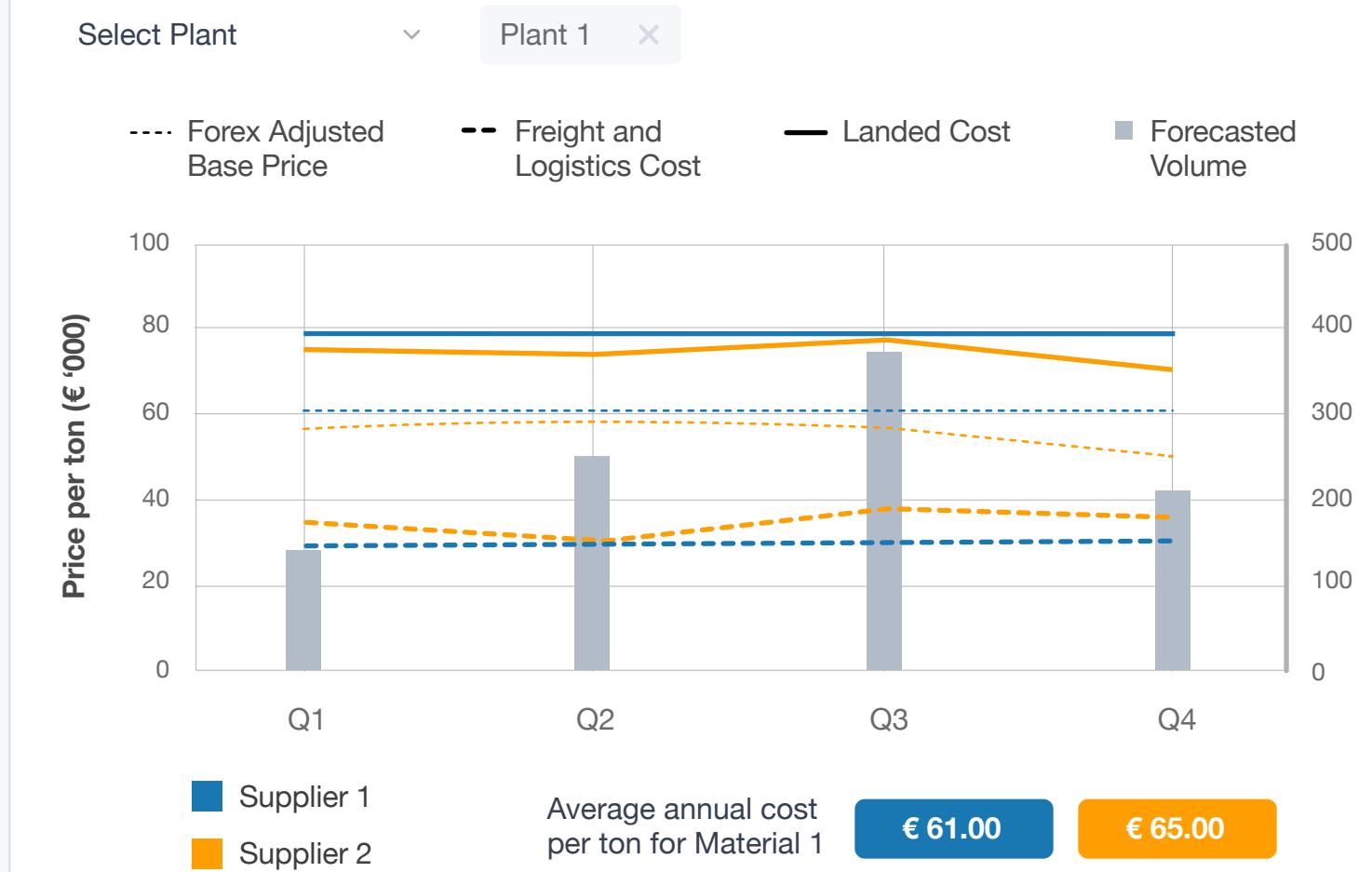
Search result for 'Supplier 1'

Supplier Details

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Material / Spend Landscape**All Suppliers (Select suppliers to compare the trends)**

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⚡ Supplier 5	61	120	14	67%	67%

Performance Comparison**Price Comparison**

Contract ID	Supplier Name	Expiry Date	Materials	Plants
12312341	Supplier 1	03/01/2019	Material 1	View

Our Recommendations



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Volume

[View forecasting trends](#)
Material 1: 100 tonnes
[View volume by plant](#)



Contract Type

Time based for
3 months

List of Suppliers (Select suppliers for negotiation)

SUPPLIER DETAILS						SUPPLIER PERFORMANCE		
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Negotiation Options

[RFQ](#)[E-Tender](#)[Face to Face](#)[Renew Contract](#)[Nego Factory](#)

Recommended settings for E-Tender



Shortlisted Suppliers (Material 1)



Supplier Name	Invitation for E-Tender	Training Required
Supplier 1	Yes	No
Supplier 2	Yes	Yes
Supplier 3	No	No
Supplier 4	Yes	No
Supplier 5	No	Yes

Bid settings

E-Tender Date	Aug 1, 2016
E-Tender Type	English Reverse
Bid Duration	1 Minute
Pre bid	Yes
	No

Contract Recommendations

Ceiling price	Inco Terms
€ 45	 Lorem Ipsum
Contract Type	Time Based
Contract Duration	3 Months

Confirm

Shortlisted Suppliers (Material 1)

Edit

Contract Recommendations

Supplier Name	Invitation for E-Tender	Training Required
Supplier 1	Yes	No
Supplier 2	Yes	
Supplier 3	No	
Supplier 4	Yes	
Supplier 5	No	

E-Tender Notification



78%

E-Tender event creation in progress.
Please wait...

Bid Duration

1 Minute

Pre bid

Yes

No

Confirm

Shortlisted Suppliers (Material 1)

 Edit

Contract Recommendations

Supplier Name	Invitation for E-Tender	Training Required
Supplier 1	Yes	No
Supplier 2	Yes	
Supplier 3	No	
Supplier 4	Yes	
Supplier 5	No	

E-Tender Notification



E-Tender event #E72LP32 has been successfully created.

Based

Volume Based

g 1, 2016

Bid Duration

1 Minute

Pre bid

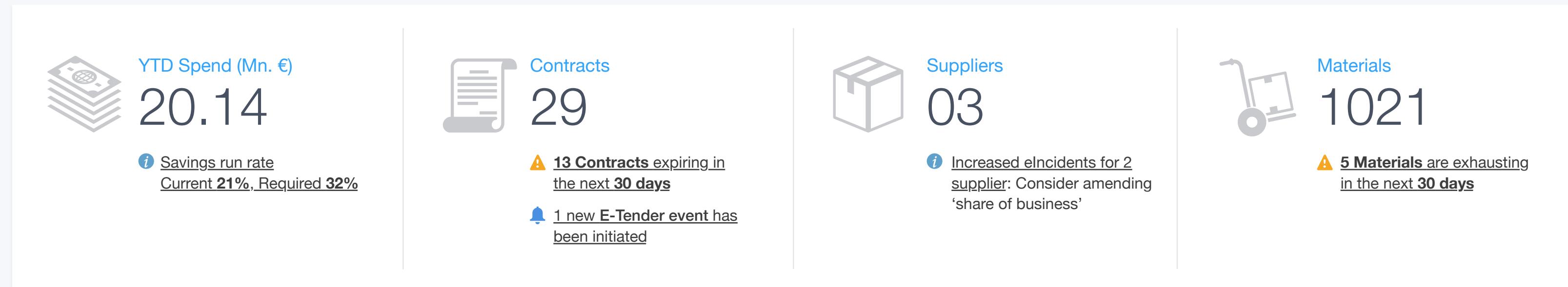
Yes

No

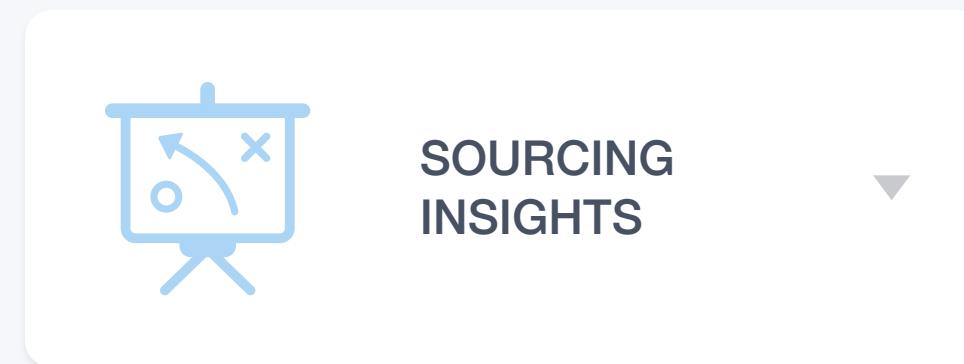
Confirm

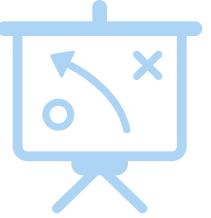


Buyer Overview



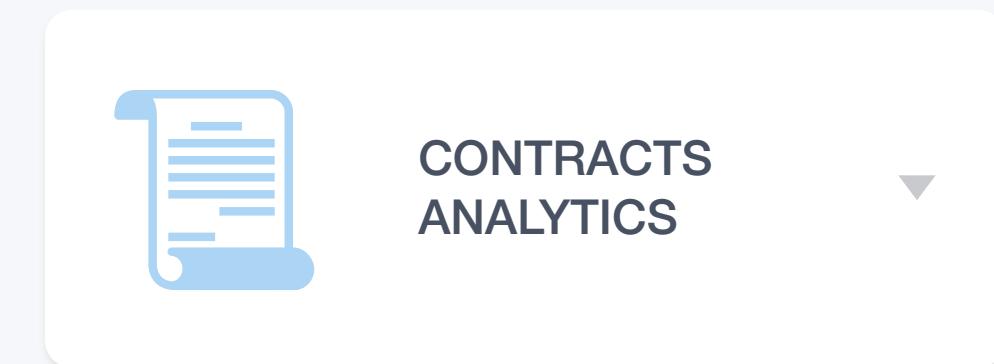
Explore



 **SOURCING INSIGHTS** ▾



 **NEGOTIATION ANALYTICS** ▾



 **CONTRACTS ANALYTICS** ▾

Shortlisted Suppliers (Material 1)

Supplier Name	Invitation for E-Tender	Training Required	Training Status
Supplier 1	Yes	No	Completed
Supplier 2	Yes	Yes	Pending
Supplier 3	No	No	NA
Supplier 4	Yes	No	NA
Supplier 5	No	Yes	Pending

Bid settings

E-Tender Date	Aug 1, 2016	
E-Tender Type	English Reverse	
Bid Duration	1 Minute	
Pre bid	Yes	No

Contract Recommendations

Ceiling price	Inco Terms	
€ 45	Lorem Ipsum	
Contract Type	Time Based	Volume Based
Contract Duration	3 Months	

Shortlisted Suppliers (Material 1)

Supplier Name	Invitation for E-Tender	Training Required	Training Status
Supplier 1	Yes	No	Completed
Supplier 2	Yes	Yes	Pending
Supplier 3	No	No	NA
Supplier 4	Yes	No	Completed
Supplier 5	No	Yes	Pending

Bid settings

E-Tender Date	Aug 1, 2016	
E-Tender Type	English Reverse	
Bid Duration	1 Minute	
Pre bid	Yes	No

Contract Recommendations

Ceiling price	Inco Terms	
€ 45	>Lorem Ipsum	
Contract Type	Time Based	Volume Based
Contract Duration	3 Months	

Confirm

Shortlisted Suppliers (Material 1)

Supplier Name	Invitation for E-Tender	Training Required	Training Status
Supplier 1	Yes	No	Completed
Supplier 2	Yes		
Supplier 3	No		
Supplier 4	Yes		
Supplier 5	No		

Contract Recommendations

Recommended Price € 45	Inco Terms Lorem Ipsum
	Based
	Volume Based
	g 1, 2016
Bid Duration	1 Minute
Pre bid	Yes
	No

E-Tender Notification



E-Tender event #E72LP32 settings have been edited.
Do you wish to continue with selected settings to modify
E-Tender?

No

Confirm



Shortlisted Suppliers (Material 1)

Supplier Name	Invitation for E-Tender	Training Required	Training Status
Supplier 1	Yes	No	Completed
Supplier 2	Yes		E-Tender Notification
Supplier 3	No		
Supplier 4	Yes		E-Tender event #E7
Supplier 5	No		

Contract Recommendations

P32 has been modified.

Recommended Price
€ 45

Inco Terms
Lorem Ipsum

Bid Duration
1 Minute

Pre bid
Yes
No

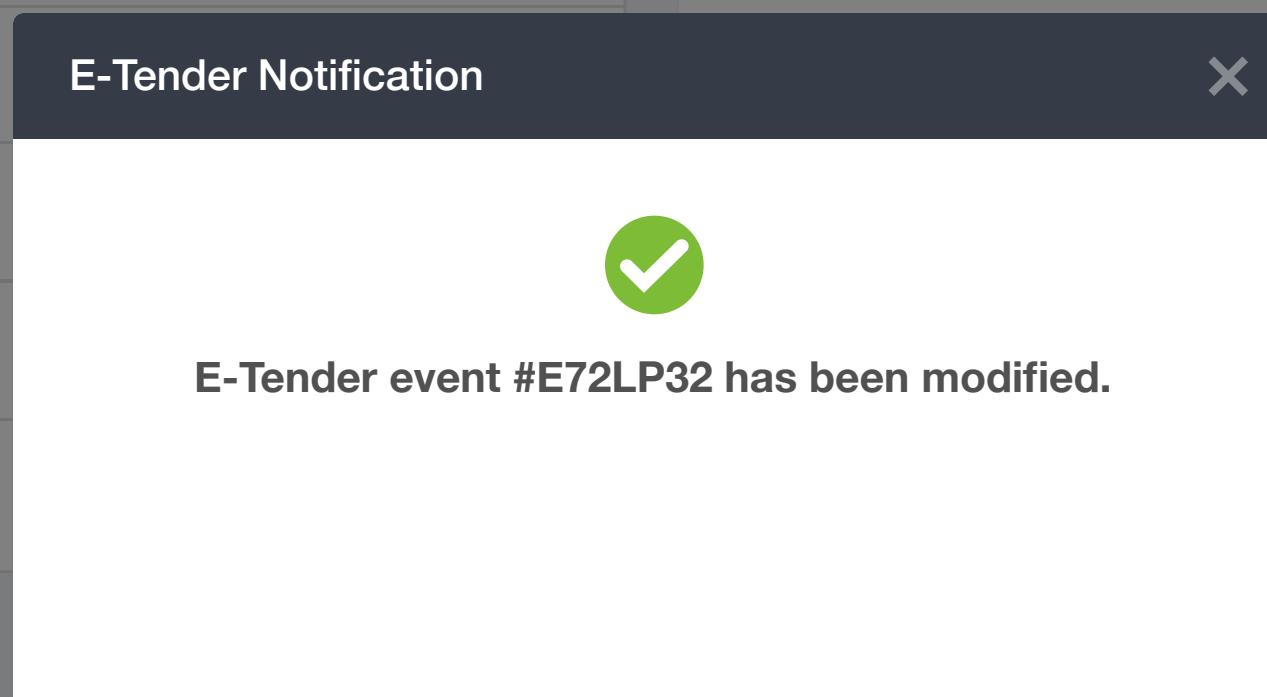
X

Based Volume Based

g 1, 2016

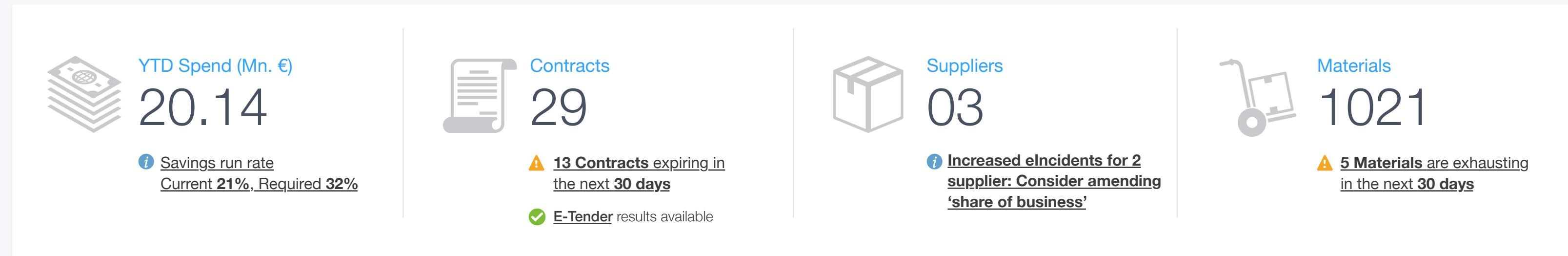
▼
▼
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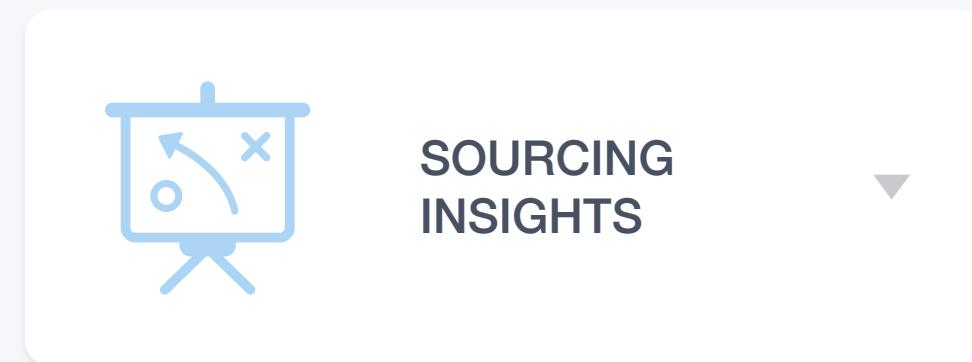


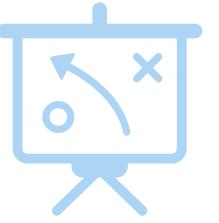


Buyer Overview



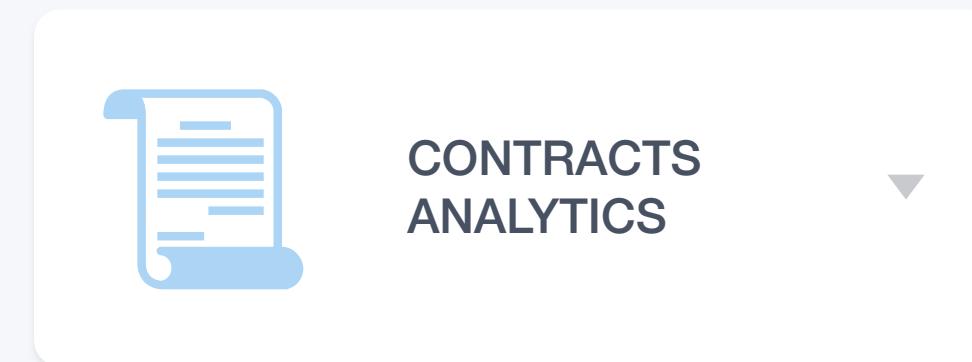
Explore



 **SOURCING INSIGHTS** ▾



 **NEGOTIATION ANALYTICS** ▾



 **CONTRACTS ANALYTICS** ▾



Buyer Overview

YTD Spend (Mn. €)
20.14 Savings run rate
Current **21%**, Required **32%**

Explore

SOURCING
INSIGHTS

E-Tender Completed

**E-Tender #E72LP32 has been completed for Material 1.**
Following are the results

Supplier Name	Price (€)	<u>Recommended Share of Business</u>
Supplier 1	45	55%
Supplier 2	42	25%
Supplier 3	48	20%

How would you like to proceed?

[Face to Face Meeting](#)[Create Contract](#)Materials
1021for 2
ending **5 Materials** are exhausting
in the next **30 days**CONTRACTS
ANALYTICS



GIVAUDAN_2019/Jan
Givaudan_Chemical_Nigeria

LOCKED

HEADER

ITEM DETAILS

LEGAL

ADDITIONAL DETAILS

COLLABORATORS

VIEW SUMMARY

Status:
SENT TO_CPMO

GENERAL

APPROVAL & SIGNATURE

SUPPLIER DETAILS

REPORTING & COMPLIANCE

IFRS



Unilever Contract Header Fields

RESET

Contract Owner*

Abiola Omoniyi



Contract Identifier Name

Givaudan_Chemical_Nigeria

CTC Type*

Volume Based Date Based

Provisional Contract*

Yes No

Contract Description*

CLM Provisional contract for Givaudan

Dates and Reminders

Effective Date*

10-Jan-2019



Expiration Date*

09-Jan-2020



iCAT Reference Number

iCAT00003744

Cloning Reference Number

iCAT00000816

CLM Reference Number

NA

Contract ID	Supplier Name	Expiry Date	Materials	Plants
12312341	Supplier 1	03/01/2019	Material 1	View ▾

Our Recommendations



Pricing

Market prices are on a lower trend. Other suppliers may offer a lower price. Go for [competitive bidding](#)



Volume

[View forecasting trends](#)
Material 1: 100 tonnes
[View volume by plant](#)



Contract Type
Time based for
3 months



Inco Terms
DDP

List of Suppliers (Select Suppliers)

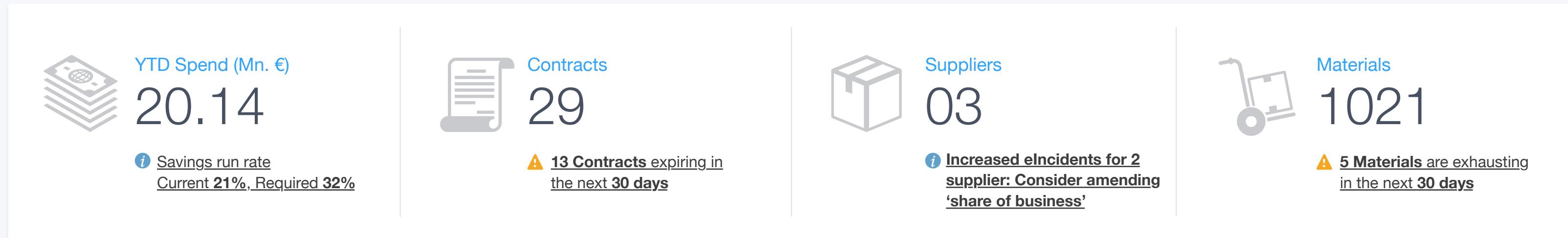
SUPPLIER DETAILS							SUPPLIER PERFORMANCE		
ID	Rating	Supplier Name	SOB	Landed Price	Spend	Lead Time	OTIF	SUSO Compliance	e-Incidents
<input checked="" type="checkbox"/> 4364	4.2 ★	Supplier 1	80%	43	+2.5 k	20 days	98%	87%	1
5455	3.6 ★	Supplier 2	-	42	+1.4 k	16 days	86%	82%	2
8782	2.4 ★	Supplier 3	New	45	+1.3 k	12 days	67%	79%	5

Negotiation Options

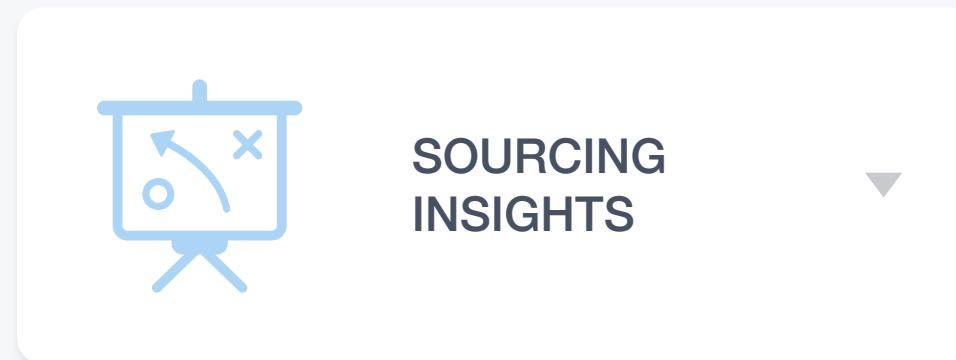
[RFQ](#)[E-Tender](#)[Face to Face](#)[Renew Contract](#)[Nego Factory](#)

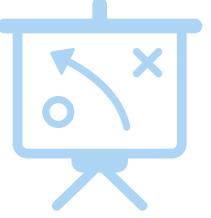


Buyer Overview



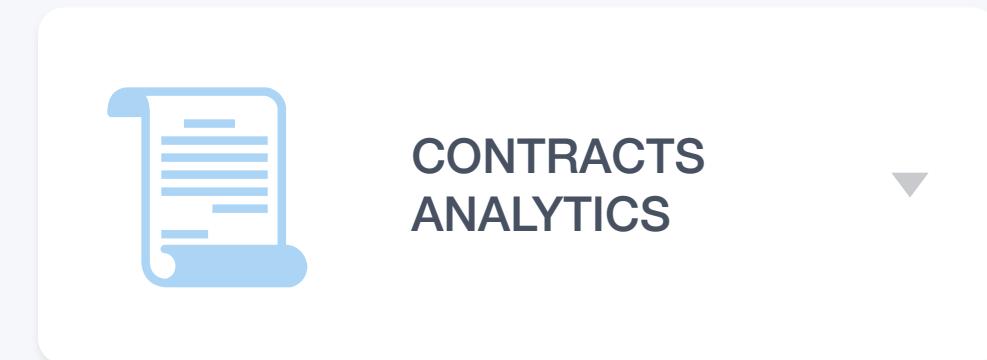
Explore



 **SOURCING INSIGHTS** ▾



 **NEGOTIATION ANALYTICS** ▾



 **CONTRACTS ANALYTICS** ▾



Home / Contract Expiry

Contract Expiry Alert

Total Contracts Expiring

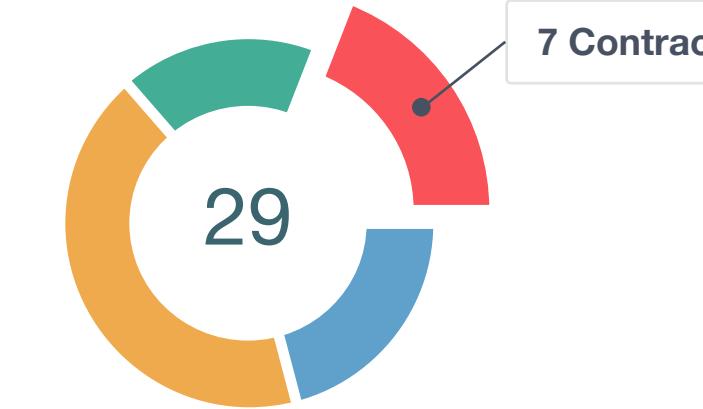
Days

6-10

11-20

21-30

31-60



Impact

7 Contracts expiring in **20 Days**, with potential impact on delivery for 5 plants

Filter

Contract No.	Supplier Name ▲	Contract Expiry Date ▼	Volume Exhaustion Date ▼	Lead time to Source (Days) ▲	Contract Type ▲	Contract
8237123128	Supplier 1	15 Dec 2018	-	15	Time Based	
8237123128	Supplier 1	16 Dec 2018	30 Jan 2019	19	Volume Based	
8237123128	Supplier 3	17 Dec 2018		25	Time Based	
8237123128	Supplier 4	19 Dec 2018	14 Feb 2018	27	Volume Based	
8237123128	Supplier 5	20 Dec 2018		25	Time Based	

Contract ID
[12312341](#)Supplier Name
[Supplier 1](#)Expiry Date
[03/01/2019](#)Materials ▾
[Material 1](#)Plants ▾
[View](#)

Our Recommendations



Pricing

Potential underutilized contracts available for the same Material in other Plants.

[View underutilized contracts](#)

Volume

[View forecasting trends](#)
Material 1: 100 tonnes
[View volume by plant](#)



Contract Type
Time based for
3 months



Inco Terms
DDP ▾

List of Suppliers (Select Suppliers)

SUPPLIER DETAILS							SUPPLIER PERFORMANCE		
ID	Supplier Name	Contract	Plant	Landed Price	Spend	Lead Time	OTIF	SUSO Compliance	e-Incidents
<input checked="" type="checkbox"/> 4364	Supplier 1	14567843	Plant 2	43	 +2.5 k	20 days	98%	87%	1
5455	Supplier 2	15896754	Plant 4	42	 +1.4 k	16 days	86%	82%	2

[Accept recommendation to amend contract](#)[Explore Fresh Sourcing](#)

Contract ID
[12312341](#)Supplier Name
[Supplier 1](#)Expiry Date
[03/01/2019](#)Materials ▾
[Material 1](#)Plants
View ▾

Materials	Plants	Volume Exhaustion Date
 Material 1	Plant 1	30/01/2019
 Material 2	Plant 2	14/02/2019
 Material 3	Plant 3	20/04/2019

Our Recommendations



Pricing

Potential underutilized contracts available for the same Material in other Plants.

[View underutilized contracts](#)

Volume

[View forecasting trends](#)**Material 1: 100 tonnes**[View volume by plant](#)

List of Suppliers (Select Suppliers)

SUPPLIER DETAILS							SUPPLIER PERFORMANCE		
ID	Supplier Name	Contract	Plant	Landed Price	Spend	Lead Time	OTIF	SUSO Compliance	e-Incidents
<input checked="" type="checkbox"/> 4364	Supplier 1	14567843	Plant 2	43	 +2.5 k	20 days	98%	87%	1
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[Accept recommendation to amend contract](#)[Explore Fresh Sourcing](#)

Contract ID	Supplier Name	Expiry Date	Materials ▾	Plants
12312341	Supplier 1	03/01/2019	Material 1	View ▾

Our Recommendations



Pricing

Potential underutilized contracts available for the same Material in other Plants.

[View underutilized contracts](#)

Volume

[View forecasting trends](#)

Material 1: 100 tonnes

[View volume by plant](#)

Materials	Plants	Volume Exhaustion Date
● Material 1	Plant 1	30/01/2019
● Material 2	Plant 2	14/02/2019
● Material 3	Plant 3	20/04/2019

List of Suppliers (Select Suppliers)

SUPPLIER DETAILS							SUPPLIER PERFORMANCE		
ID	Rating	Supplier Name	SOB	Landed Price	Spend	Lead Time	OTIF	SUSO Compliance	e-Incidents
<input checked="" type="checkbox"/> 4364	4.2 ★	Supplier 1	80%	43	 +2.5 k	20 days	98%	87%	1
5455	-	Supplier 2	-	42	-	-	-	-	-
8782	2.4 ★	Supplier 3	New	45	 +1.3 k	12 days	67%	79%	5

Negotiation Options

[RFQ](#)[E-Tender](#)[Face to Face](#)[Renew Contract](#)[Nego Factory](#)

Contract ID
[12312341](#)Supplier Name
[Supplier 1](#)Expiry Date
[03/01/2019](#)Materials ▾
[Material 1](#)Plants
[View](#) ▾

Our Recommendations



Pricing

Potential underutilized contracts available for the same Material in other Plants.

[View underutilized contracts](#)

Volume

[View forecasting trends](#)

Material 1: 100 tonnes

[View volume by plant](#)Contract Type
Time based for
3 monthsInco Terms
DDP ▾

List of Suppliers (Select Suppliers)

SUPPLIER DETAILS							SUPPLIER PERFORMANCE		
ID	Rating	Supplier Name	SOB	Landed Price	Spend	Lead Time	OTIF	SUSO Compliance	e-Incidents
<input checked="" type="checkbox"/> 4364	4.2 ★	Supplier 1	80%	43	 +2.5 k	20 days	98%	87%	1
5455	-	Supplier 2	-	42	-	-	-	-	-
8782	2.4 ★	Supplier 3	New	45	 +1.3 k	12 days	67%	79%	5

Negotiation Options

[RFQ](#)[E-Tender](#)[Face to Face](#)[Renew Contract](#)[Nego Factory](#)



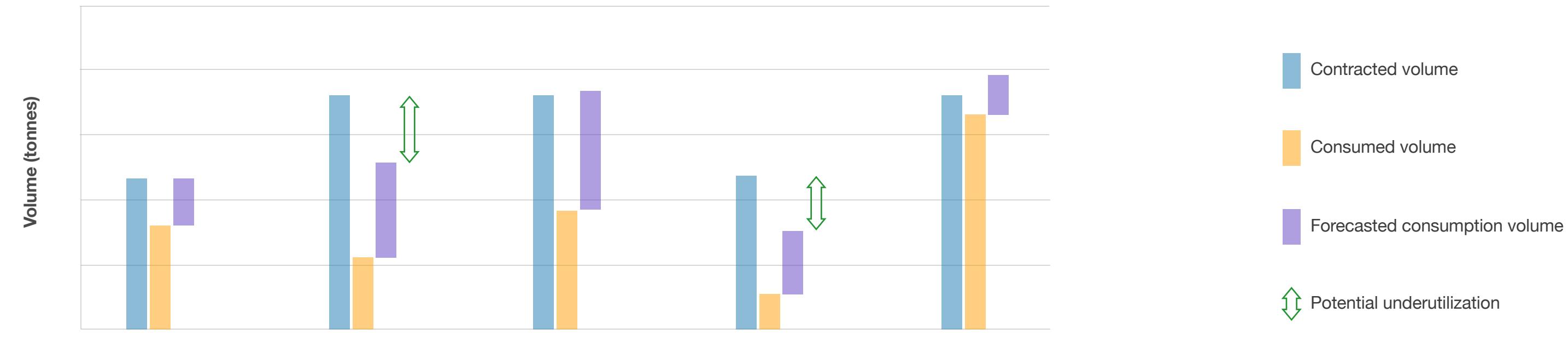
Material

Select

Material 1



Potential underutilized contracts in other plants



Contract	Supplier Name	Plant	Volume (Tonnes)			
			Contracted	Consumed	Forecasted consumption	Potential underutilization
14567843	Supplier 1	Plant 2	1000	200	400	400

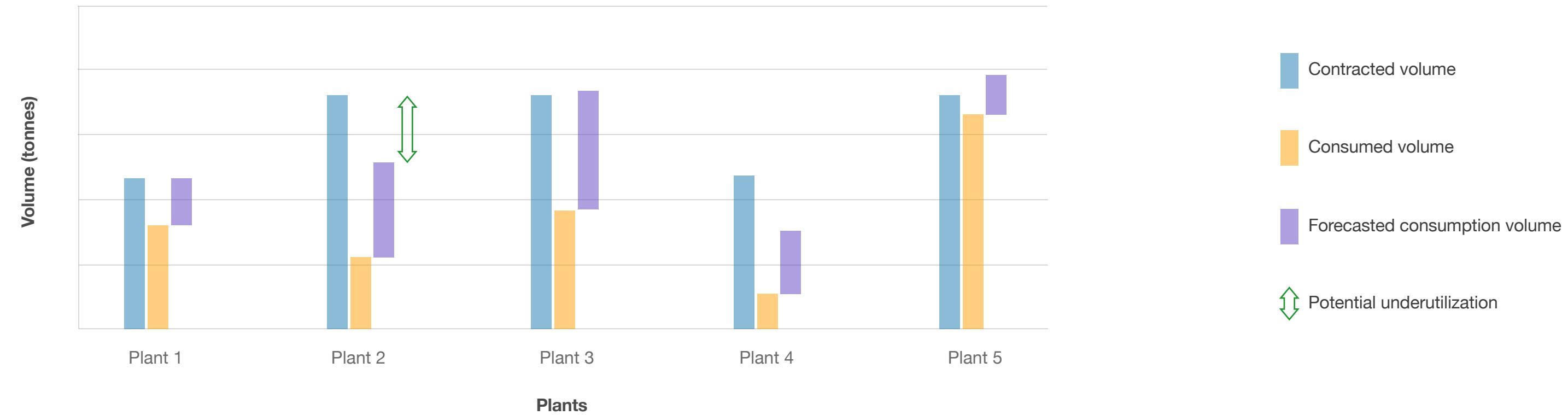


Material

Select

Material 1 X

Potential underutilized contracts in other plants



Contract	Supplier Name	Plant	Volume (Tonnes)			
			Contracted	Consumed	Forecasted consumption	Potential underutilization
14567843	Supplier 1	Plant 2	300	100	100	100
14567545	Supplier 2	Plant 4 -	100	0	50	50



Material

Select

HS53 (PALM STEARIN MIX) X

Plant

Select

Plant 1 X

Supplier

Select

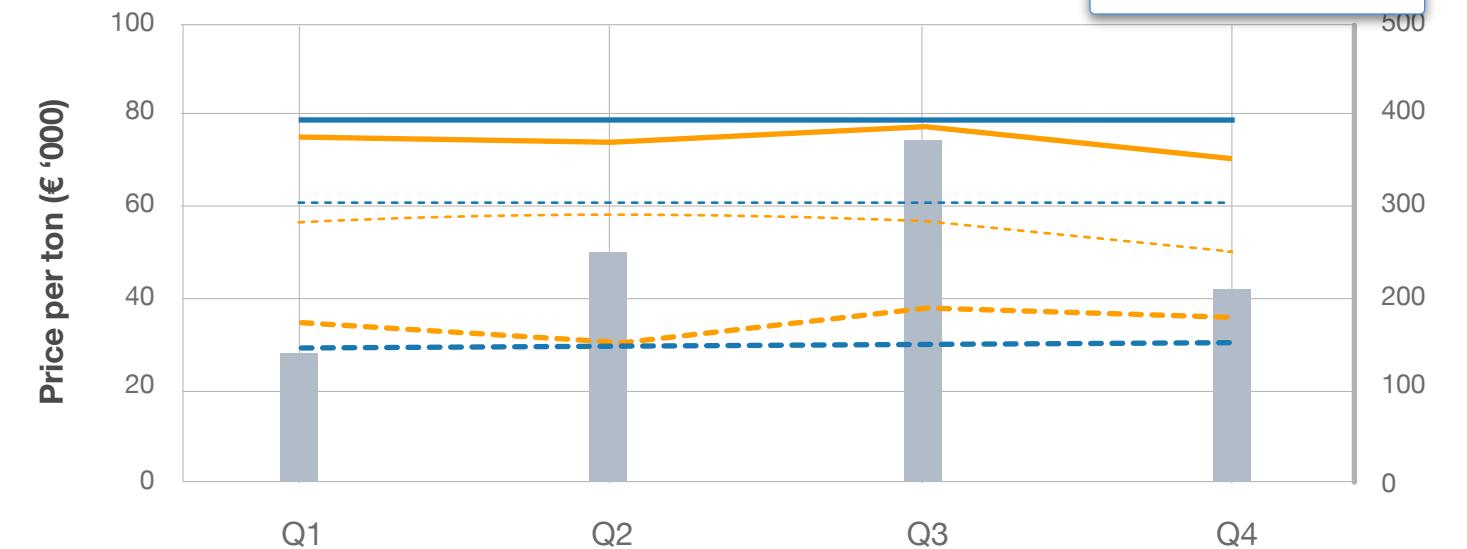
1 ASIANAGRO AGUNGJAYA PT X2 ASIANAGRO AGUNGJAYA PT X

Incoterms

Select

DDP X

Supplier Comparator

 ---- Forex Adjusted Base Price
 - - - Freight and Logistics Cost
 — Landed Cost

 1 ASIANAGRO AGUNGJAYA PT
 2 ASIANAGRO AGUNGJAYA PT

Total annual cost for HS53 (PALM STEARIN MIX)

€ 41,510
€ 43,550

Average annual cost per ton for HS53 (PALM STEARIN MIX)

€ 61.00
€ 65.00

Share of Business 'what-if' scenario analysis

 1 ASIANAGRO
AGUNGJAYA PT

◀ 20% ▶
◀ 2 ASIANAGRO
AGUNGJAYA PT ▶

Average annual landed cost per ton for HS53 (PALM STEARIN MIX) = 63.5 Euros

Home / Contract Expiry

Contract Expiry Alert

Total Contracts Expiring

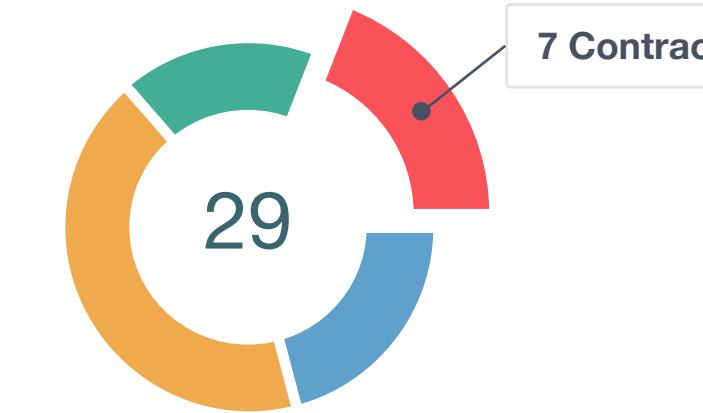
Days

6-10

11-20

21-30

31-60



Impact

7 Contracts expiring in **20 Days**, with potential impact on delivery for 5 plants

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Contract No.	Supplier Name ▾	Contract Expiry Date ▾	Volume Exhaustion Date ▾	Lead time to Source (Days) ▾	Contract Type ▾	Contract
8237123128	Supplier 1	15 Dec 2018	15 Dec 2018	15	Time Based	
8237123128	Supplier 2	16 Dec 2018	30 Jan 2019	19	Volume Based	
8237123128	Supplier 3	17 Dec 2018	30 Jan 2018	25	Time Based	
8237123128	Supplier 4	19 Dec 2018	14 Feb 2018	27	Volume Based	
8237123128	Supplier 5	20 Dec 2018	20 Dec 2018	25	Time Based	

Home / Contract Expiry

Contract Expiry Alert

Total Contracts Expiring

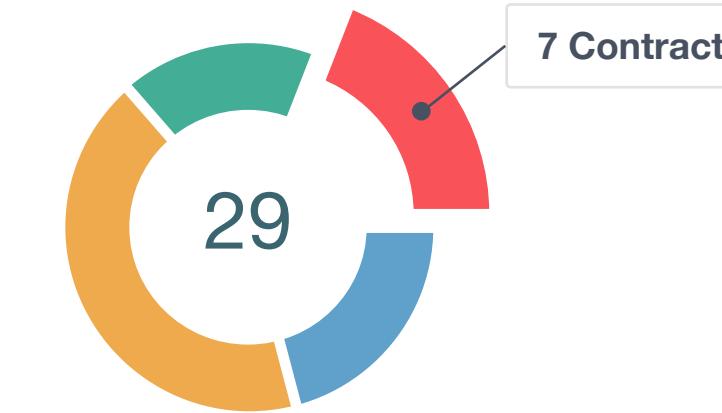
Days

6-10

11-20

21-30

31-60



Impact

7 Contracts expiring in **20 Days**, with potential impact on delivery for 5 plants

Filter

Contract No.	Supplier Name ▾	Contract Expiry Date ▾	Volume Exhaustion Date ▾	Lead time to Source (Days) ▾	Contract Type ▾	Contract
8237123128	Supplier 1	15 Sep 2019	10 Aug 2019	15	Time Based	
8237123128	Supplier 2	10 Oct 2019	30 Oct 2019	19	Volume Based	
8237123128	Supplier 3	17 Oct 2019	15 Nov 2019	25	Time Based	
8237123128	Supplier 4	19 Nov 2019	30 Oct 2019	27	Volume Based	
8237123128	Supplier 5	20 Dec 2019	10 Nov 2019	25	Time Based	

Contract ID
12312341Supplier Name
Supplier 1Expiry Date
03/01/2019Materials ▾
Material 1Plants
View

Our Recommendations



Pricing

Opportunity to consolidate volume requirements with potential underutilized contracts in other Plants. [View underutilized contracts](#)



Volume

[View forecasting trends](#)
Material 1: 100 tonnes
[View volume by plant](#)



Contract Type
Time based for
3 months



Inco Terms
DDP

Material Availability (Supplier 1)

Material Name	Plant	Volume Exhaustion Date
Material 1	Plant 1	30/01/2019
Material 2	Plant 4	20/04/2019
Material 3	Plant 5	15/03/2019

List of Plants (Material 1)

Plant	Supplier Name	Volume Exhaustion Date	Supplier Performance				
			Contracted	Consumed	Forecasted Consumption	Potential Shortfall	Potential Underutilization
<input checked="" type="checkbox"/> Plant 5	Supplier 1	30/01/2019	250	200	250	-	200
<input checked="" type="checkbox"/> Plant 2	Supplier 1	20/04/2019	1000	200	400	400	-
<input checked="" type="checkbox"/> Plant 6	Supplier 2	15/03/2019	500	250	400	-	150

[Accept recommendation to amend contract for consolidated volume based on above selection](#)[Explore Fresh Sourcing](#)

Contract ID
12312341Supplier Name
Supplier 1Expiry Date
03/01/2019Materials ▾
Material 1Plants
View

Our Recommendations



Pricing

Opportunity to consolidate volume requirements with potential underutilized contracts in other Plants. [View underutilized contracts](#)



Volume

[View forecasting trends](#)
Material 1: 100 tonnes
[View volume by plant](#)



Materials	Plants	Volume Exhaustion Date
● Material 1	Plant 1	30/01/2019
● Material 2	Plant 2	14/02/2019
● Material 3	Plant 3	20/04/2019

Material Availability (Supplier 1)

Material Name	Plant	Volume Exhaustion Date
Material 1	Plant 1	30/01/2019
Material 2	Plant 4	20/04/2019
Material 3	Plant 5	15/03/2019

List of Plants (Material 1)

Plant	Supplier Name	Volume Exhaustion Date	Supplier Performance				
			Contracted	Consumed	Forecasted Consumption	Potential Shortfall	Potential Underutilization
<input checked="" type="checkbox"/> Plant 5	Supplier 1	30/01/2019	250	200	250	-	200
<input checked="" type="checkbox"/> Plant 2	Supplier 1	20/04/2019	1000	200	400	400	-
<input checked="" type="checkbox"/> Plant 6	Supplier 2	15/03/2019	500	250	400	-	150

[Accept recommendation to amend contract for consolidated volume based on above selection](#)[Explore Fresh Sourcing](#)

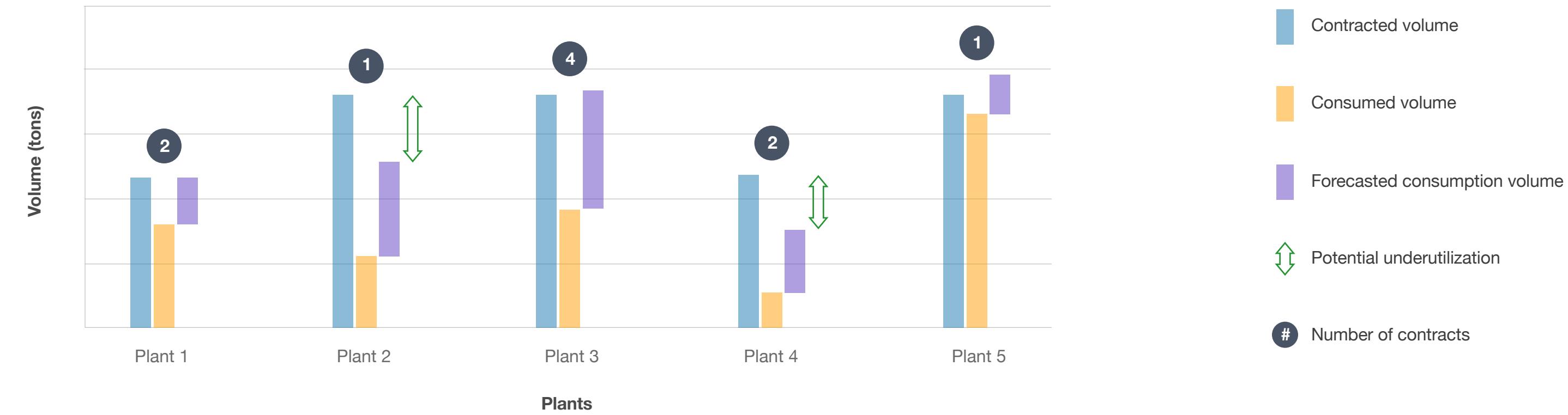


Material

Select

Material 1 ×

Potential underutilized contracts in other plants



Contract	Supplier Name	Plant	Volume (Tons)			
			Contracted	Consumed	Forecasted consumption	Potential underutilization
14567843	Supplier 1	Plant 2	1000	200	400	400

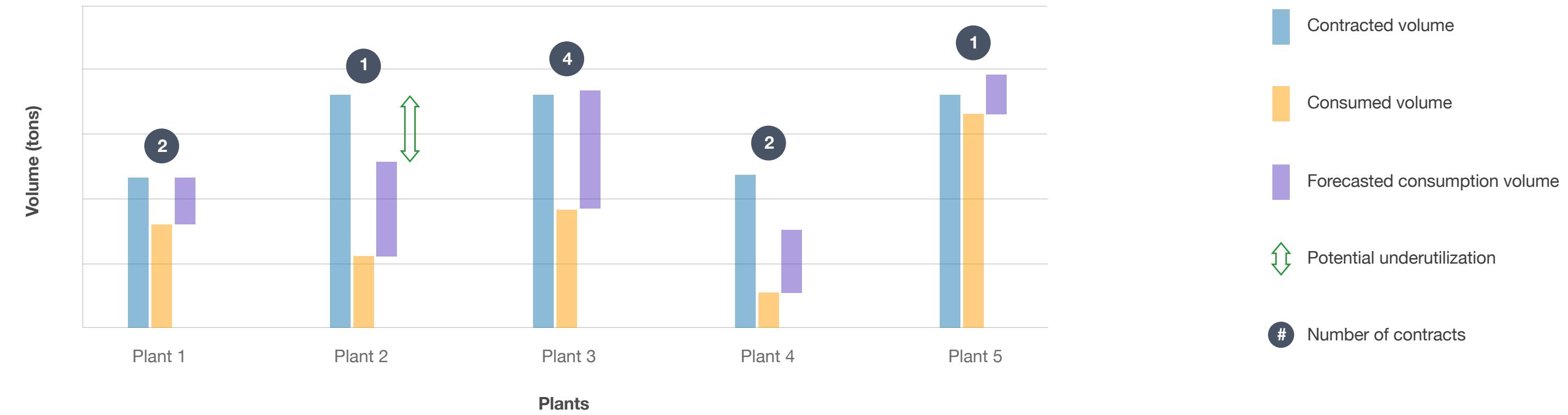


Material

Select

Material 1 X

Potential underutilized contracts in other plants



Contract	Supplier Name	Plant	Volume (Tons)			
			Contracted	Consumed	Forecasted consumption	Potential underutilization
14567843	Supplier 1	Plant 2	300	100	100	100
14567545	Supplier 2	Plant 4	100	0	50	50

Home / Contract Expiry

Contract Expiry Alert

Total Contracts Expiring

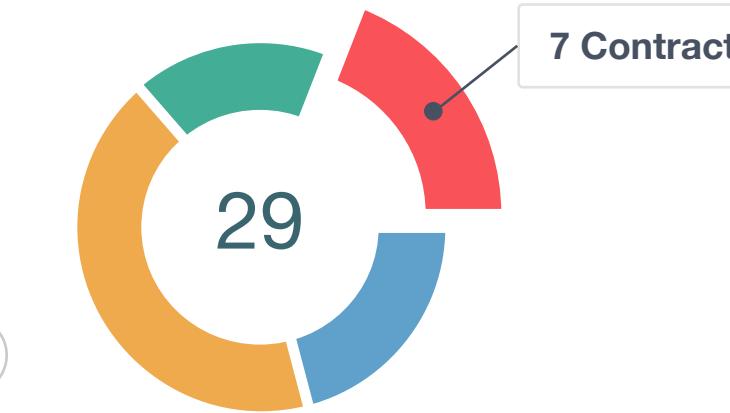
Days

6-10

11-20

21-30

31-60



Impact

7 Contracts expiring in **20 Days**, with potential impact on delivery for 5 plants

Filter

Contract No.	Supplier Name ▾	Contract Expiry Date ▾	Volume Exhaustion Date ▾	Lead time to Source (Days) ▾	Contract Type ▾	Contract
8237123128	1 Asianagro..	15 Sep 2019	-	15	Time Based	
8237123128	2 Asianagro..	10 Oct 2019	03 Oct 2019	19	Volume Based	
8237123128	3 Asianagro..	17 Oct 2019	-	25	Time Based	
8237123128	4 Asianagro..	19 Nov 2019	30 Oct 2019	27	Volume Based	
8237123128	5 Asianagro..	20 Dec 2019	-	25	Time Based	

Contract ID	Supplier Name	Expiry Date	Material Group	Line Item Coverage	Plants
4600450760	AKZO NOBEL FUNCTIONAL CHE	31-03-2019	Oils & Fats	2/1	View ▾

Our Recommendations



Pricing

[Market prices](#) are on a lower trend.
Other suppliers may offer a lower price. Go for [competitive bidding](#)



Volume

[View forecasting trends](#)
Material 1: 100 tonnes
[View volume by plant](#)



Contract Type
Time based for
3 months

List of Suppliers (Select Suppliers)

SUPPLIER DETAILS				LINE ITEM DETAIL				PERFORMANCE		
Supplier	Inco Terms	Last Contracted Date	Line Item Coverage	Materials				OTIF	e-Incidents	
				INR	EURO					
<input checked="" type="checkbox"/> AKZO	CIP	01-04-2018	1/1	HS53	Plant 2	20%	€ 45	98%	1	▼
<input checked="" type="checkbox"/> LG..	DDP	13-01-2017	1/1	HS53..	-	20%	€ 45	67%	1	▼
CHEMI	DDP	01-05-2018	1/1	-	-	-	€ 42	60%	2	▼

Negotiation Options

[RFQ](#)[E-Tender](#)[Face to Face](#)[Renew Contract](#)[Nego Factory](#)

Contract ID	Supplier Name	Expiry Date	Material Group	Line Items
4600450760	AKZO NOBEL FUNCTIONAL CHE	31-03-2019	Oils & Fats	1

Our Recommendations



Pricing

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Volume

[View forecasting trends](#)
Material 1: 100 tonnes
[View volume by plant](#)



Contract Type
Time based for
3 months

List of Suppliers (Select Suppliers)

SUPPLIER DETAILS				LINE ITEM DETAIL					PERFORMANCE	
Supplier	Inco Terms	Last Contracted Date	Line Item Coverage	Materials	Plants	SOB	Price	OTIF	e-Incidents	
							INR	EURO		
<input checked="" type="checkbox"/> AKZO	CIP	01-04-2018	1/1	-	-	-	-	-	98%	1
<input checked="" type="checkbox"/> LG	DDP	13-01-2017	1/1	HS53	Plant 2	20%	€ 45	-	-	

Negotiation Options

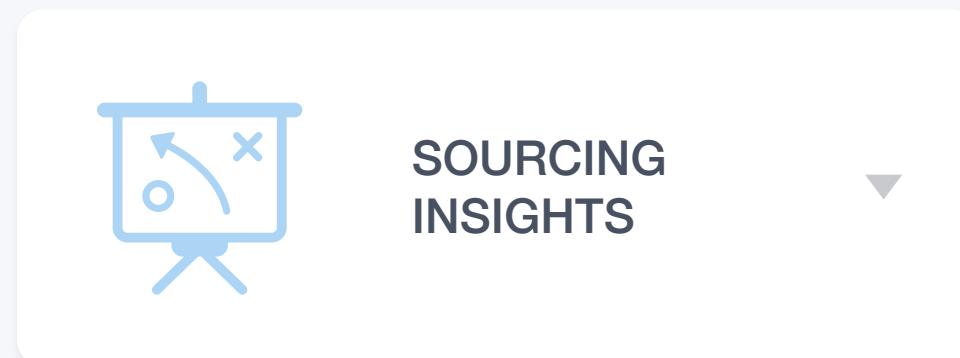
[RFQ](#)
[E-Tender](#)
[Face to Face](#)
[Renew Contract](#)
[Nego Factory](#)

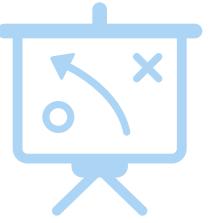


Buyer Overview



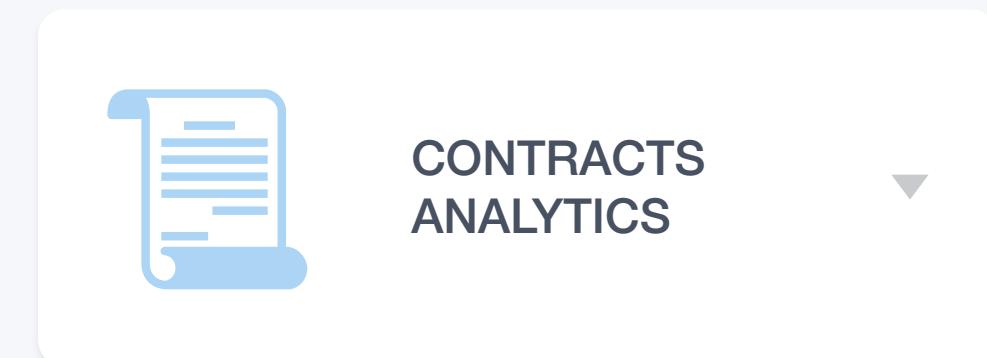
Explore



 **SOURCING INSIGHTS** ▾



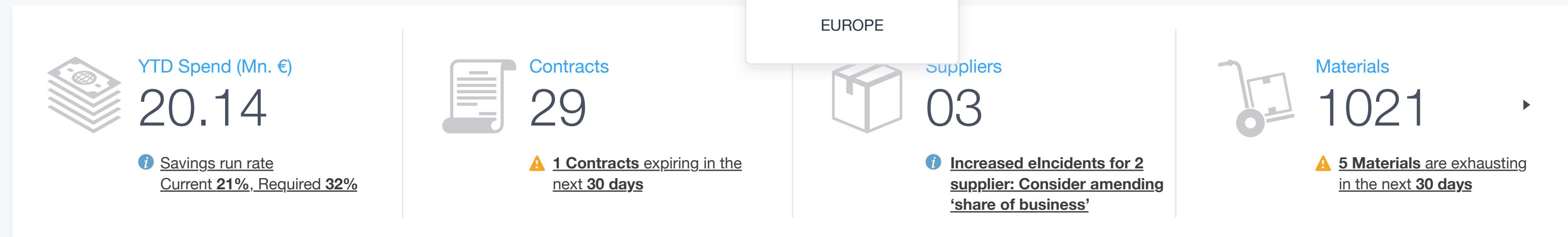
 **NEGOTIATION ANALYTICS** ▾



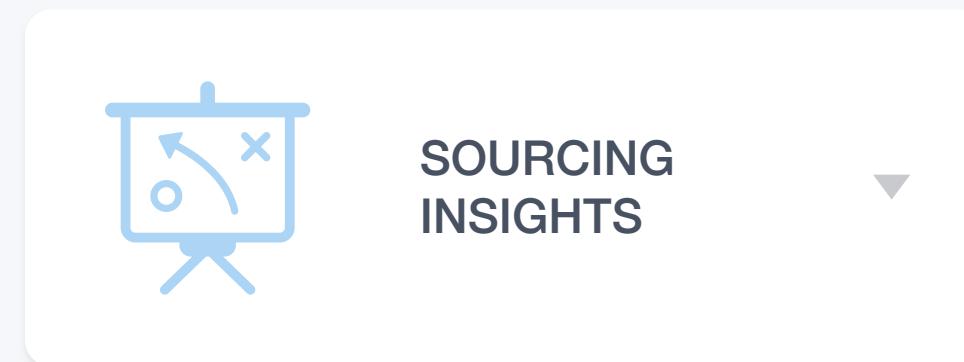
 **CONTRACTS ANALYTICS** ▾

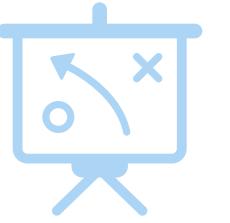


Buyer Overview



Explore



 **SOURCING INSIGHTS** ▾



 **NEGOTIATION ANALYTICS** ▾



 **CONTRACTS ANALYTICS** ▾



Buyer Overview



YTD Spend (Mn. €)

20.14

 12K \$ Impact to spend

Contracts

69

 1 Contracts expiring in the next 30 days

U2K2

FUSION

EUROPE



Suppliers

45

 4 blocked invoices
 2 SNCR issues

Materials

15

 3 Materials run out of cover in 60 days
 Delivery Risk on Material A in 30 days

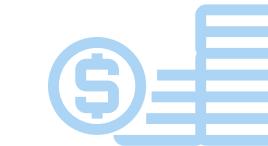
Explore



MATERIAL PLANNING



DELIVERY



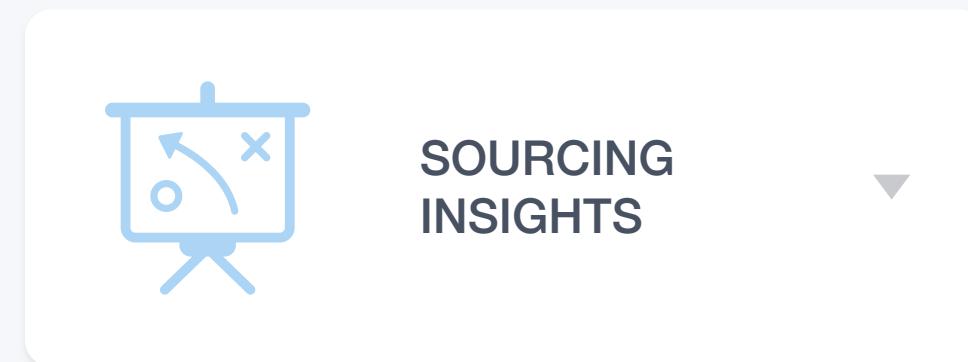
FINANCIALS

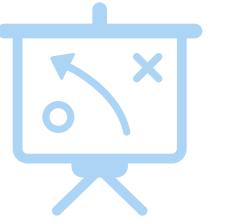


Buyer Overview



Explore



 **SOURCING INSIGHTS** ▾



 **NEGOTIATION ANALYTICS** ▾



 **CONTRACTS ANALYTICS** ▾

Contract ID	Supplier Name	Expiry Date	Material Group	Line Item Coverage	Plants
12312341	Asianagro Agungjaya Pt.	03/01/2019	Oils & Fats	HS53 (Palm Stearin Mix)	View ▾

Our Recommendations



Pricing

[Market prices](#) are on a lower trend. Other suppliers may offer a lower price. Go for [competitive bidding](#)



Volume

[View forecasting trends](#)
Material 1: 100 tonnes
[View volume by plant](#)



Contract Type
Time based for
3 months



Inc Terms
Ex Works ▾

List of Suppliers (Select Suppliers)

SUPPLIER DETAILS				SUPPLIER PERFORMANCE					
Supplier	Inco Terms	Avg. Annual Spend	Line Item Coverage	Materials	Plants	SOB	Price	OTIF	e-Incidents
				INR	EURO				
<input checked="" type="checkbox"/> S1	DDP	 +2.5 k	HS53 (Palm Stearing Mix)	Oils & Fats	Plant 1	80%	₹ 3630.04	98%	1
				Oils & Fats	-	20%	-	67%	5
<input checked="" type="checkbox"/> 8782	-	 ±1.3 k	HS53 (Palm Stearing Mix)	Oils & Fats	Plant 2	20%	₹ 3388.03	60%	5

Negotiation Options

[RFQ](#)[E-Tender](#)[Face to Face](#)[Renew Contract](#)[Nego Factory](#)

Contract ID	Supplier Name	Expiry Date	Material Group	Line Items
4600450760	AKZO NOBEL FUNCTIONAL CHE	31-03-2019	Oils & Fats	1

Our Recommendations



Pricing

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Volume

[View forecasting trends](#)
Material 1: 100 tonnes
[View volume by plant](#)



Contract Type
Time based for
3 months

List of Suppliers (Select Suppliers)

SUPPLIER DETAILS				LINE ITEM DETAIL				PERFORMANCE		
Supplier	Inco Terms	Last Contracted Date	Line Item Coverage	Materials	Plants	SOB	Price	OTIF	e-Incidents	
				INR	EURO					
<input checked="" type="checkbox"/> AKZO	CIP	01-04-2018	1/1	HS53	Plant 2	20%	₹ 3630.04	98%	1	▼
<input checked="" type="checkbox"/> LG..	DDP	13-01-2017	1/1	HS53..	-	20%	₹ 3630.04	67%	1	▼
CHEMI	DDP	01-05-2018	1/1	-	-	-	₹ 3388.03	60%	2	▼

Negotiation Options

RFQ

E-Tender

Face to Face

Renew Contract

Nego Factory

Contract ID	Supplier Name	Expiry Date	Material Group	Line Items
4600450760	AKZO NOBEL FUNCTIONAL CHE	31-03-2019	Oils & Fats	1

Our Recommendations



Pricing

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Volume

[View forecasting trends](#)
Material 1: 100 tonnes
[View volume by plant](#)



Contract Type
Time based for
3 months

List of Suppliers (Select Suppliers)

SUPPLIER DETAILS				LINE ITEM DETAIL					PERFORMANCE	
Supplier	Inco Terms	Last Contracted Date	Line Item Coverage	Materials	Plants	SOB	Price	OTIF	e-Incidents	
							INR	EURO		
<input checked="" type="checkbox"/> AKZO	CIP	01-04-2018	1/1	-	-	-	-	-	98%	1
<input checked="" type="checkbox"/> LG	DDP	13-01-2017	1/1	HS53	Plant 2	20%	₹ 3630.04	-	-	

Negotiation Options

[RFQ](#)
[E-Tender](#)
[Face to Face](#)
[Renew Contract](#)
[Nego Factory](#)

Contract ID	Supplier Name	Expiry Date	Material Group	Line Item Coverage	Plants
12312341	Asianagro Agungjaya Pt.	03/01/2019	Oils & Fats	2/1	View ▾

Our Recommendations



Pricing

[Market prices](#) are on a lower trend.
Other suppliers may offer a lower price. Go for [competitive bidding](#)



Volume

[View forecasting trends](#)
Material 1: 100 tonnes
[View volume by plant](#)



Contract Type
Time based for
3 months



Inco Terms
Ex Works ▾

List of Suppliers (Select Suppliers)

SUPPLIER DETAILS				LINE ITEM DETAIL				SUPPLIER PERFORMANCE	
Supplier	Inco Terms	Avg. Annual Spend	Line Item Coverage	Materials	Plants	SOB	Price	OTIF	e-Incidents
<input checked="" type="checkbox"/> Asianagro..	DDP	+2.5 k	2/1		<i>Expend for detail</i>			98%	1
<input checked="" type="checkbox"/> 5455		+1.3 k	2/1		HS53..	20%	₹ 3630.04	67%	5
8782	-	-	2/1		-	-	₹ 3388.03	60%	-

Negotiation Options

RFQ

E-Tender

Face to Face

Renew Contract

Nego Factory

Contract ID	Supplier Name	Expiry Date	Material Group	Line Item Coverage	Plants
12312341	Asianagro Agungjaya Pt.	03/01/2019	Oils & Fats	2/1	View ▾

Our Recommendations



Pricing

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Volume

[View forecasting trends](#)
Material 1: 100 tonnes
[View volume by plant](#)



Contract Type
Time based for
3 months



Inco Terms
Ex Works ▾

List of Suppliers (Select Suppliers)

SUPPLIER DETAILS				LINE ITEM DETAIL				SUPPLIER PERFORMANCE	
Supplier	Inco Terms	Avg. Annual Spend	Line Item Coverage	Materials	Plants	SOB	Price	OTIF	e-Incidents
<input checked="" type="checkbox"/> Asianagro..	DDP	+2.5 k	2/1					Detail	
				HS53..	Plant 2	20%	₹ 3630.04	98%	1
<input checked="" type="checkbox"/> 5455		+1.3 k	2/1					-	
				-	-	-	₹ 3388.03	60%	-

Negotiation Options

RFQ

E-Tender

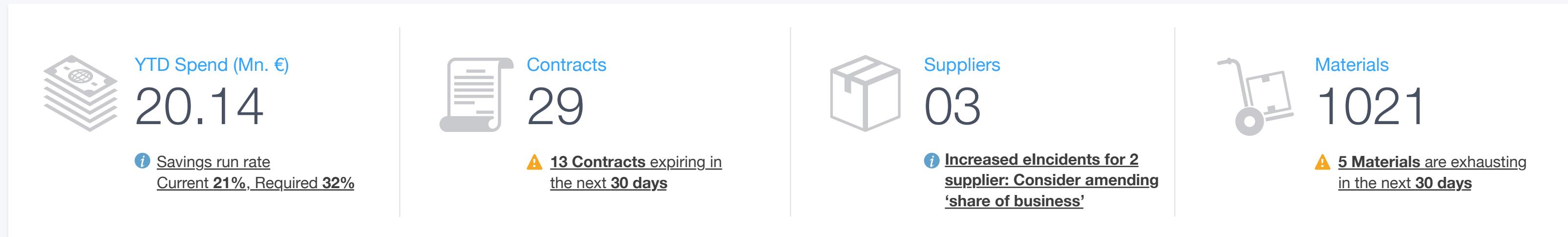
Face to Face

Renew Contract

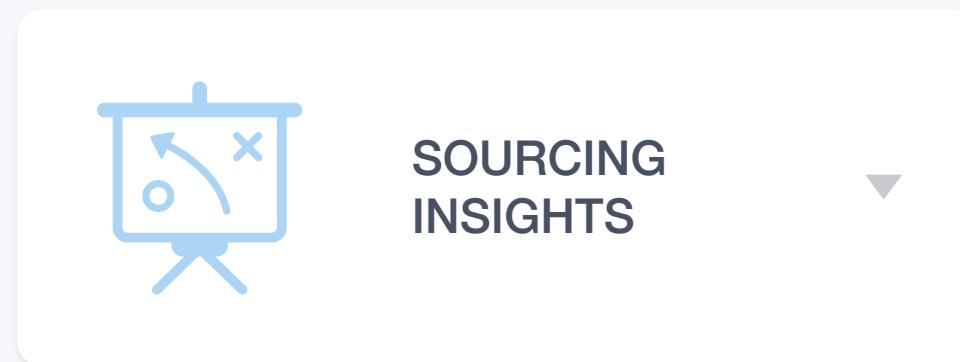
Nego Factory

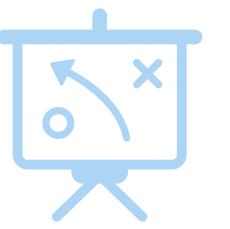


Buyer Overview



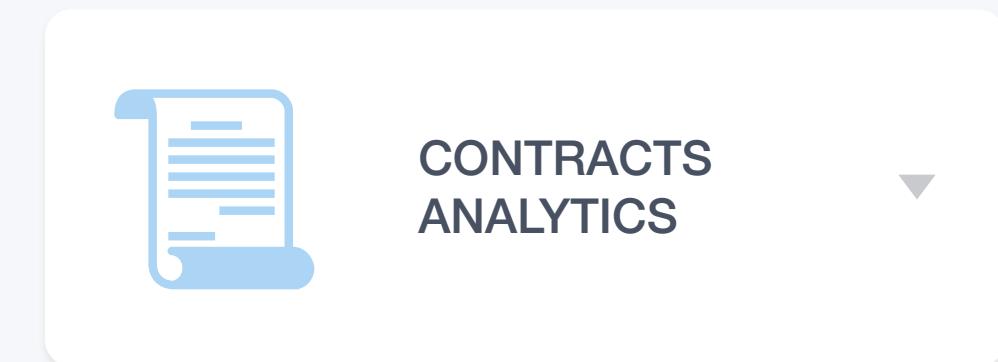
Explore



 **SOURCING INSIGHTS** ▾



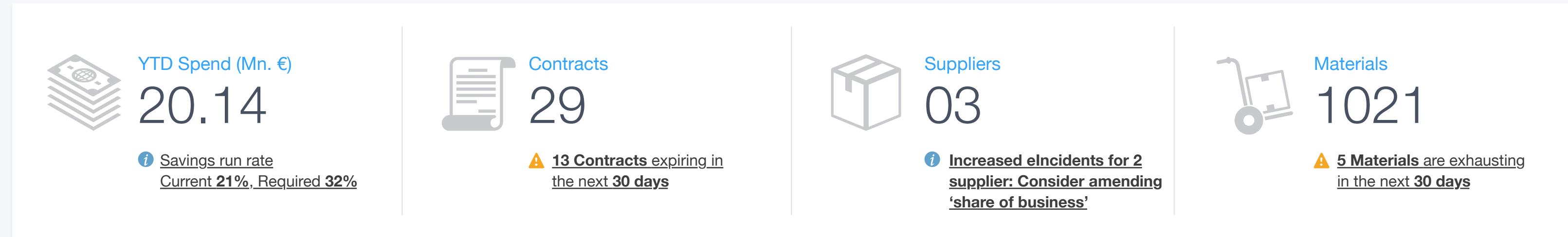
 **NEGOTIATION ANALYTICS** ▾



 **CONTRACTS ANALYTICS** ▾



Buyer Overview



Explore



SOURCING INSIGHTS

Icon: A whiteboard with a chart and a target.

Sub-sections (underlined): Spend Analytics, Supplier Analytics, Market Price Analytics, Material Volume Trends, Business Goals Alignment, 'What-if' Scenarios ▾



NEGOTIATION ANALYTICS

Icon: Two speech bubbles with a dollar sign.



CONTRACTS ANALYTICS

Icon: A document icon.



Buyer Overview



YTD Spend (Mn. €)

20.14

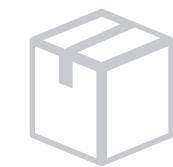
 [Savings run rate](#)
[Current 21%, Required 32%](#)



Contracts

29

 [13 Contracts expiring in](#)
[the next 30 days](#)



Suppliers

03

 [Increased incidents for 2](#)
[supplier: Consider amending](#)
['share of business'](#)

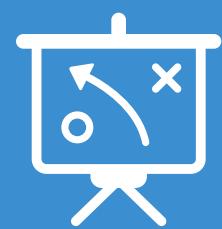


Materials

1021

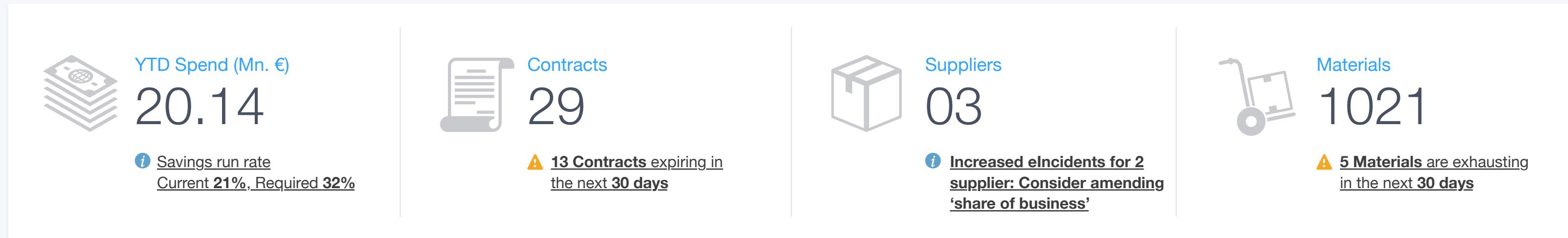
 [5 Materials are exhausting](#)
[in the next 30 days](#)

Explore

**SOURCING
INSIGHTS****NEGOTIATION
ANALYTICS****CONTRACTS
ANALYTICS**[Spend Analytics](#)[Supplier Analytics](#)[Market Price Analytics](#)[Material Volume Trends](#)[Business Goals Alignment](#)['What-if' Scenarios](#) ▲[> Volume consolidation](#)[> Alternate sourcing](#)



Buyer Overview



Explore

SOURCING INSIGHTS

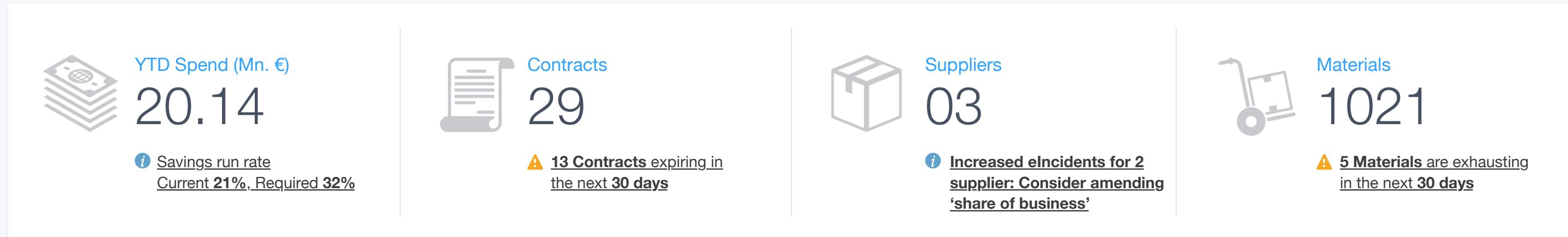
NEGOTIATION ANALYTICS

CONTRACTS ANALYTICS

Historic negotiation trends
Preparation ▾
'What-if' Scenarios ▾



Buyer Overview



Explore

SOURCING INSIGHTS

NEGOTIATION ANALYTICS

CONTRACTS ANALYTICS

Historic negotiation trends

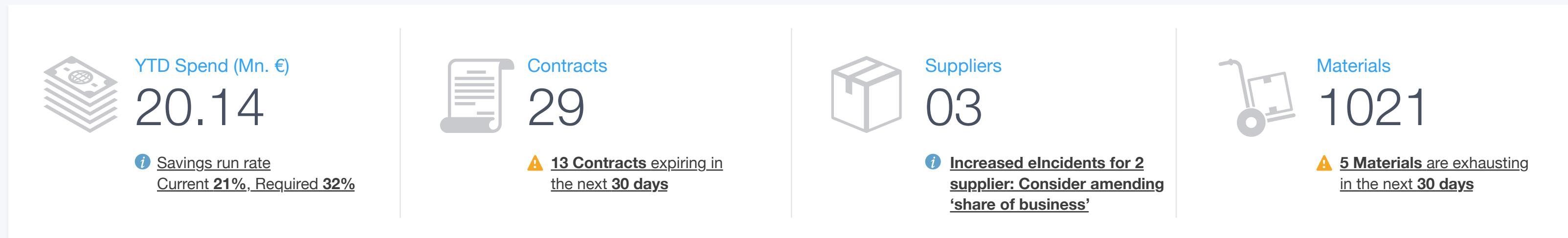
Preparation ▾

- > Ceiling price and Target price
- > Should cost

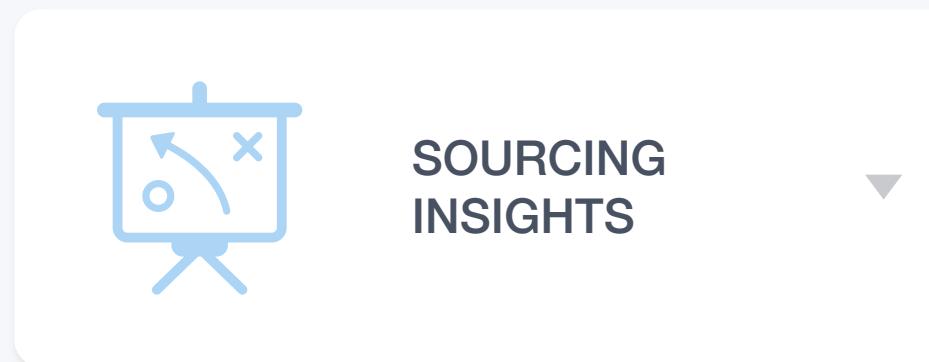
'What-if' Scenarios ▾

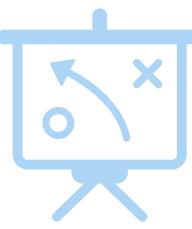


Buyer Overview



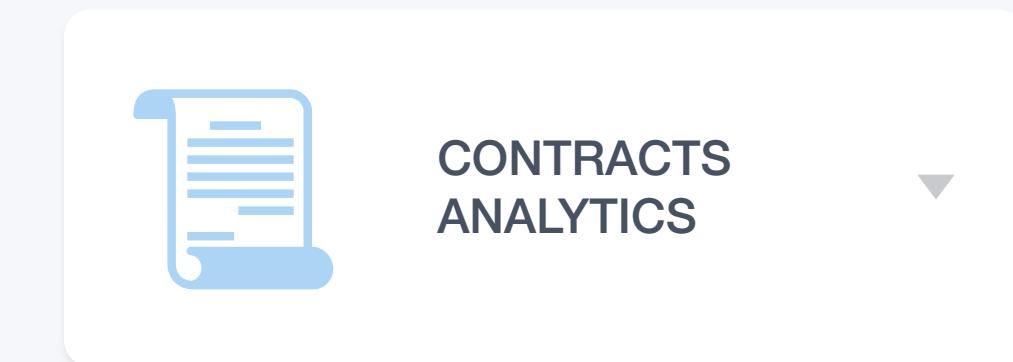
Explore



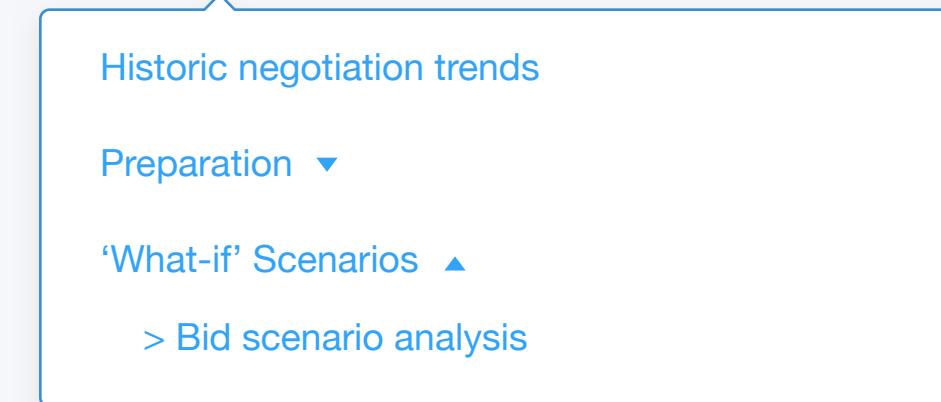
 **SOURCING INSIGHTS**



 **NEGOTIATION ANALYTICS**



 **CONTRACTS ANALYTICS**



Historic negotiation trends

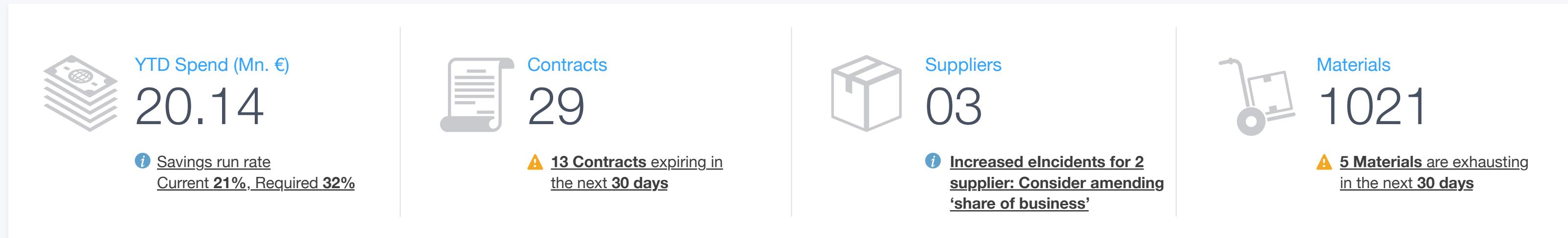
Preparation ▾

'What-if' Scenarios ▲

> Bid scenario analysis



Buyer Overview



Explore

SOURCING INSIGHTS

NEGOTIATION ANALYTICS

CONTRACTS ANALYTICS

My contracts

Contract type / coverage recommendation

Compliance Analytics

'What-if' Scenarios ▾



Unilever



 Type here to search

Categories ▾

Portfolio

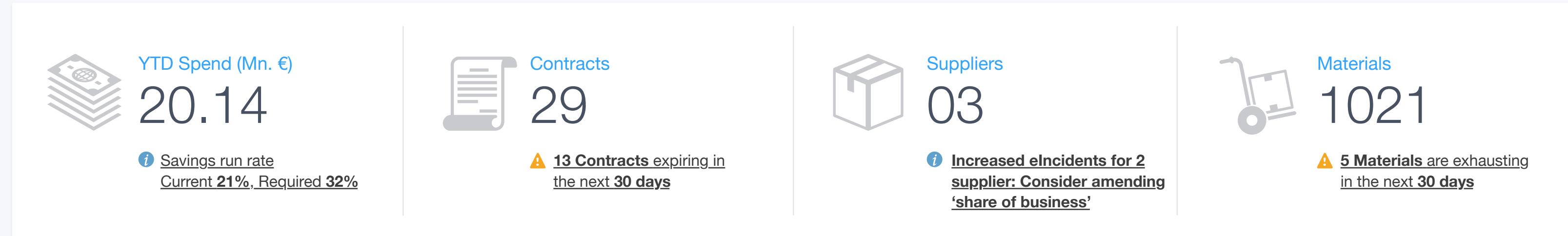
Quick Links ▾

Good Afternoon John!

Last Login: 12:30 pm, 12 December 2018



Buyer Overview



Explore

The screenshot displays a user interface for a business intelligence platform. At the top, there are three main sections: "SOURCING INSIGHTS" (with a target icon), "NEGOTIATION ANALYTICS" (with a speech bubble icon), and "CONTRACTS ANALYTICS" (with a document icon). The "CONTRACTS ANALYTICS" section is currently active, indicated by a blue background. A vertical line connects the "CONTRACTS ANALYTICS" section to a detailed list of contract-related analytics below it. The list includes: "My contracts", "Contract type / coverage recommendation", "Compliance Analytics", and a expanded section titled "'What-if' Scenarios" which further details "Payment Terms", "Exit Clause", and "Share of Businesss recommendation".



Buyer Overview



YTD Spend (Mn. €)
20.14

 [Savings run rate](#)
[Current 21%, Required 32%](#)



Contracts
29

 [13 Contracts expiring in](#)
[the next 30 days](#)



Suppliers
03

 [Increased incidents for 2](#)
[supplier: Consider amending](#)
['share of business'](#)

Strategic Insights

Negotiation Analytics

Contract Analytics

Spend Analytics

Supplier Analytics

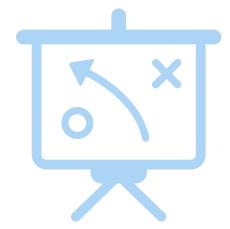
Market Price Analytics

Material Volume Trends

Business Goals Alignment

'What-if' Scenarios

Explore



SOURCING
INSIGHTS



NEGOTIATION
ANALYTICS



CONTRACTS
ANALYTICS


[Home](#) / Contract Expiry

Material Exhaustion Alert

Total Contracts Expiring

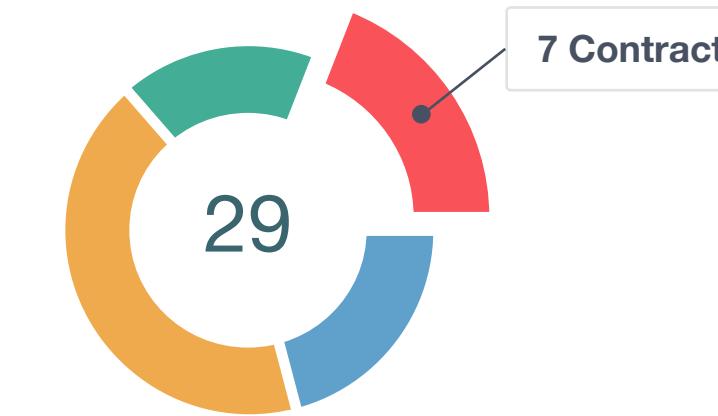
Days

6-10

11-20

21-30

31-60



Impact

Materials getting exhausted in 20 Days, with potential impact on delivery for 5 plants

Filter

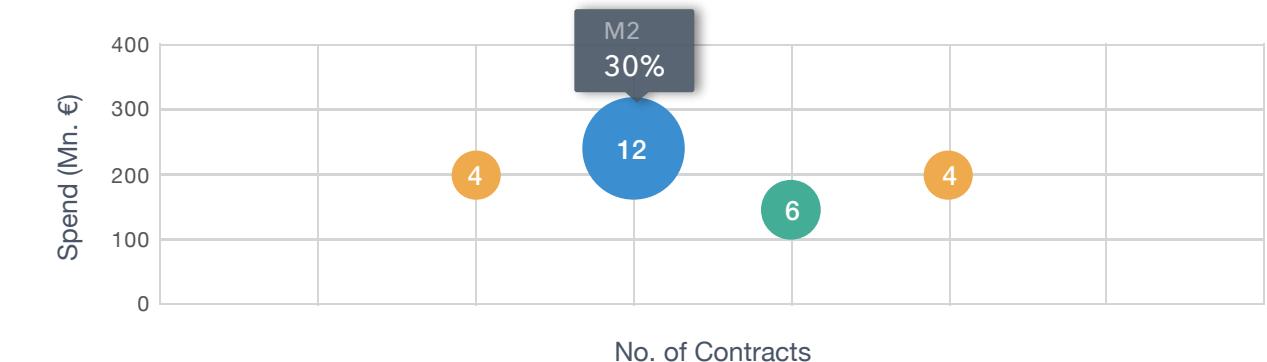
Contract No.	Supplier Name ▾	Contract Expiry Date ▾	Volume Exhaustion Date ▾	Lead time to Source (Days) ▾	Contract Type ▾	Contract
8237123128	Supplier 1	15 Sep 2019	-	15	Time Based	
8237123128	Supplier 2	10 Oct 2019	03 Oct 2019	19	Volume Based	
8237123128	Supplier 3	17 Oct 2019	-	25	Time Based	
8237123128	Supplier 4	19 Nov 2019	30 Oct 2019	27	Volume Based	
8237123128	Supplier 5	20 Dec 2019	-	25	Time Based	



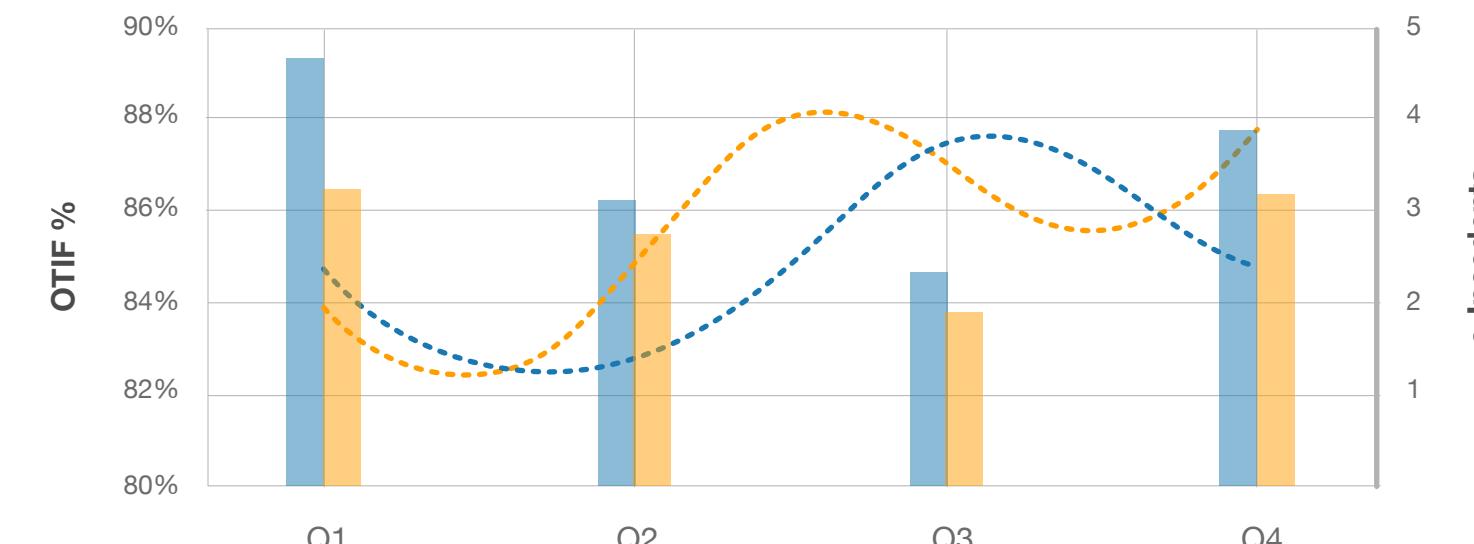
Home / Contract Expiry

**Supplier Details**

Name	Location	Years of Engagement
Supplier 1	Bangalore, India	3 Years
Total Spend	No. of Contracts	Financials
203 Mn.	32	31234

Material / Spend Landscape**All Suppliers (Select suppliers to compare the trends)**

Name	Price (€)	Volume (Tonnes)	Avg Lead Time (Days)	Risk Score	SOB% (Quota)
<input checked="" type="checkbox"/> ★ Supplier 1	45	200	12	98%	98%
<input checked="" type="checkbox"/> ★ Supplier 2	53	160	15	86%	86%
★ Supplier 3	74	120	14	67%	67%
★ Supplier 4	42	160	18	86%	86%
★ Supplier 5	61	120	14	67%	67%

Performance Comparison**OTIF**
 Supplier 1
 Supplier 2
e-Incidents
 Supplier 1
 Supplier 2
**Price Comparison**

Contract ID	Supplier Name	Expiry Date	Material Group	Material	Plants
12312341	Asianagro Agungjaya Pt.	03/01/2019	Oils & Fats	HS53 (Palm Stearin Mix)	View ▾

Our Recommendations



Pricing

Market prices are on a lower trend. Other suppliers may offer a lower price. Go for competitive bidding



Volume

[View forecasting trends](#)
Material 1: 100 tonnes
[View volume by plant](#)



Contract Type
Time based for
3 months



Inco Terms
Ex Works ▾

List of Suppliers (Select Suppliers)

SUPPLIER DETAILS						SUPPLIER PERFORMANCE			
ID	Rating	Supplier	SOB	Landed Price (> 80% Confidence)	Avg. Annual Spend	Avg. Lead Time	OTIF	SUSO Compliance	e-Incidents
<input checked="" type="checkbox"/> 4364	4.2 ★	Asianagro..	80%	₹ 3468.70 <small>INR EURO</small>	+2.5 k	20 days	98%	87%	1
<input checked="" type="checkbox"/> 5455	2.4 ★	Supplier 2	20%	₹ 3630.04	+1.3 k	12 days	67%	79%	5
8782	-	Supplier 3	-	₹ 3388.03	-	-	-	-	-

Negotiation Options

RFQ

E-Tender

Face to Face

Renew Contract

Nego Factory

Contract ID	Supplier Name	Expiry Date	Materials	Plants
12312341	Supplier 1	03/01/2019	Material 1	View

Our Recommendations



Pricing

Market prices are on a lower trend.
Other suppliers may offer a lower price.
Go for [competitive bidding](#)



Volume

[View forecasting trends](#)
Material 1: 100 tonnes
[View volume by plant](#)

Plants	Volume
Plant 1	Volume
Plant 2	Volume
Plant 3	Volume
Plant 4	Volume
Plant 5	Volume

List of Suppliers (Select suppliers for negotiation)

SUPPLIER DETAILS						SUPPLIER PERFORMANCE		
ID	Rating	Supplier Name	Share of Business	Spend	Lead Time	OTIF	SUSO Compliance	e-Incidents
<input checked="" type="checkbox"/> 4364	4.2 ★	Supplier 1	80%	 +2.5 k	20 days	98%	87%	1
<input checked="" type="checkbox"/> 5455	3.6 ★	Supplier 2	-	 +1.4 k	16 days	86%	82%	2
<input checked="" type="checkbox"/> 8782	2.4 ★	Supplier 3	New	 +1.3 k	12 days	67%	79%	5

Negotiation Options

[RFQ](#)[E-Tender](#)[Face to Face](#)[Renew Contract](#)[Nego Factory](#)

Contract ID	Supplier Name	Expiry Date	Materials	Plants
12312341	Asianagro Agungjaya Pt.	03/01/2019	Material 1	View



Our Recommendations



Pricing

Market prices are on a lower trend.
Other suppliers may offer a lower price.
Go for [competitive bidding](#)



Volume

[View forecasting trends](#)
Material 1: 100 tonnes
[View volume by plant](#)



Contract Type

Time based for
3 months

List of Suppliers (Select suppliers for negotiation)

SUPPLIER DETAILS						SUPPLIER PERFORMANCE		
ID	Rating	Supplier Name	Share of Business	Spend	Lead Time	OTIF	SUSO Compliance	e-Incidents
<input checked="" type="checkbox"/> 4364	4.2 ★	Supplier 1	80%	 +2.5 k	20 days	98%	87%	1
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<input checked="" type="checkbox"/> 8782	2.4 ★	Supplier 3	New	 +1.3 k	12 days	67%	79%	5

Negotiation Options

[RFQ](#)[E-Tender](#)[Face to Face](#)[Renew Contract](#)

Contract ID	Supplier Name	Expiry Date	Materials
12312341	Supplier 1	03/01/2019	Material 1

Plants
View

Materials	Plants	Volume
Material 1	Plant 1	Volume
Material 2	Plant 2	Volume
Material 3	Plant 3	Volume
Material 4	Plant 4	Volume
Material 5	Plant 5	Volume

Our Recommendations



Pricing

Market prices are on a lower trend.
Other suppliers may offer a lower price.
Go for [competitive bidding](#)



Volume

[View forecasting trends](#)
Material 1: 100 tonnes
[View volume by plant](#)

List of Suppliers (Select suppliers for negotiation)

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<input checked="" type="checkbox"/> 4364	4.2 ★	Supplier 1	80%	+2.5 k	20 days	98%	87%	1
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Negotiation Options

RFQ

E-Tender

Face to Face

Renew Contract

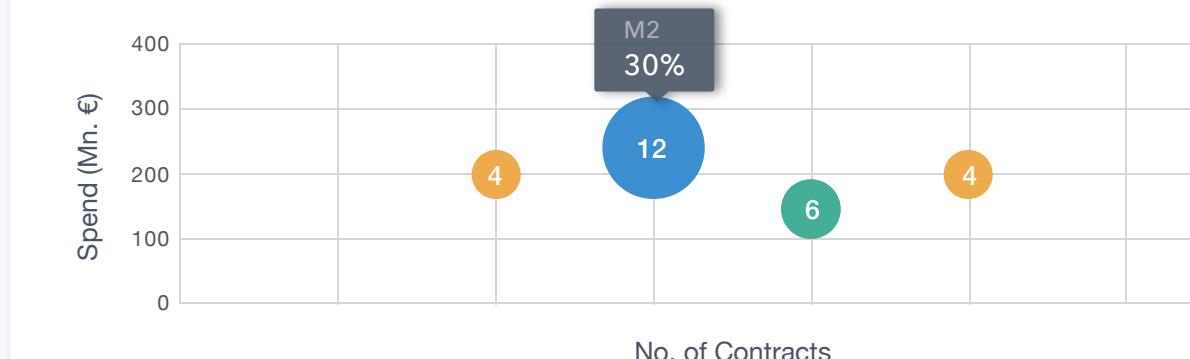
Search for a Supplier



Search result for 'Supplier 1'

Supplier Details

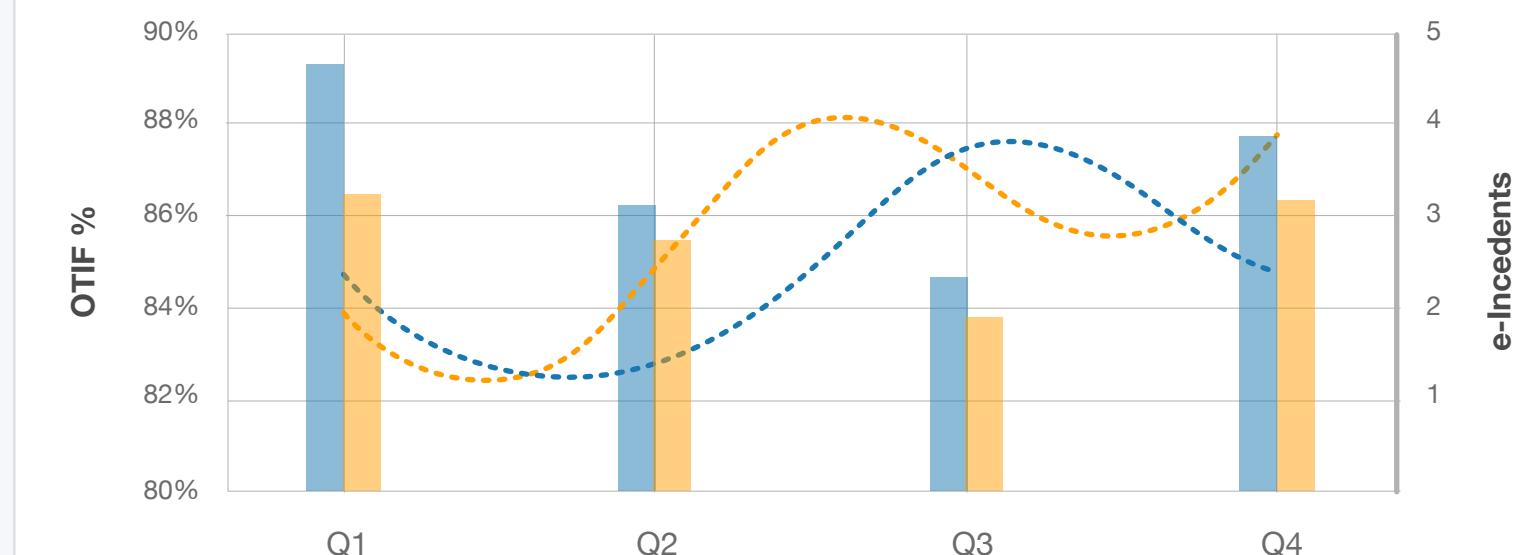
Name	Location	Years of Engagement
Asianagro Agungjaya Pt.	Bangalore, India	3 Years
Total Spend	No. of Contracts	Financials
203 Mn.	32	31234

Material / Spend Landscape

- Ex Works
- DDP
- FCA
- Select All

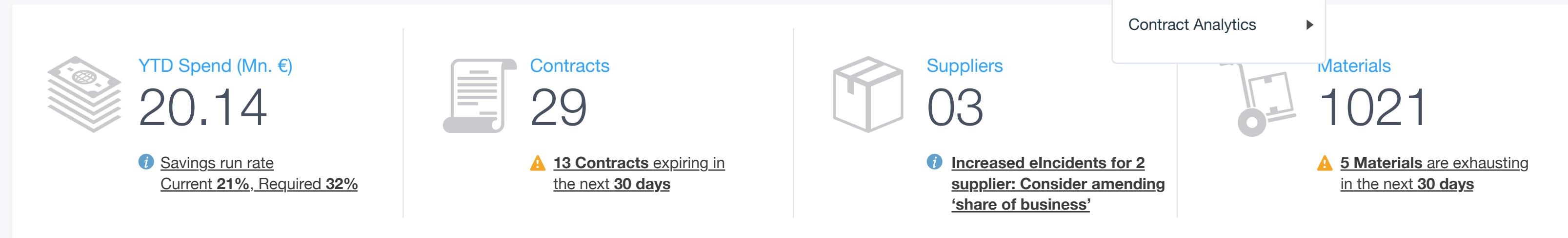
All Suppliers (Select suppliers to compare the trends)

Name	Price (€)	Volume (Tonnes)	Avg Lead Time (Days)	Risk Score	SOB% (Quota)
<input checked="" type="checkbox"/> ★ Supplier 1	45	200	12	98%	98%
<input checked="" type="checkbox"/> ★ Supplier 2	53	160	15	86%	86%
★ Supplier 3	74	120	14	67%	67%
★ Supplier 4	42	160	18	86%	86%
★ Supplier 5	61	120	14	67%	67%

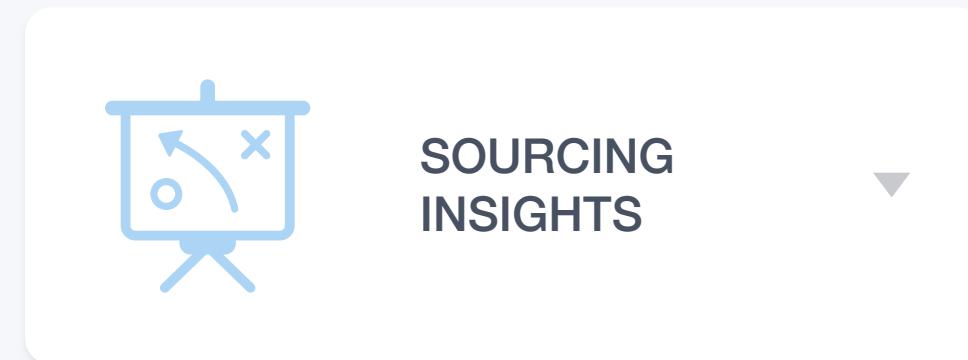
Performance Comparison**OTIF**
█ Supplier 1 █ Supplier 2
Price Comparison**e-Incidents**
--- Supplier 1 --- Supplier 2


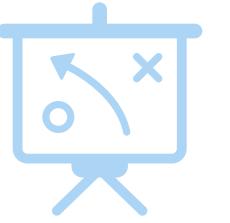


Buyer Overview



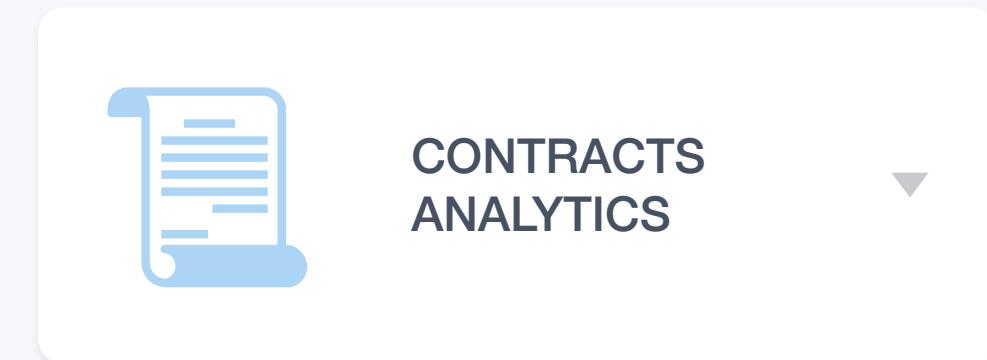
Explore



 **SOURCING INSIGHTS** ▾



 **NEGOTIATION ANALYTICS** ▾



 **CONTRACTS ANALYTICS** ▾

Contract ID	Supplier Name	Expiry Date	Material Group	Material	Plants
12312341	Asianagro Agungjaya Pt.	03/01/2019	Oils & Fats	HS53 (Palm Stearin Mix)	View ▾

Our Recommendations



Pricing

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Volume

[View forecasting trends](#)
Material 1: 100 tonnes
[View volume by plant](#)



Contract Type
Time based for
3 months



Inco Terms
Ex Works ▾

List of Suppliers (Select Suppliers)

SUPPLIER DETAILS						SUPPLIER PERFORMANCE			
ID	Rating	Supplier	SOB	Landed Price (> 80% Confidence)	Avg. Annual Spend	Avg. Lead Time	OTIF	SUSO Compliance	e-Incidents
<input checked="" type="checkbox"/> 4364	4.2 ★	Asianagro..	80%	€ 43 <small>INR EURO</small>	+2.5 k	20 days	98%	87%	1
<input checked="" type="checkbox"/> 5455	2.4 ★	Supplier 2	20%	€ 45	+1.3 k	12 days	67%	79%	5
8782	-	Supplier 3	-	€ 42	-	-	-	-	-

Negotiation Options

RFQ

E-Tender

Face to Face

Renew Contract

Nego Factory



Home / Suppliers / Supplier 1

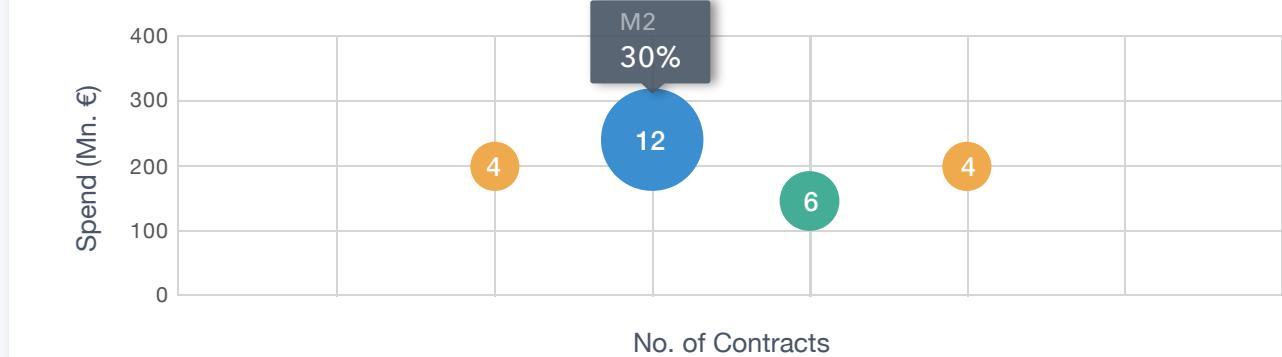
Search for a Supplier



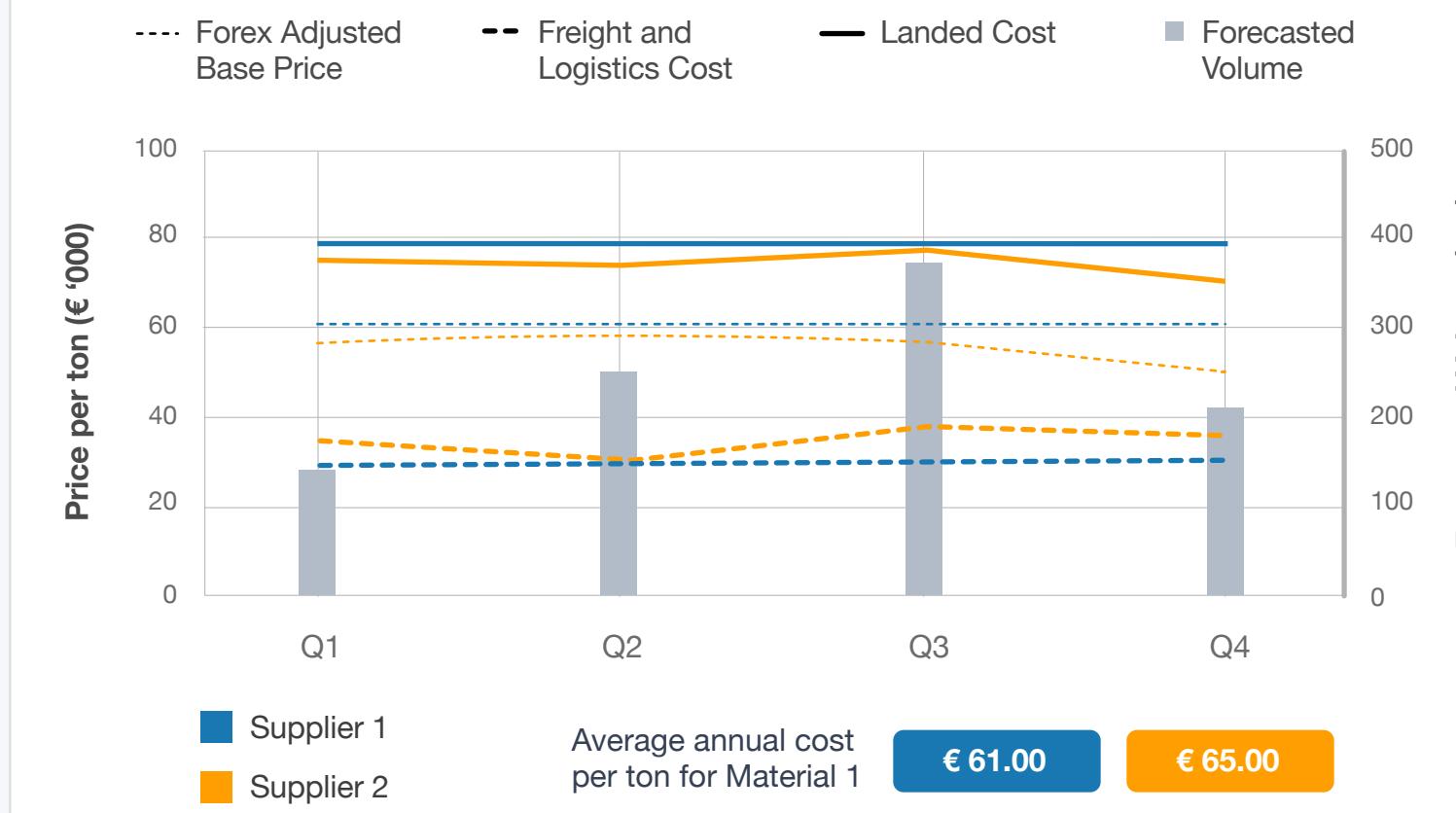
Search result for 'Supplier 1'

Supplier Details

Name	Location	Years of Engagement
Asianagro Agungjaya Pt.	Bangalore, India	3 Years
Total Spend	No. of Contracts	Financials
203 Mn.	32	31234

Material / Spend Landscape**All Suppliers (Select suppliers to compare the trends)**

Name	Price (€)	Volume (Tonnes)	Avg Lead Time (Days)	Risk Score	SOB% (Quota)
<input checked="" type="checkbox"/> ★ Supplier 1	45	200	12	98%	98%
<input checked="" type="checkbox"/> ⚡ Supplier 2	53	160	15	86%	86%
★ Supplier 3	74	120	14	67%	67%
⭐ Supplier 4	42	160	18	86%	86%
⭐ Supplier 5	61	120	14	67%	67%

Performance Comparison**Price Comparison**



Search for a Material



Search result for 'Material 1'

Material 1

Global spec ID ▾

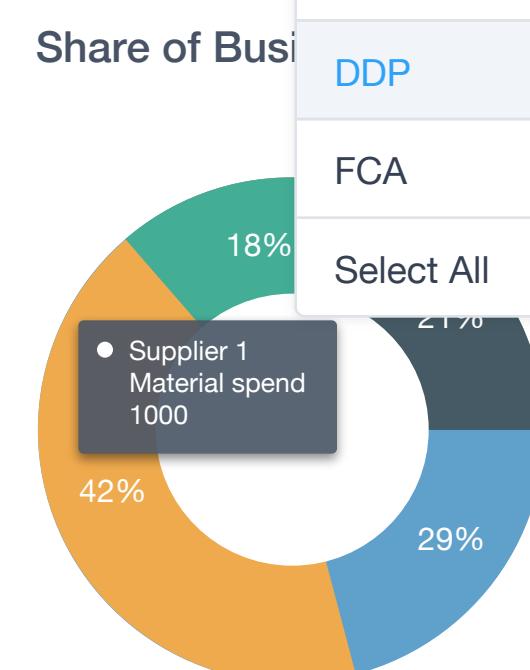
Material ID	Material Portfolio	Category	No. of Plants	No. of Live Contracts	Spend (€)
M2314	Inorganics	Home Care, Personal Care	20	32	231 Mn.

MARKET & PRICING

VOLUME

Plant ▾

Inco terms ▾



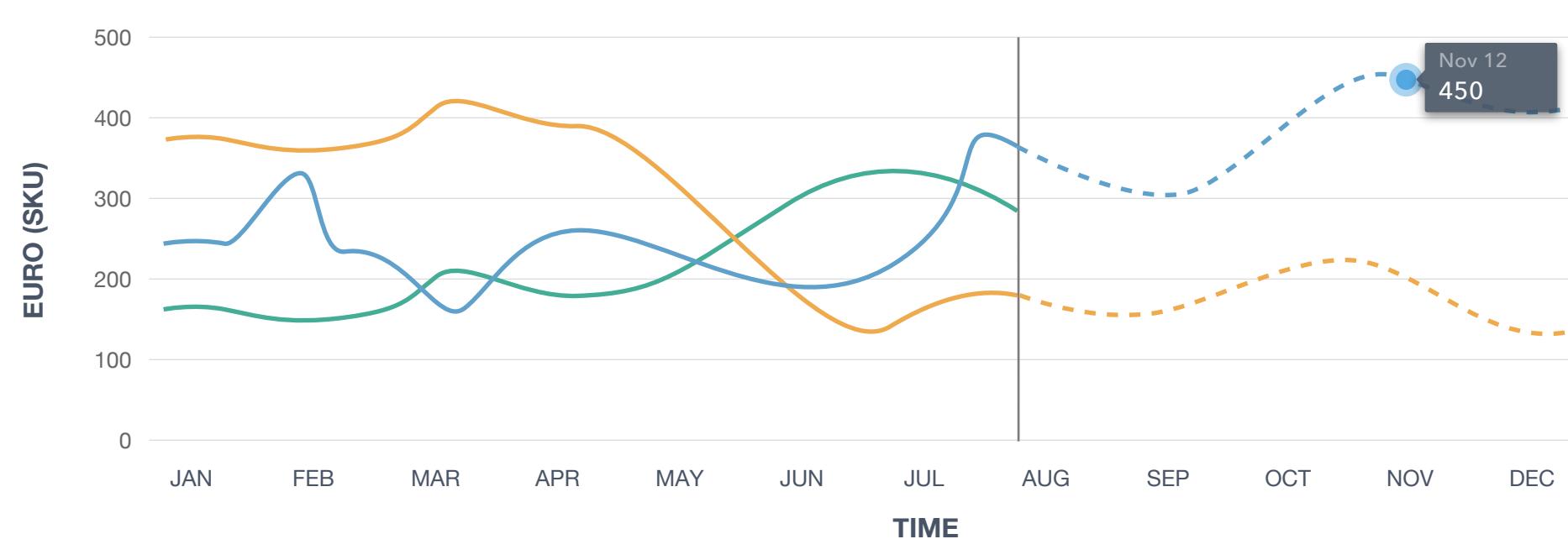
- Days
- Supplier 1
 - Supplier 2
 - Supplier 3
 - Supplier 4

Pricing Trends

Forecast

Actual

Market



Supplier Pricing Graph

● ● ● Supplier Performance





Search for a Material



Search result for 'Material 1'

Material 1

Material ID	Material Portfolio	Category	No. of Plants	No. of Live Contracts	Spend (€)
M2314	Inorganics	Home Care, Personal Care	20	32	231 Mn.

MARKET & PRICING
VOLUME

Select location below or directly on map

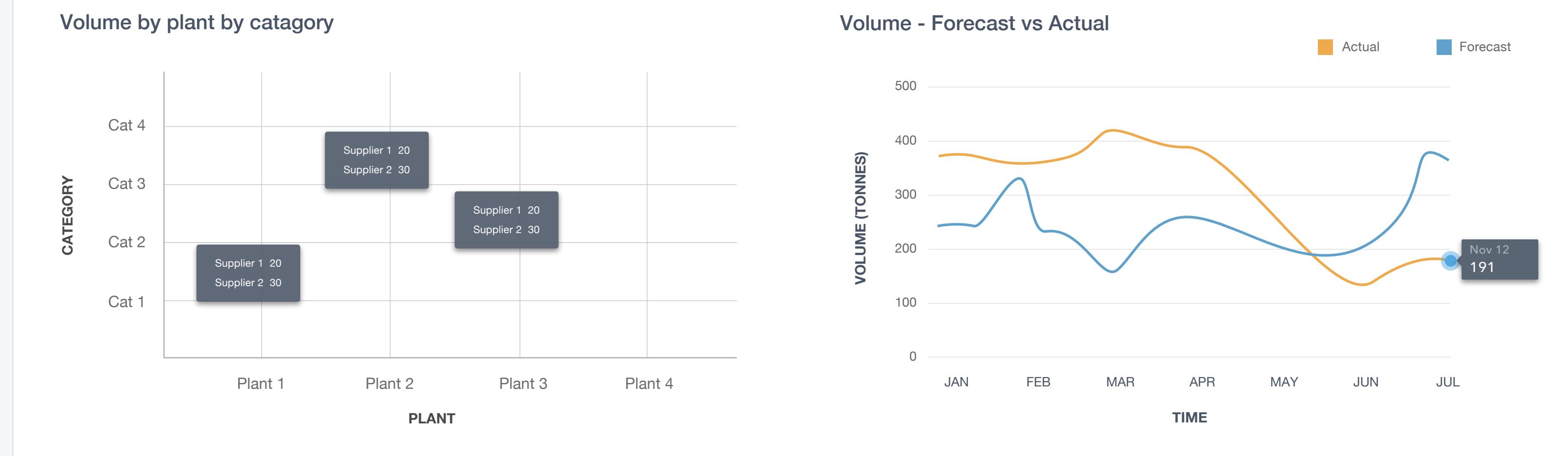
Region Clear

- North
- East** ✓
- West
- South** ✓

Countries Clear

- Search 🔍
- Indonesia
- India** ✓
- Imphal
- Iran** ✓
- Ireland

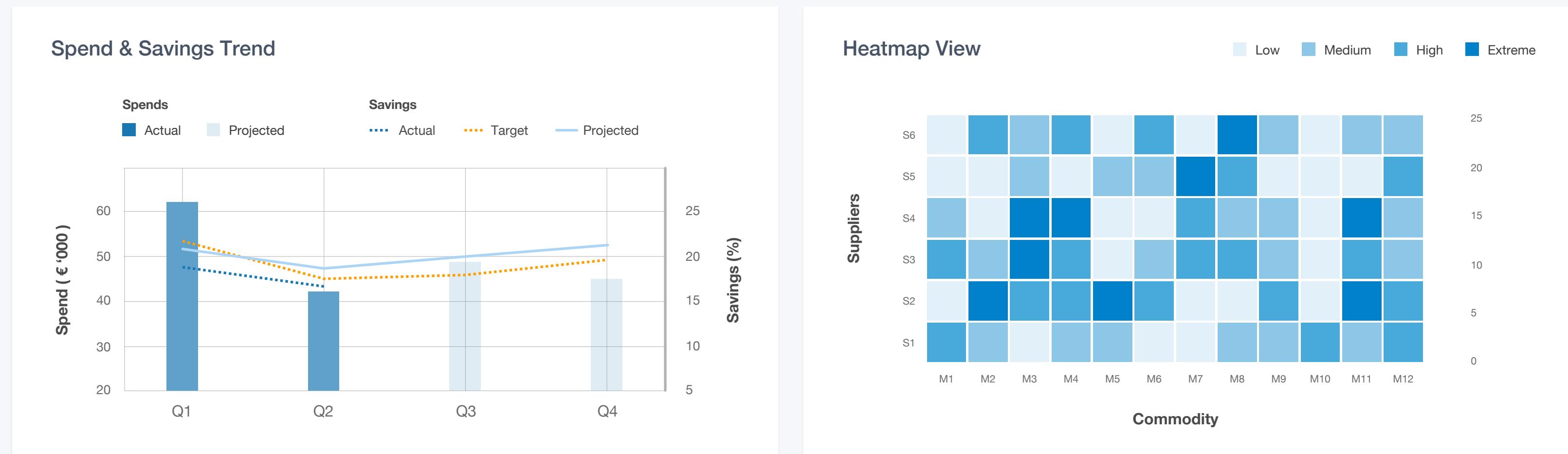
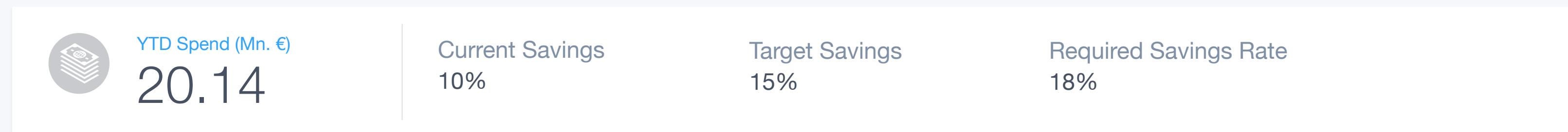
█ Domain █ Selected




Home / Total Spends
Search for a Material

Search result for 'Total Spends'

Total Spends



MATERIAL

Material Material 1 ▾

SUPPLIER

€ 50,000
Total Working Capital Impact

0
10
15
20
25
30
35
40
45
50
55

Low
{Move slider to simulate payment terms (days) impact on working capital}
Max

Same material, different payment terms

Supplier Name	Payment Terms (Days)	Contract ID
Supplier 1	45	12312320
Supplier 2	53	12312378
Supplier 3	74	12312361
Supplier 4	42	12312386
Supplier 5	61	12312394

Payment Terms Simulator - Suffices

Supplier Name	Payment Terms (Days)	Opportunity (Negotiation)	Working Capital Impact (€)
Supplier Name 1	45	Yes	9,000
Supplier Name 2	53	No	7,000
Supplier Name 3	74	Yes	17,000
Supplier Name 4	42	Yes	15,000
Supplier Name 5	61	No	2,000

MATERIAL

Supplier Supplier 1 ▾

Same material, different payment terms

Material Name	Payment Terms (Days)	Contract ID
Material 1	45	12312320
Material 2	53	12312378
Material 3	74	12312361
Material 4	42	12312386
Material 5	61	12312394

SUPPLIER

Payment Terms Simulator - Suffixes

€ 50,000 Total Working Capital Impact

0 10 15 20 25 30 35 40 45 50 55

Low Max {Move slider to simulate payment terms (days) impact on working capital}

Working Capital Impact (€)

Material Name	Payment Terms (Days)	Opportunity (Negotiation)	Working Capital Impact (€)
Material Name 1	45	Yes	9,000
Material Name 2	53	No	7,000
Material Name 3	74	Yes	17,000
Material Name 4	42	Yes	15,000
Material Name 5	61	No	2,000



Supplier Description	Product	Product Description	Material Group ID	Material Group Description	Quantity	Unit Price	Unit Price UOM	Unit Price Scale Range	Unit Price Start Date	Unit Price End Date	Plant Name	Incoterms
ASIANAGRO AGUNGJAYA PT.	00000000 0020278089	HS53 (PALM STEARIN MIX)	G0010	Oils & Fats	80000.00 0 KG	10800.00 IDR	1 KG		Sep 1, 2018	Jan 31, 2019	CIK - FOODS	Delivered Duty Paid
ASIANAGRO AGUNGJAYA PT.	00000000 0020278089	HS53 (PALM STEARIN MIX)	G0010	Oils & Fats	80000.00 0 KG	10600.00 IDR	1 KG		Oct 1, 2018	Jan 31, 2019	CIK - FOODS	Delivered Duty Paid
ASIANAGRO AGUNGJAYA PT.	00000000 0020278089	HS53 (PALM STEARIN MIX)	G0010	Oils & Fats	250000.00 KG	9400.00 IDR	1 KG		Nov 1, 2018	Jan 31, 2019	CIK - FOODS	Delivered Duty Paid



Supplier Description	Product	Product Description	Material Group ID	Material Group Description	Quantity	Unit Price	Unit Price UOM	Unit Price Scale Range	Unit Price Start Date	Unit Price End Date	Plant Name	Incoterms
ASIANAGRO AGUNGJAYA PT.	00000000 0020278089	HS53 (PALM STEARIN MIX)	G0010	Oils & Fats	80000.00 0 KG	10800.00 IDR	1 KG		Sep 1, 2018	Jan 31, 2019	CIK - FOODS	Delivered Duty Paid
ASIANAGRO AGUNGJAYA PT.	00000000 0020278089	HS53 (PALM STEARIN MIX)	G0010	Oils & Fats	80000.00 0 KG	10600.00 IDR	1 KG		Oct 1, 2018	Jan 31, 2019	CIK - FOODS	Delivered Duty Paid
ASIANAGRO AGUNGJAYA PT.	00000000 0020278089	HS53 (PALM STEARIN MIX)	G0010	Oils & Fats	250000.00 KG	9400.00 IDR	1 KG		Nov 1, 2018	Jan 31, 2019	CIK - FOODS	Delivered Duty Paid



Supplier Description	Product	Product Description	Material Group ID	Material Group Description	Quantity	Unit Price	Unit Price UOM	Unit Price Scale Range	Unit Price Start Date	Unit Price End Date	Plant Name	Incoterms
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ASIANAGRO AGUNGJAYA PT.	00000000 0020278089	HS53 (PALM STEARIN MIX)	G0010	Oils & Fats	80000.00 0 KG	10600.00 IDR	1 KG		Oct 1, 2018	Jan 31, 2019	CIK - FOODS	Delivered Duty Paid
ASIANAGRO AGUNGJAYA PT.	00000000 0020278089	HS53 (PALM STEARIN MIX)	G0010	Oils & Fats	250000.00 KG	9400.00 IDR	1 KG		Nov 1, 2018	Jan 31, 2019	CIK - FOODS	Delivered Duty Paid

Search for a Material



Search result for 'Material 1'

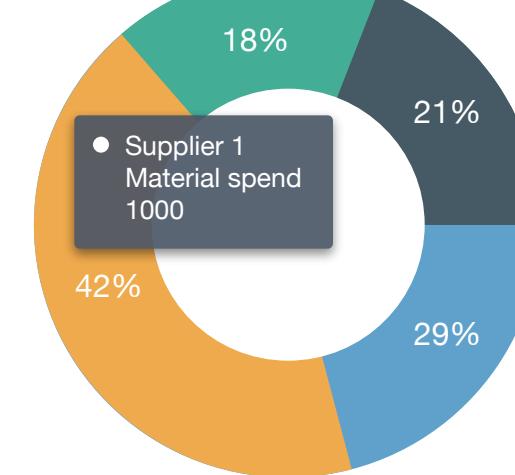
 Global spec ID ▾
Material 1

Material ID	Material Portfolio	Category	No. of Plants	No. of Live Contracts	Spend (€)
M2314	Inorganics	Home Care, Personal Care	20	32	231 Mn.

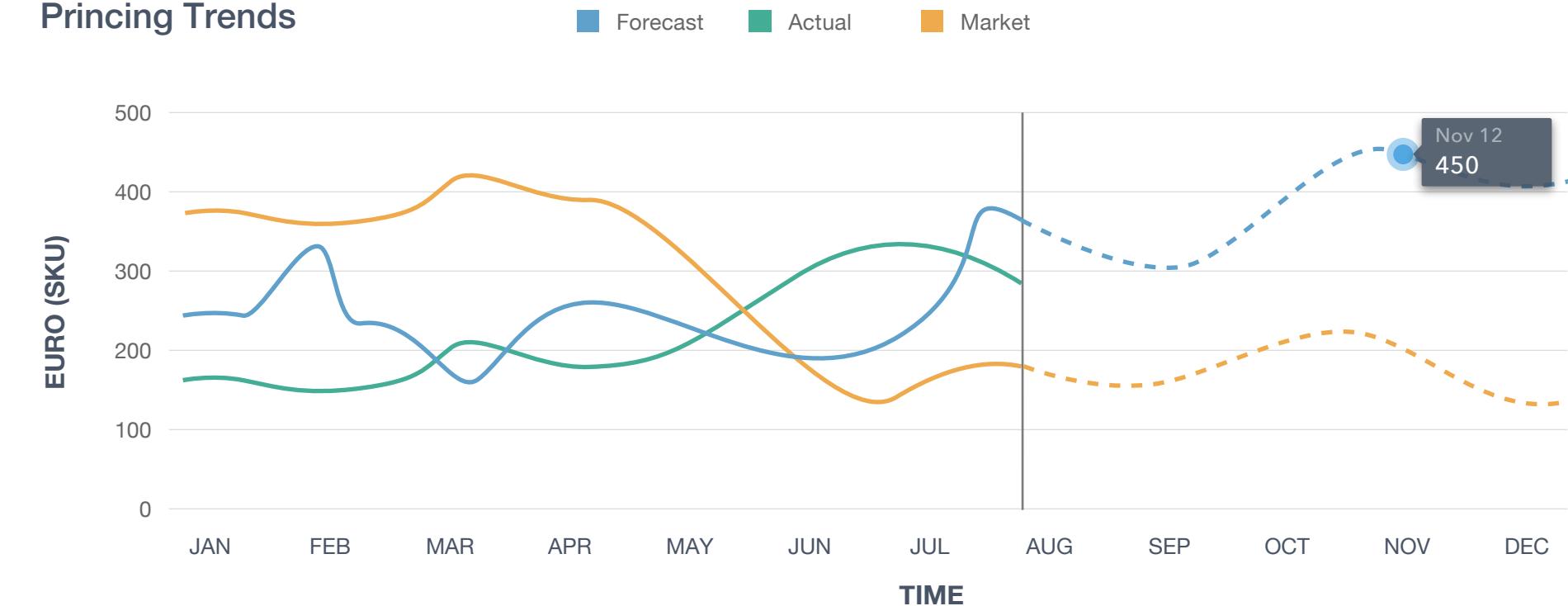
MARKET & PRICING**VOLUME**

Plant ▾

Inco terms ▾

Share of Business**Days**

- Supplier 1
- Supplier 2
- Supplier 3
- Supplier 4

Pricing Trends**Supplier Pricing Graph**
● ● ● Supplier Performance


Contract ID	Supplier Name	Expiry Date	Materials	Plants
12312341	Supplier 1	03/01/2019	Material 1	View

Our Recommendations



Pricing

Market prices are on a lower trend.
Other suppliers may offer a lower price.
Go for [competitive bidding](#)



Volume

[View forecasting trends](#)
Material 1: 100 tonnes
[View volume by plant](#)



Contract Type

Time based for
3 months

List of Suppliers (Select suppliers for negotiation)

SUPPLIER DETAILS						SUPPLIER PERFORMANCE		
ID	Rating	Supplier Name	Share of Business	Spend	Lead Time	OTIF	SUSO Compliance	e-Incidents
<input checked="" type="checkbox"/> 4364	4.2 ★	Supplier 1	80%	 +2.5 k	20 days	98%	87%	1
<input checked="" type="checkbox"/> 5455	3.6 ★	Supplier 2	-	 +1.4 k	16 days	86%	82%	2
<input checked="" type="checkbox"/> 8782	2.4 ★	Supplier 3	New	 +1.3 k	12 days	67%	79%	5

Negotiation Options

[RFQ](#)[E-Tender](#)[Face to Face](#)[Renew Contract](#)[Nego Factory](#)

Recommended settings for E-Tender



Shortlisted Suppliers (Material 1)



Supplier Name	Invitation for E-Tender	Training Required
Supplier 1	Yes	No
Supplier 2	Yes	Yes
Supplier 3	No	No
Supplier 4	Yes	No
Supplier 5	No	Yes

Bid settings

E-Tender Date	Aug 1, 2016
E-Tender Type	English Reverse
Bid Duration	1 Minute
Pre bid	Yes
	No

Contract Recommendations

Ceiling price	Inco Terms
€ 45	 Lorem Ipsum
Contract Type	Time Based
Contract Duration	3 Months

Confirm

Shortlisted Suppliers (Material 1)

Edit

Contract Recommendations

Supplier Name	Invitation for E-Tender	Training Required
Supplier 1	Yes	No
Supplier 2	Yes	
Supplier 3	No	
Supplier 4	Yes	
Supplier 5	No	

E-Tender Notification



78%

E-Tender event creation in progress.
Please wait...

Bid Duration

1 Minute

Pre bid

Yes

No

Confirm

Shortlisted Suppliers (Material 1)

 Edit

Contract Recommendations

Supplier Name	Invitation for E-Tender	Training Required
Supplier 1	Yes	No
Supplier 2	Yes	
Supplier 3	No	
Supplier 4	Yes	
Supplier 5	No	

E-Tender Notification



E-Tender event #E72LP32 has been successfully created.

Based

Volume Based

g 1, 2016

Bid Duration

1 Minute

Pre bid

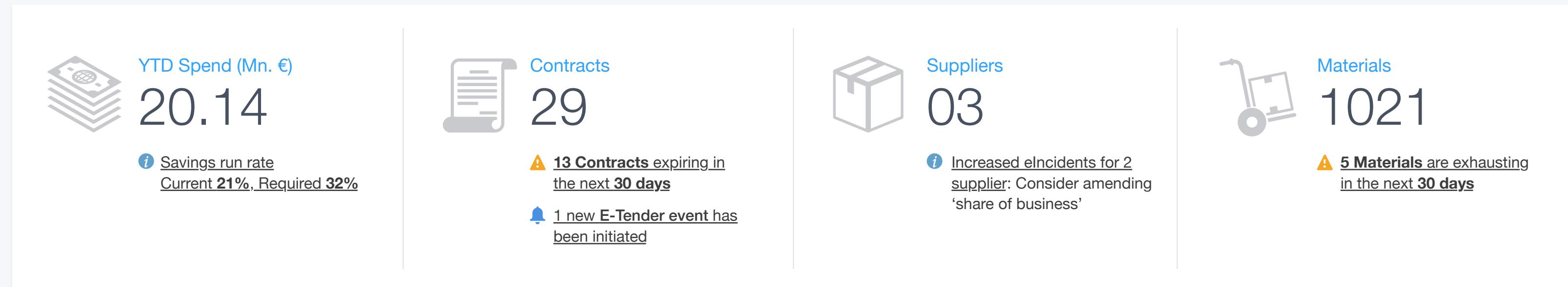
Yes

No

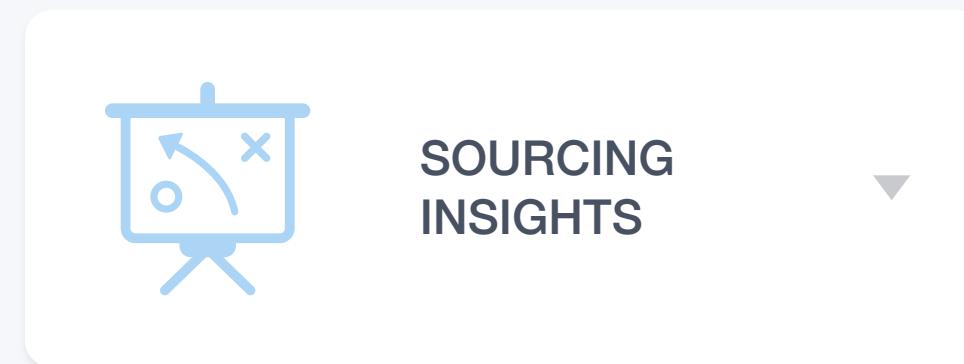
Confirm

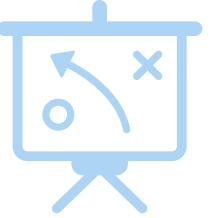


Buyer Overview



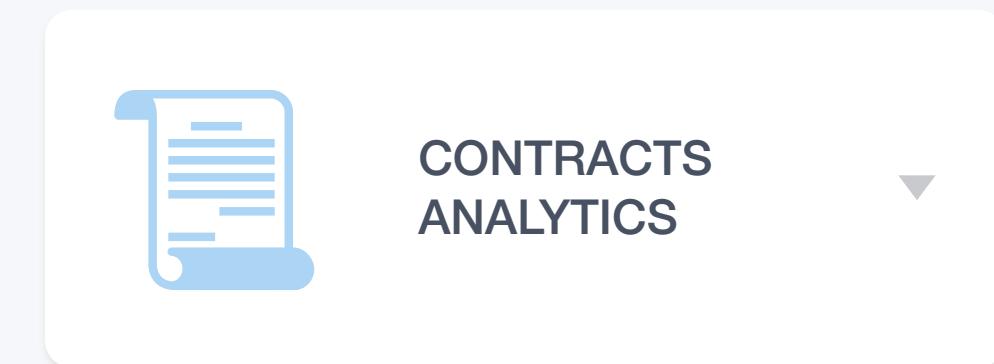
Explore



 **SOURCING INSIGHTS** ▾



 **NEGOTIATION ANALYTICS** ▾



 **CONTRACTS ANALYTICS** ▾

Shortlisted Suppliers (Material 1)

Supplier Name	Invitation for E-Tender	Training Required	Training Status
Supplier 1	Yes	No	Completed
Supplier 2	Yes	Yes	Pending
Supplier 3	No	No	NA
Supplier 4	Yes	No	NA
Supplier 5	No	Yes	Pending

Bid settings

E-Tender Date	Aug 1, 2016	
E-Tender Type	English Reverse	
Bid Duration	1 Minute	
Pre bid	Yes	No

Contract Recommendations

Ceiling price	Inco Terms	
€ 45	Lorem Ipsum	
Contract Type	Time Based	Volume Based
Contract Duration	3 Months	

Shortlisted Suppliers (Material 1)

Supplier Name	Invitation for E-Tender	Training Required	Training Status
Supplier 1	Yes	No	Completed
Supplier 2	Yes	Yes	Pending
Supplier 3	No	No	NA
Supplier 4	Yes	No	NA
Supplier 5	No	Yes	Pending

Bid settings

E-Tender Date	Aug 1, 2016	
E-Tender Type	English Reverse	
Bid Duration	1 Minute	
Pre bid	Yes	No

Contract Recommendations

Ceiling price	Inco Terms	
€ 45	Lorem Ipsum	
Contract Type	Time Based	Volume Based
Contract Duration	3 Months	

Confirm

Shortlisted Suppliers (Material 1)

Supplier Name	Invitation for E-Tender	Training Required	Training Status
Supplier 1	Yes	No	Completed
Supplier 2	Yes		
Supplier 3	No		
Supplier 4	Yes		
Supplier 5	No		

Contract Recommendations

Recommended Price € 45	Inco Terms Lorem Ipsum
	Based
	Volume Based
	g 1, 2016
Bid Duration	1 Minute
Pre bid	Yes
	No

E-Tender Notification



E-Tender event #E72LP32 settings have been edited.
Do you wish to continue with selected settings to modify
E-Tender?

No

Confirm



Shortlisted Suppliers (Material 1)

Supplier Name	Invitation for E-Tender	Training Required	Training Status
Supplier 1	Yes	No	Completed
Supplier 2	Yes		E-Tender Notification
Supplier 3	No		
Supplier 4	Yes		E-Tender event #E7
Supplier 5	No		

Contract Recommendations

P32 has been modified.

Recommended Price
€ 45

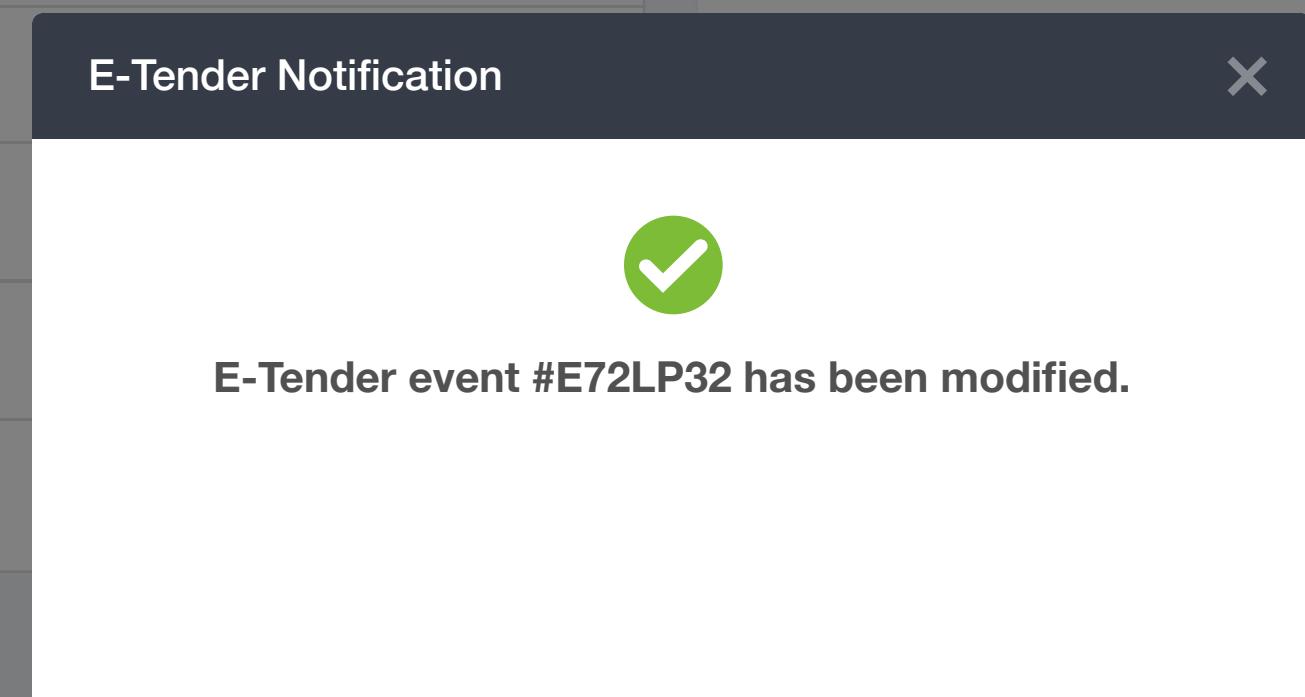
Inco Terms
Lorem Ipsum

Based Volume Based

g 1, 2016

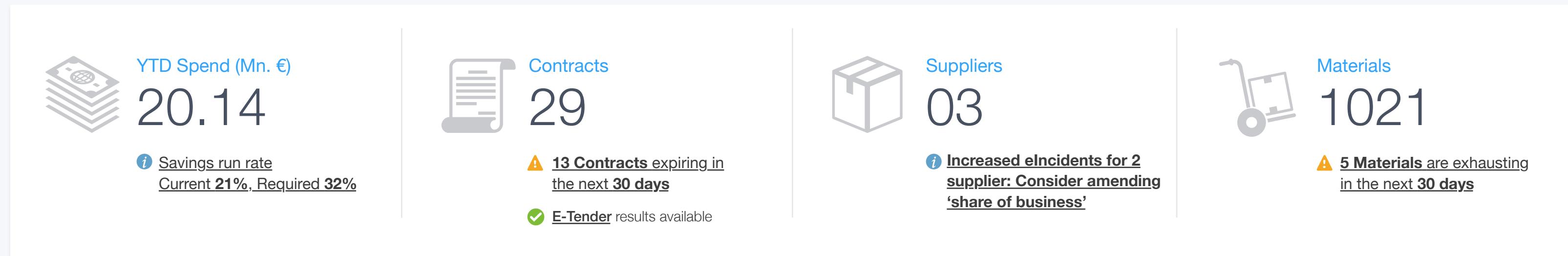
Bid Duration 1 Minute

Pre bid Yes No





Buyer Overview



Explore



SOURCING INSIGHTS

▼



NEGOTIATION ANALYTICS



CONTRACTS ANALYTICS



Buyer Overview



YTD Spend (Mn. €)

20.14

 [Savings run rate](#)
[Current 21%, Required 32%](#)

Explore

SOURCING
INSIGHTS

E-Tender Completed



E-Tender #E72LP32 has been completed for Material 1.

Following are the results

Supplier Name	Price (€)	Recommended Share of Business
Supplier 1	45	55%
Supplier 2	42	25%
Supplier 3	48	20%

How would you like to proceed?

[Face to Face Meeting](#)[Create Contract](#)Materials
1021 [5 Materials are exhausting in the next 30 days](#)CONTRACTS
ANALYTICS



GIVAUDAN_2019/Jan
Givaudan_Chemical_Nigeria



Status:
SENT TO_CPMO

HEADER ITEM DETAILS LEGAL ADDITIONAL DETAILS COLLABORATORS VIEW SUMMARY

GENERAL

APPROVAL & SIGNATURE

SUPPLIER DETAILS

REPORTING & COMPLIANCE

IFRS



Unilever Contract Header Fields

Contract Owner*

Abiola Omoniyi



Contract Identifier Name

Givaudan_Chemical_Nigeria

CTC Type*

Volume Based Date Based

Provisional Contract*

Yes No



Contract Description*

CLM Provisional contract for Givaudan

Dates and Reminders

Effective Date*

10-Jan-2019



Expiration Date*

09-Jan-2020



iCAT Reference Number

iCAT00003744

Cloning Reference Number

iCAT00000816

CLM Reference Number

NA

Contract ID	Supplier Name	Expiry Date	Materials	Plants
12312341	Supplier 1	03/01/2019	Material 1	View ▾

Our Recommendations



Pricing

Market prices are on a lower trend. Other suppliers may offer a lower price. Go for [competitive bidding](#)



Volume

[View forecasting trends](#)
Material 1: 100 tonnes
[View volume by plant](#)



Contract Type
Time based for
3 months



Inco Terms
DDP

List of Suppliers (Select Suppliers)

SUPPLIER DETAILS							SUPPLIER PERFORMANCE		
ID	Rating	Supplier Name	SOB	Landed Price	Spend	Lead Time	OTIF	SUSO Compliance	e-Incidents
<input checked="" type="checkbox"/> 4364	4.2 ★	Supplier 1	80%	43	+2.5 k	20 days	98%	87%	1
5455	3.6 ★	Supplier 2	-	42	+1.4 k	16 days	86%	82%	2
8782	2.4 ★	Supplier 3	New	45	+1.3 k	12 days	67%	79%	5

Negotiation Options

[RFQ](#)[E-Tender](#)[Face to Face](#)[Renew Contract](#)[Nego Factory](#)

[Go To Dashboard](#)

Help ▾

U,Nischitha ▾

Event

E-Tender #E72LP32

[Prev](#)[Publish](#)[Exit](#)

Review and revise your event. Your edits have been already saved. When you finish, you can launch the event or leave it as a draft for future edits.

Overview

[Actions ▾](#)

1

Rules

2

Suppliers

3

Content

4

Summary

ID: Doc198306809

Commodity: Dairy 9104002

Description: ⓘ

Regions: South Asia

Status: Draft ⓘ

Last Modified: 01/10/2019

Version: Original

Currency: European Union Euro

Owner: U,Nischitha ⓘ

Creation Date: 01/10/2019

Editors:

Access Control: (no value) ⓘ

Event Type: Auction

Test Event: Yes

Template: Reverse eTender - Self Managed

Base Language: English

Timing Rules

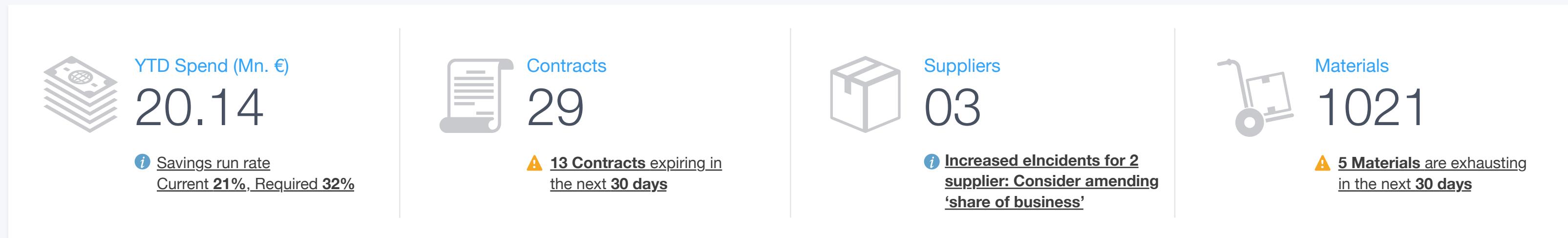
Can participants place bids during preview period: Allow prebids ⓘ

Specify how lot bidding will begin and end: Serial ⓘ

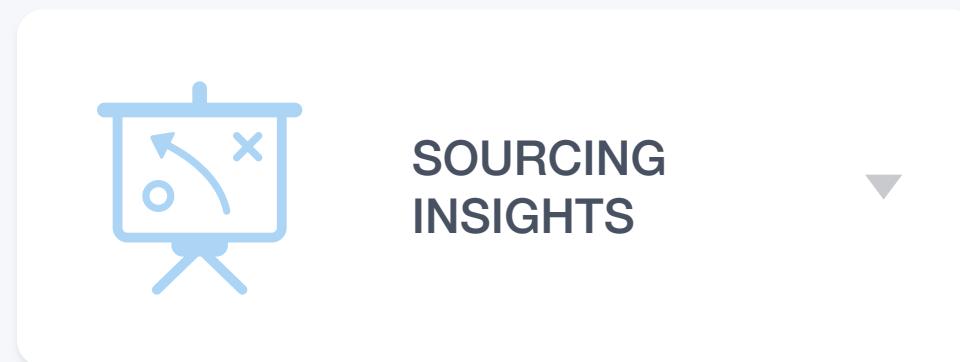
Planned start time: When I Click the **Publish** button on the Summary page ⓘ

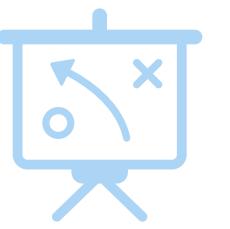


Buyer Overview



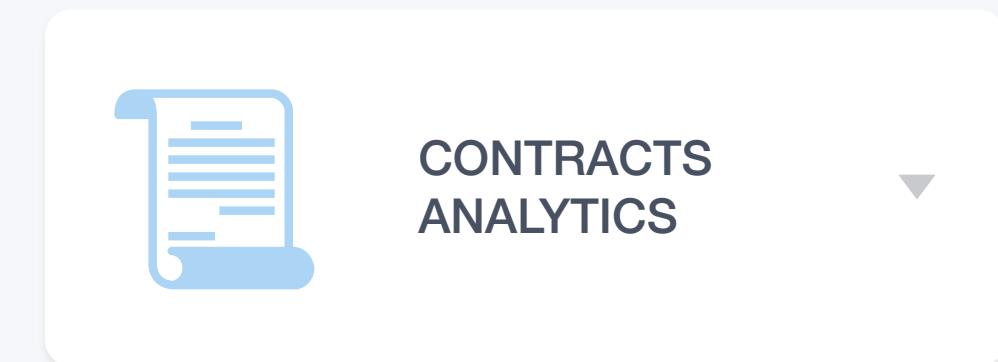
Explore



 **SOURCING INSIGHTS** ▾



 **NEGOTIATION ANALYTICS** ▾



 **CONTRACTS ANALYTICS** ▾

Home / Contract Expiry

Contract Expiry Alert

Total Contracts Expiring

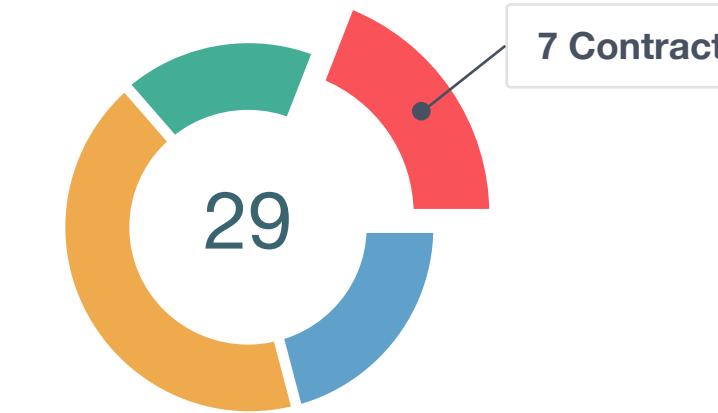
Days

6-10

11-20

21-30

31-60



Impact

7 Contracts expiring in **20 Days**, with potential impact on delivery for 5 plants

Filter

Contract No.	Supplier Name ▾	Contract Expiry Date ▾	Volume Exhaustion Date ▾	Lead time to Source (Days) ▾	Contract Type ▾	Contract
8237123128	Asianagro..	15 Sep 2019	-	15	Time Based	
8237135627	Supplier 2	10 Oct 2019	03 Oct 2019	19	Volume Based	
8237122128	Supplier 3	17 Oct 2019	-	25	Time Based	
8237123465	Supplier 4	19 Nov 2019	30 Oct 2019	27	Volume Based	
8237123907	Supplier 5	20 Dec 2019	-	25	Time Based	

Contract ID	Supplier Name	Expiry Date	Materials ▾	Plants
12312341	Asianagro Agungjaya Pt.	03/01/2019	Material 1	View ▾

Our Recommendations



Pricing

Explore amending contract 1 in plant 5 with supplier A to include plant 1. [View underutilized contracts](#)



Volume

[View forecasting trends](#)
Material 1: 100 tonnes
[View volume by plant](#)



Contract Type
Time based for
3 months

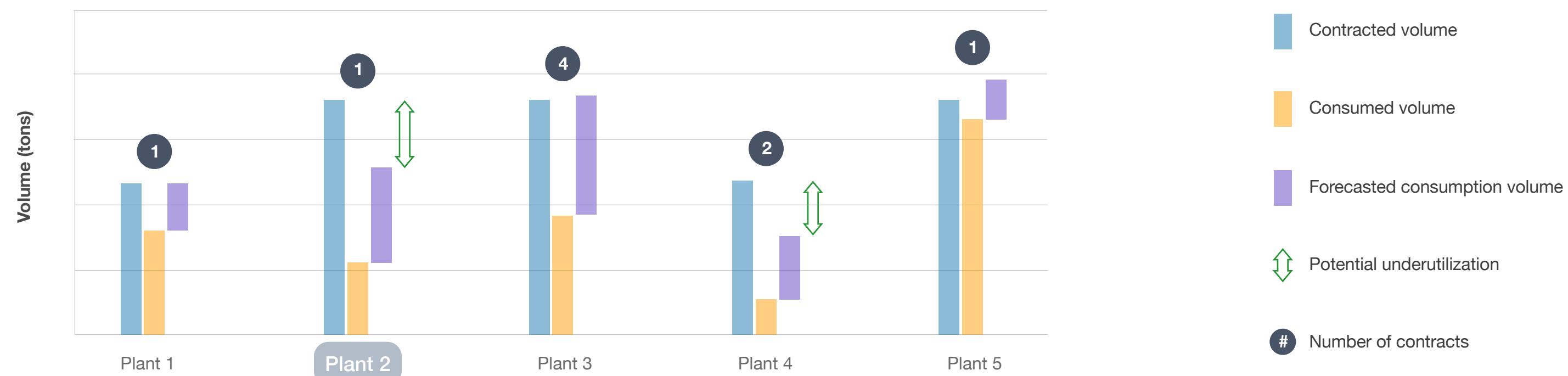


Inco Terms
DDP ▾

Material in the contract (Supplier 1)

Material Name	Plant	Volume Exhaustion Date
MATERIAL 1	Plant 5	30/01/2019
Material 2	Plant 4	20/02/2019
Material 3	Plant 6	15/03/2019

Potential underutilized contracts in other plants (Material 1)



[Explore amend contract 1](#)

[Explore Fresh Sourcing](#)

Contract ID	Supplier Name	Expiry Date	Materials ▾	Plants
12312341	Supplier 1	03/01/2019	Material 1	View ▾

Our Recommendations



Pricing

Potential underutilized contracts available for the same Material in other Plants.

[View underutilized contracts](#)

Volume

[View forecasting trends](#)

Material 1: 100 tonnes

[View volume by plant](#)

Materials	Plants	Volume Exhaustion Date
● Material 1	Plant 1	30/01/2019
● Material 2	Plant 2	14/02/2019
● Material 3	Plant 3	20/04/2019

List of Suppliers (Select Suppliers)

SUPPLIER DETAILS							SUPPLIER PERFORMANCE		
ID	Rating	Supplier Name	SOB	Landed Price	Spend	Lead Time	OTIF	SUSO Compliance	e-Incidents
<input checked="" type="checkbox"/> 4364	4.2 ★	Supplier 1	80%	43	 +2.5 k	20 days	98%	87%	1
5455	-	Supplier 2	-	42	-	-	-	-	-
8782	2.4 ★	Supplier 3	New	45	 +1.3 k	12 days	67%	79%	5

Negotiation Options

[RFQ](#)[E-Tender](#)[Face to Face](#)[Renew Contract](#)[Nego Factory](#)

Contract ID
[12312341](#)Supplier Name
[Supplier 1](#)Expiry Date
[03/01/2019](#)Materials ▾
[Material 1](#)Plants
[View](#) ▾

Our Recommendations



Pricing

Potential underutilized contracts available for the same Material in other Plants.

[View underutilized contracts](#)

Volume

[View forecasting trends](#)

Material 1: 100 tonnes

[View volume by plant](#)Contract Type
Time based for
3 monthsInco Terms
DDP ▾

List of Suppliers (Select Suppliers)

SUPPLIER DETAILS							SUPPLIER PERFORMANCE		
ID	Rating	Supplier Name	SOB	Landed Price	Spend	Lead Time	OTIF	SUSO Compliance	e-Incidents
<input checked="" type="checkbox"/> 4364	4.2 ★	Supplier 1	80%	43	 +2.5 k	20 days	98%	87%	1
5455	-	Supplier 2	-	42	-	-	-	-	-
8782	2.4 ★	Supplier 3	New	45	 +1.3 k	12 days	67%	79%	5

Negotiation Options

[RFQ](#)[E-Tender](#)[Face to Face](#)[Renew Contract](#)[Nego Factory](#)

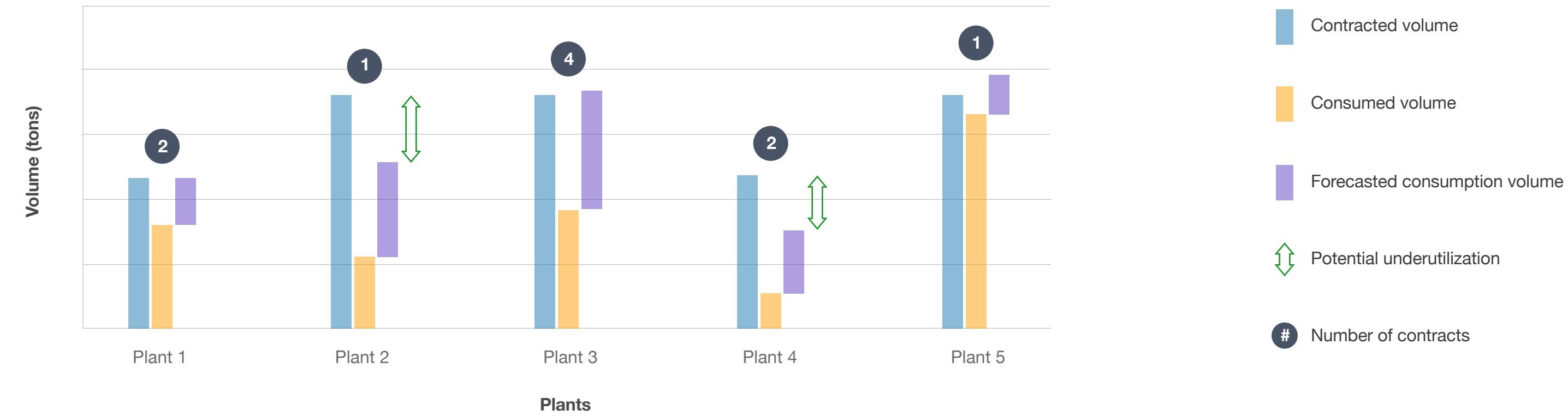


Material

Select

Material 1 ×

Potential underutilized contracts in other plants



Contract	Supplier Name	Plant	Volume (Tons)			
			Contracted	Consumed	Forecasted consumption	Potential underutilization
14567843	Asianagro..	Plant 2	1000	200	400	400

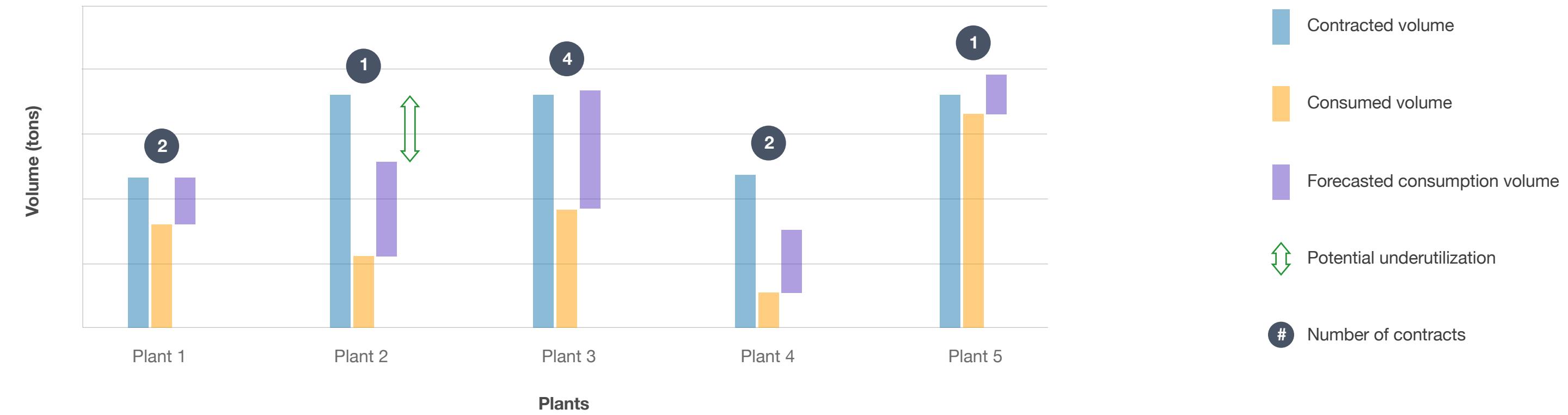


Material

Select

Material 1 X

Potential underutilized contracts in other plants



Contract	Supplier Name	Plant	Volume (Tons)			
			Contracted	Consumed	Forecasted consumption	Potential underutilization
14567843	Asianagro..	Plant 2	300	100	100	100
14567545	Supplier 2	Plant 4	100	0	50	50



Material Plant Supplier Incoterms

Select Select Select Select

HS53 (PALM STEARIN MIX) Plant 1

Plant

Supplier Comparator

Legend: ---- Forex Adjusted Base Price - - Freight and Logistics Cost — Landed Cost

Price per ton (€ '000)

Forecasted Volume (ton)

Q1 Q2 Q3 Q4

Plant	Forex Adjusted Base Price (€ '000)	Freight and Logistics Cost (€ '000)	Landed Cost (€ '000)	Volume (ton)
Plant 1	~58	~35	~75	~280
Plant 2	~59	~32	~74	~500
Plant 3	~60	~38	~78	~350
Plant 4	~60	~35	~75	~280
Plant 5	~60	~35	~75	~280

Supplier

ASIANA Supplier 1 Supplier 2 Supplier 3 Supplier 4 Supplier 5

Total annual cost for HS53 (PALM STEARIN MIX)

Average annual cost per ton for HS53 (PALM STEARIN MIX)

Ex Works

1 ASIANAGRO AGUNGJAYA PT Supplier 2

€ 41,510 € 43,550

€ 61.00 € 65.00

Share of Business 'what-if' scenario analysis

1 ASIANAGRO AGUNGJAYA PT 2 ASIANAGRO AGUNGJAYA PT

20% 80%

Average annual landed cost per ton for HS53 (PALM STEARIN MIX) = 63.5 Euros



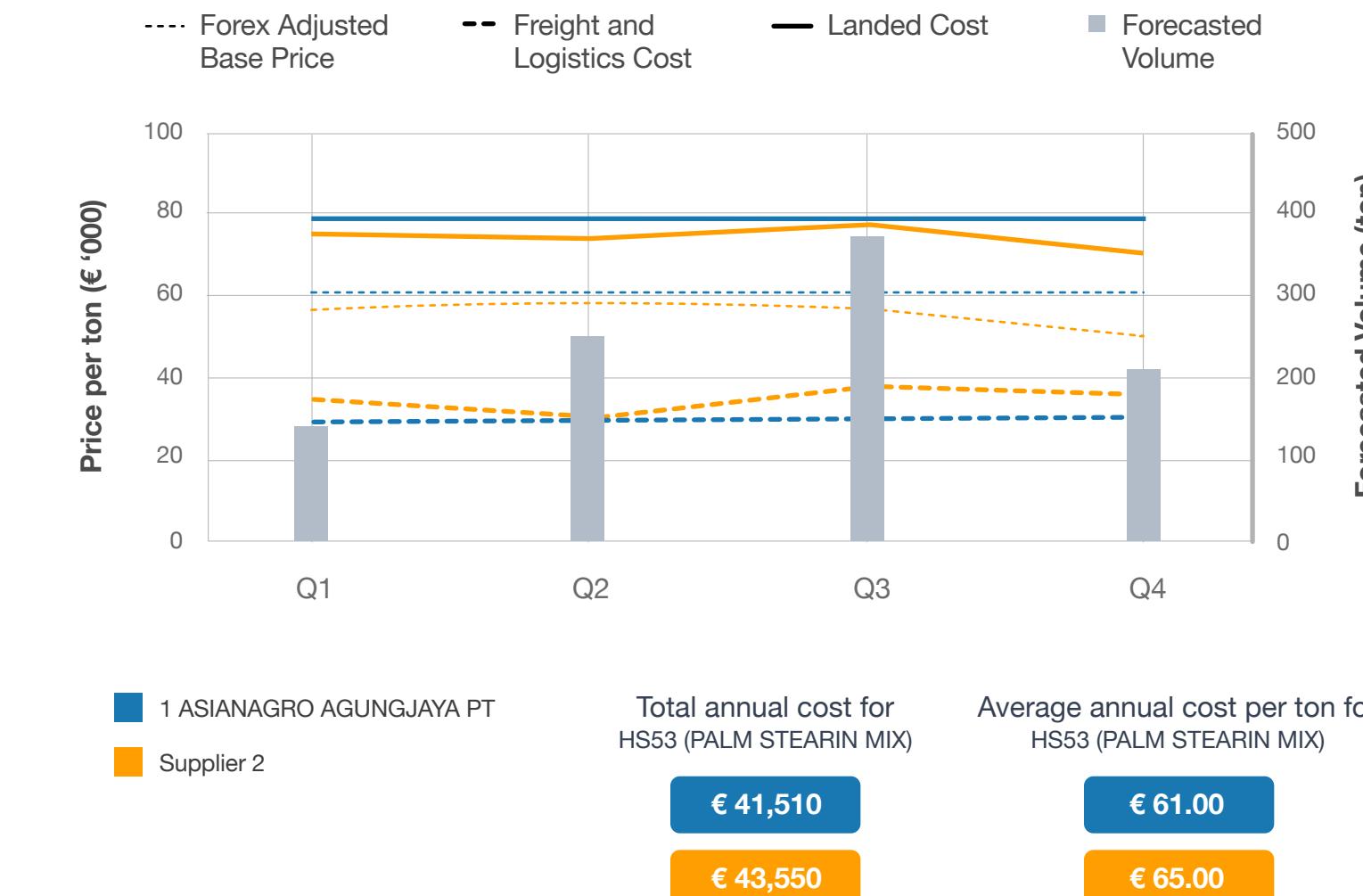
Supplier Comparison

(Configure data to view supplier comparator)



DONE

Material	Plant	Supplier ID	Supplier	Buying Currency	Inco Term
EDTA CALCIUM..	P007	201007	AKZO..	USD	CIOP
		201021	LG ATK..	PHP	DDP



Share of Business 'what-if' scenario analysis

1 ASIANAGRO
AGUNGJAYA PT

◀ 20% ▶

2 ASIANAGRO
AGUNGJAYA PT

◀ 80% ▶

Average annual landed cost per ton for HS53 (PALM STEARIN MIX) = 63.5 Euros



Supplier Comparison

(Configure data to view supplier comparator)



Edit

DONE

Material	Plant	Supplier ID	Supplier	Buying Currency	Inco Term
EDTA CALCIUM..	P007	201007	AKZO..	USD	CIOP
		201021	LG ATK..	PHP	DDP

Click on done to view
Supplier Comparison

Share of Business 'what-if' scenario analysis

1 ASIANAGRO
AGUNGJAYA PT

◀ 20% ▶



2 ASIANAGRO
AGUNGJAYA PT

◀ 80% ▶

Average annual landed cost per ton for HS53 (PALM STEARIN MIX) = 63.5 Euros

Home / Contract Expiry

Contract Expiry Alert

Total Contracts Expiring

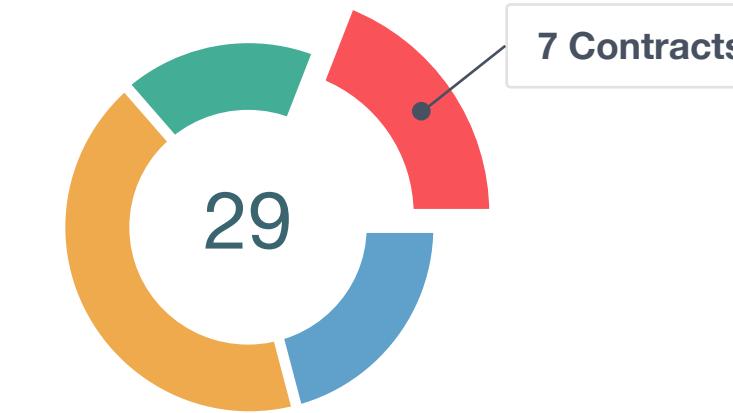
Days

6-10

11-20

21-30

31-60



Impact

7 Contracts expiring in **20 Days**, with potential impact on delivery for 5 plants

Filter

Contract No.	Supplier Name ▲	Contract Expiry Date ▾	Volume Exhaustion Date ▲	Contract Type ▲	Contract
8237123128	Asianagro..	15 Sep 2019	-	Time Based	
8237135627	Supplier 2	10 Oct 2019	03 Oct 2019	Volume Based	
8237122128	Supplier 3	17 Oct 2019	-	Time Based	
8237123465	Supplier 4	19 Nov 2019	30 Oct 2019	Volume Based	
8237123907	Supplier 5	20 Dec 2019	-	Time Based	

Home / Contract Expiry

Contract ID	Supplier Name	Expiry Date	Materials ▾	Plants
12312341	Asianagro Agungjaya Pt.	03/01/2019	Material 1	View ▾

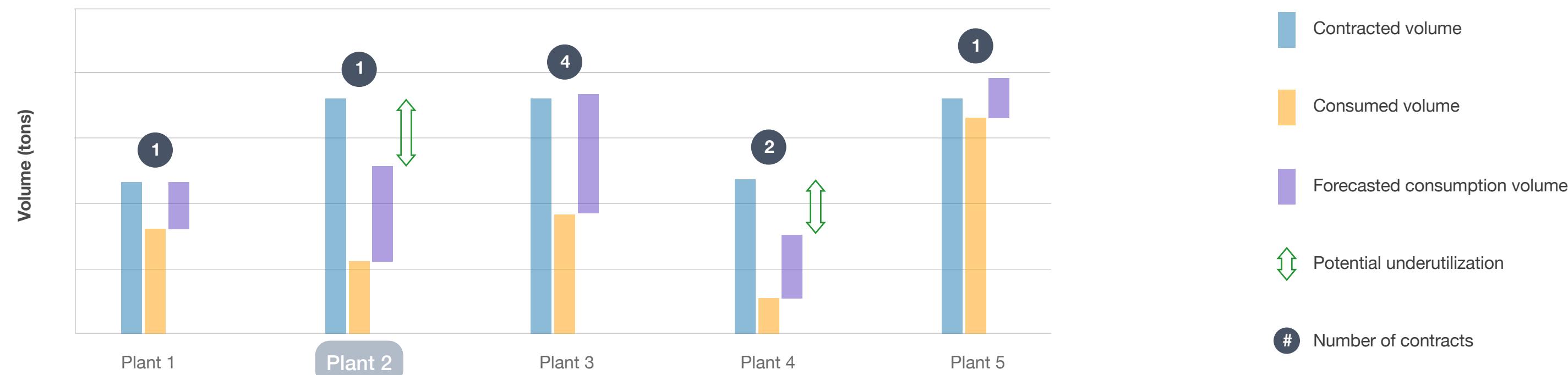
Our Recommendations

Pricing	Volume	Contract Type	Inco Terms
Explore amending contract 1 in plant 5 with supplier A to include plant 1. View underutilized contracts	View forecasting trends Material 1: 100 tonnes View volume by plant	Time based for 3 months	DDP

Material in the contract (Supplier 1)

Material Name	Plant	Volume Exhaustion Date
MATERIAL 1	Plant 5	30/01/2019
Material 2	Plant 4	20/02/2019
Material 3	Plant 6	15/03/2019

Potential underutilized contracts in other plants (Material 1)



[Explore amend contract 1](#)

[Explore Fresh Sourcing](#)



Material

Select

HS53 (PALM STEARIN MIX) ×

Plant

Select

Plant 1 ×

- Plant
- Plant 1
 - Plant 2
 - Plant 3
 - Plant 4
 - Plant 5

Supplier

Select

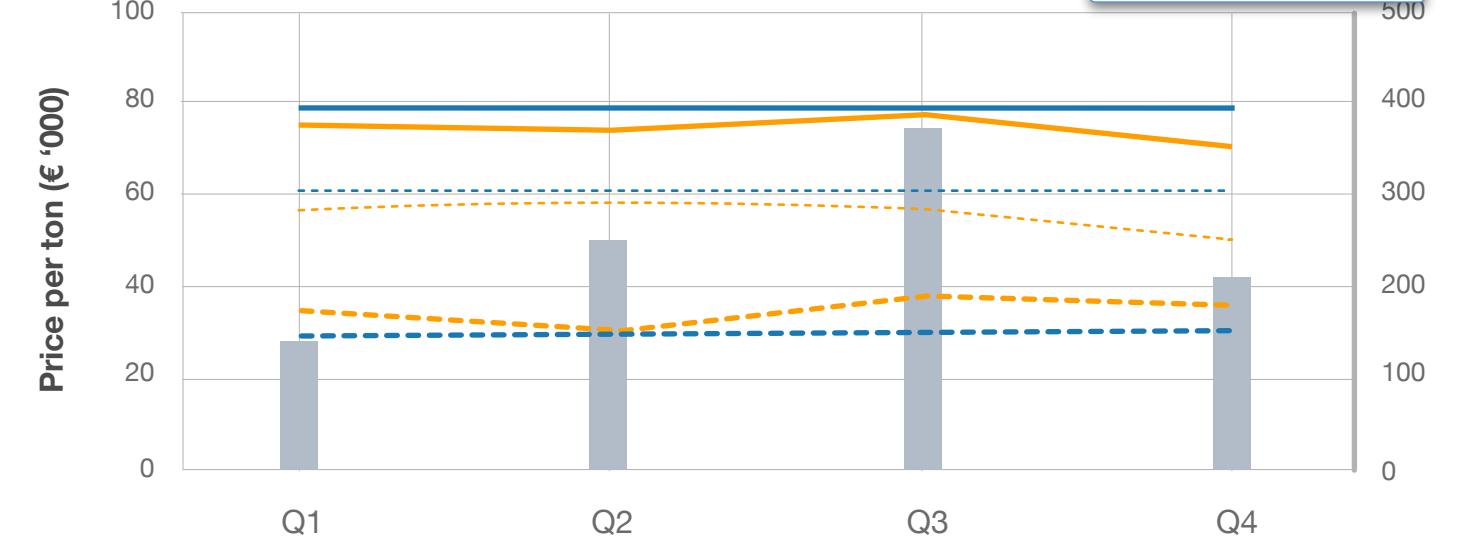
ASIANAGRO AGUNGJAYA PT ×Supplier 2 ×

Incoterms

Select

Ex Works ×

Supplier Comparator

 ---- Forex Adjusted Base Price
 - - - Freight and Logistics Cost
 — Landed Cost

 ASIANAGRO AGUNGJAYA PT
 Supplier 2

 Total annual cost for
HS53 (PALM STEARIN MIX)

€ 41,510

€ 43,550

 Average annual cost per ton for
HS53 (PALM STEARIN MIX)

€ 61.00

€ 65.00

Share of Business 'what-if' scenario analysis

 1 ASIANAGRO
AGUNGJAYA PT

◀ 20% ▶


 2 ASIANAGRO
AGUNGJAYA PT

◀ 80% ▶

Average annual landed cost per ton for HS53 (PALM STEARIN MIX) = 63.5 Euros



Home / Contract Expiry

Material Exhaustion Alert

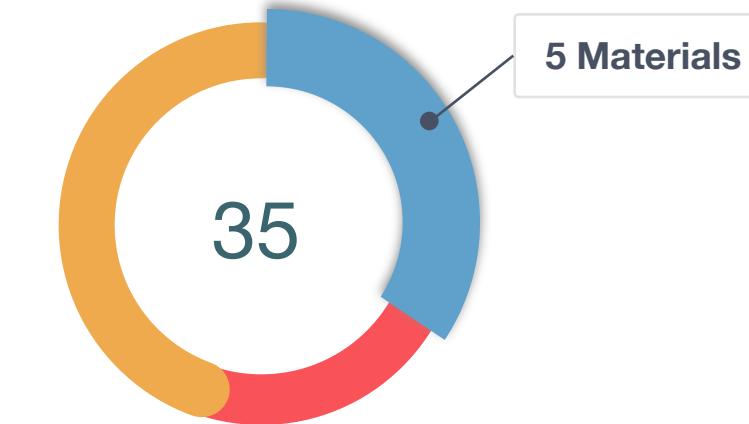
Total Material Exhaustion Detail

Days

0-30

31-60

61-90



Impact

Materials getting exhausted in 30 Days, with potential impact on delivery for 5 plants

Filter

Material	Plant	Exhaustion Date	Projected Volume ShortFall
<input checked="" type="checkbox"/> HS53..	Plant 1	01 Oct 2019	-
HS53..	Plant 2	03 Oct 2019	200
HS53..	Plant 3	-	-
HS53..	Plant 4	30 Oct 2019	30 Oct 2019
HS53..	Plant 5	-	-

Contract details for Materials and Plants

Material	Plant
HS53 Palm Stearing Mix	Plant 1

Contract ID	Supplier	Material	Plant	Balance Vol as on	Material Exhaustion Date	Contract Expiry Date
12345	SUP 1	ABC	Plant 1	28 Feb 2019	28 Feb 2019	15 Jun 2019
		DEF	Plant 2	31 Mar 2019	31 Mar 2019	
		HIJ	Plant 3	10 Mar 2019	10 Mar 2019	
79811	SUP 2	ABC	Plant 1	28 Feb 2019	28 Feb 2019	25 Jul 2019
		DEF	Plant 2	13 Mar 2019	13 Mar 2019	
		HIJ	Plant 3	13 Apr 2019	13 Apr 2019	

⚠ Recommended

ABC : 2 [Underutilised contracts](#) in plant 5. Annual cost 74371 to include plant 1.

DEF : Go for [fresh sourcing](#) since the prices are reducing

HIJ : Price in [current contract](#) is lower than. the market price.



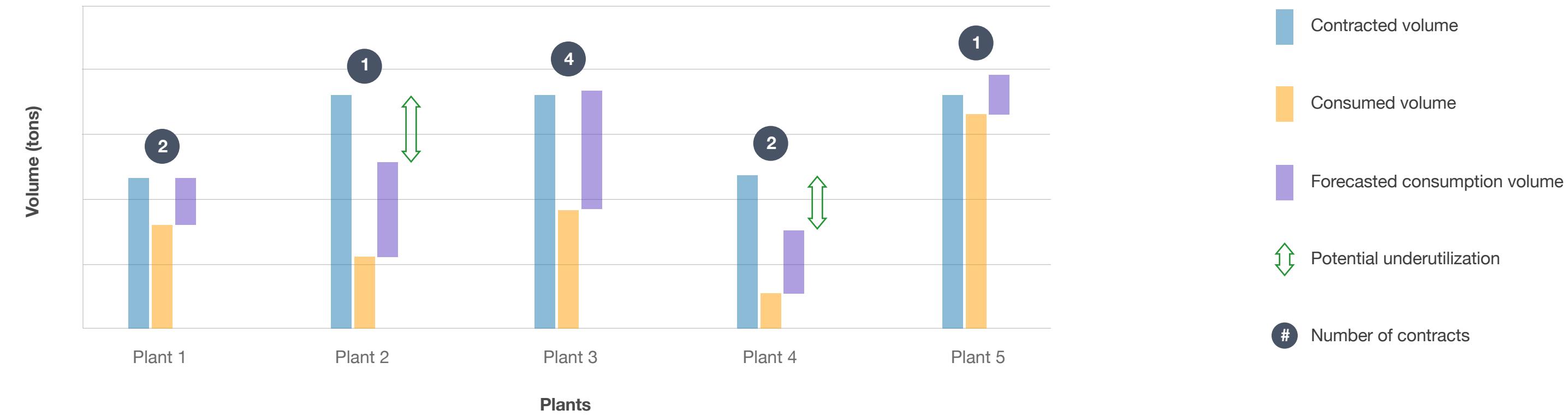
Material

Select

Material 1



Potential underutilized contracts in other plants



Contract	Supplier Name	Plant	Volume (Tons)			
			Contracted	Consumed	Forecasted consumption	Potential underutilization
14567843	Asianagro..	Plant 2	1000	200	400	400

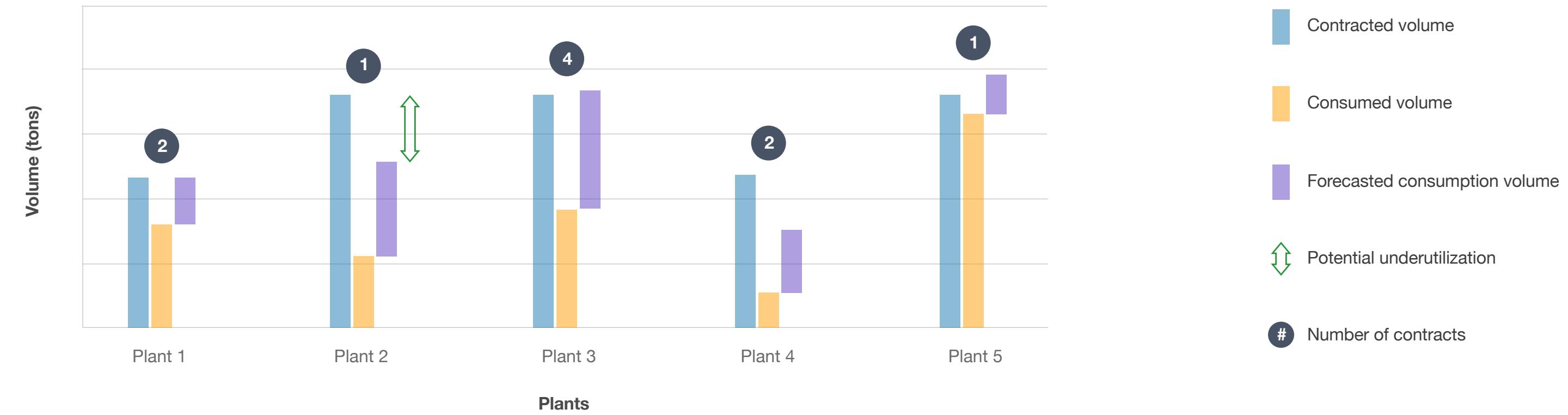


Material

Select

Material 1 X

Potential underutilized contracts in other plants



Contract	Supplier Name	Plant	Volume (Tons)			
			Contracted	Consumed	Forecasted consumption	Potential underutilization
14567843	Asianagro..	Plant 2	300	100	100	100
14567545	Supplier 2	Plant 4	100	0	50	50





Unilever



Type here to search

Instances ▾

U2K2

Portfolio ▾

Quick Links ▾

Good Afternoon John!

Last Login: 12:30 pm, 12 December 2018

**COMING SOON**



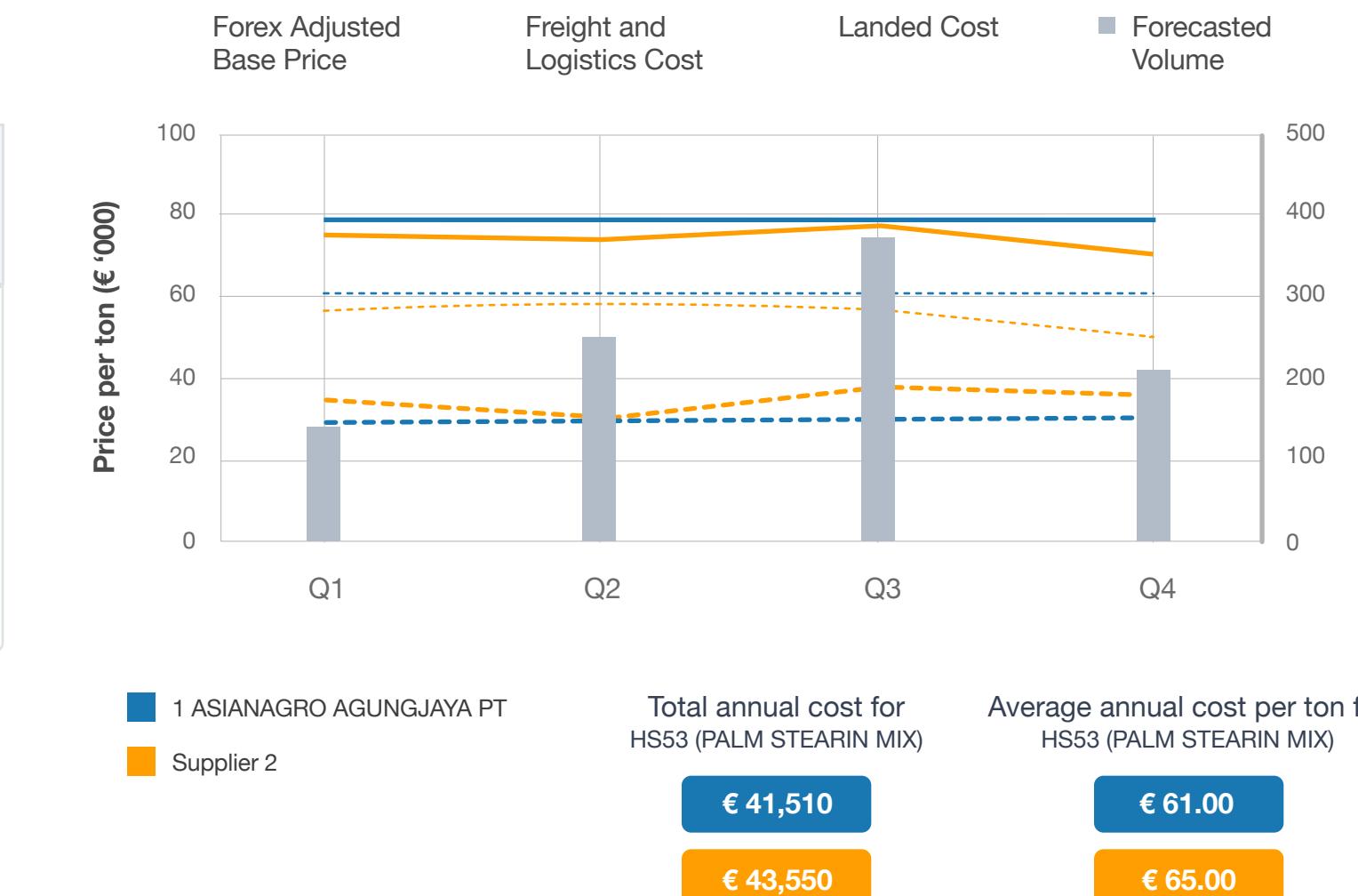
Supplier Comparison

(Configure data to view supplier comparison)

Edit

DONE

	Material	Plant	Supplier ID +	Supplier +	Buying Currency	Inco Term
	EDTA CALCIUM	P007	201007	AKZO..	USD	CIOP
			201021	LG ATK..	PHP	DDP



Share of Business 'what-if' scenario analysis

 1 ASIANAGRO
AGUNGJAYA PT

◀ 20%


 2 ASIANAGRO
AGUNGJAYA PT

◀ 80% ▶

Average annual landed cost per ton for HS53 (PALM STEARIN MIX) = 63.5 Euros



Supplier Comparison

(Configer data to view supplier comparison)



Edit

DONE

	Material	Plant	Supplier ID +	Supplier +	Buying Currency	Inco Term
Add	EDTA CALCIUM	P007	201007	AKZO..	USD	CIOP
			201021	AKZO NOBEL FUNCTIONAL CHE	LG ATK..	PHP DDP

Click on done to view
Supplier Comparison

Share of Business 'what-if' scenario analysis

1 ASIANAGRO
AGUNGJAYA PT

◀ 20%



2 ASIANAGRO
AGUNGJAYA PT

◀ 80% ▶

Average annual landed cost per ton for HS53 (PALM STEARIN MIX) = 63.5 Euros



Supplier Comparison

(Configure data to view supplier comparison)

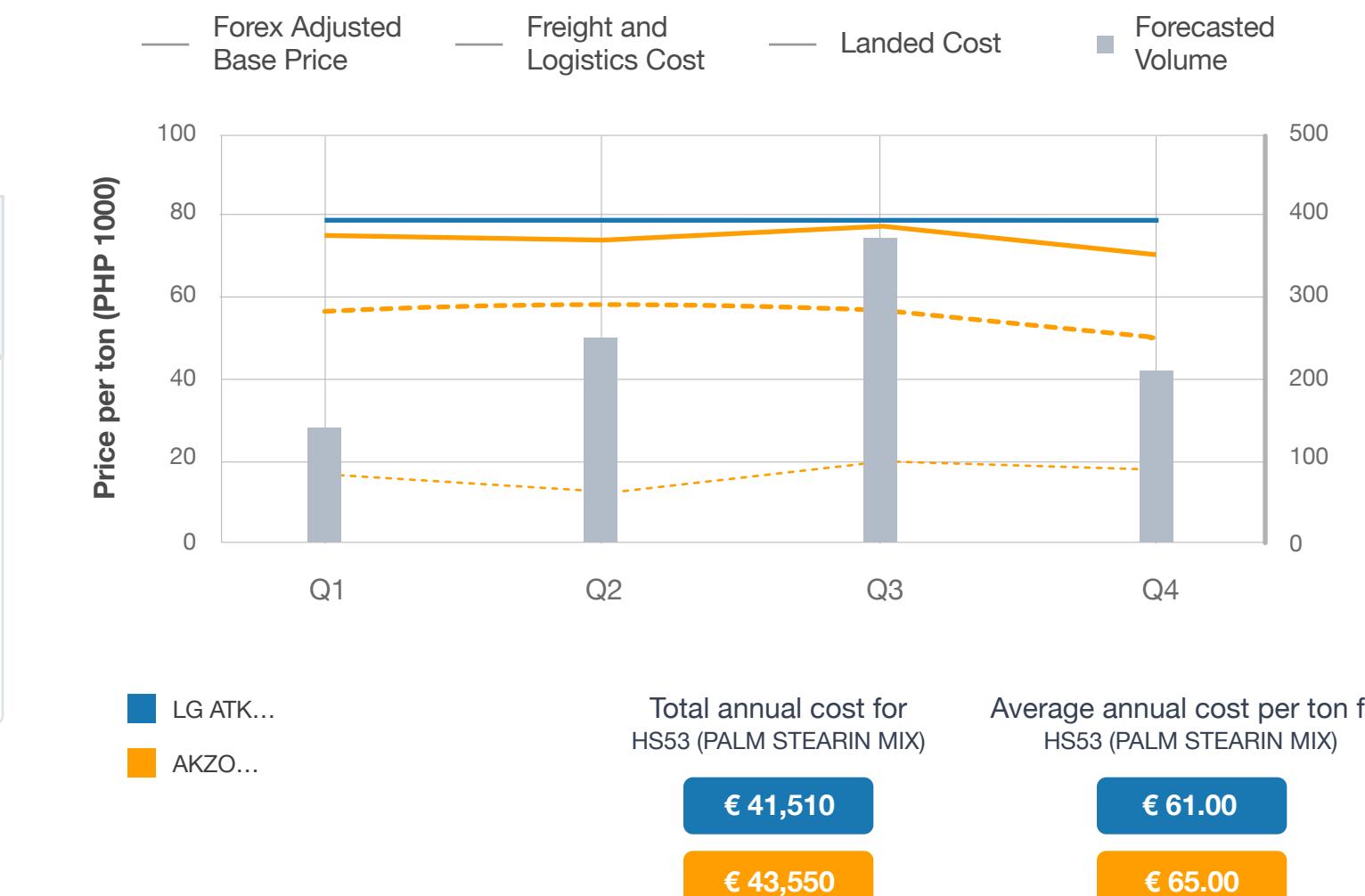
Edit

DONE

Add to Material and Plant combination

Add Supplier

Material	Plant	Supplier ID	Supplier	Buying Currency	Inco Term
EDTA CALCIUM	P007	201007	AKZO..	USD	CIOP
		201021	AKZO NOBEL FUNCTIONAL CHE	PHP	DDP



Share of Business 'what-if' scenario analysis

 1 ASIANAGRO
 AGUNGJAYA PT

20%

 2 ASIANAGRO
 AGUNGJAYA PT

80%

Average annual landed cost per ton for HS53 (PALM STEARIN MIX) = 63.5 Euros



Supplier Comparison

(Configure data to view supplier comparison)



Edit

DONE

[+ Add to Material and Plant combination](#)[+ Add Supplier](#)

Material	Plant	Supplier ID	Supplier	Buying Currency	Inco Term
EDTA CALCIUM	P007	201007	AKZO..	USD	CIOP
		201021	LG ATK..	PHP	DDP

Click on done to view
Supplier Comparison

Share of Business 'what-if' scenario analysis

1 ASIANAGRO
AGUNGJAYA PT

◀ 20% ▶

2 ASIANAGRO
AGUNGJAYA PT

◀ 80% ▶

Average annual landed cost per ton for HS53 (PALM STEARIN MIX) = 63.5 Euros



Supplier Comparison

(Configure data to view supplier comparison)

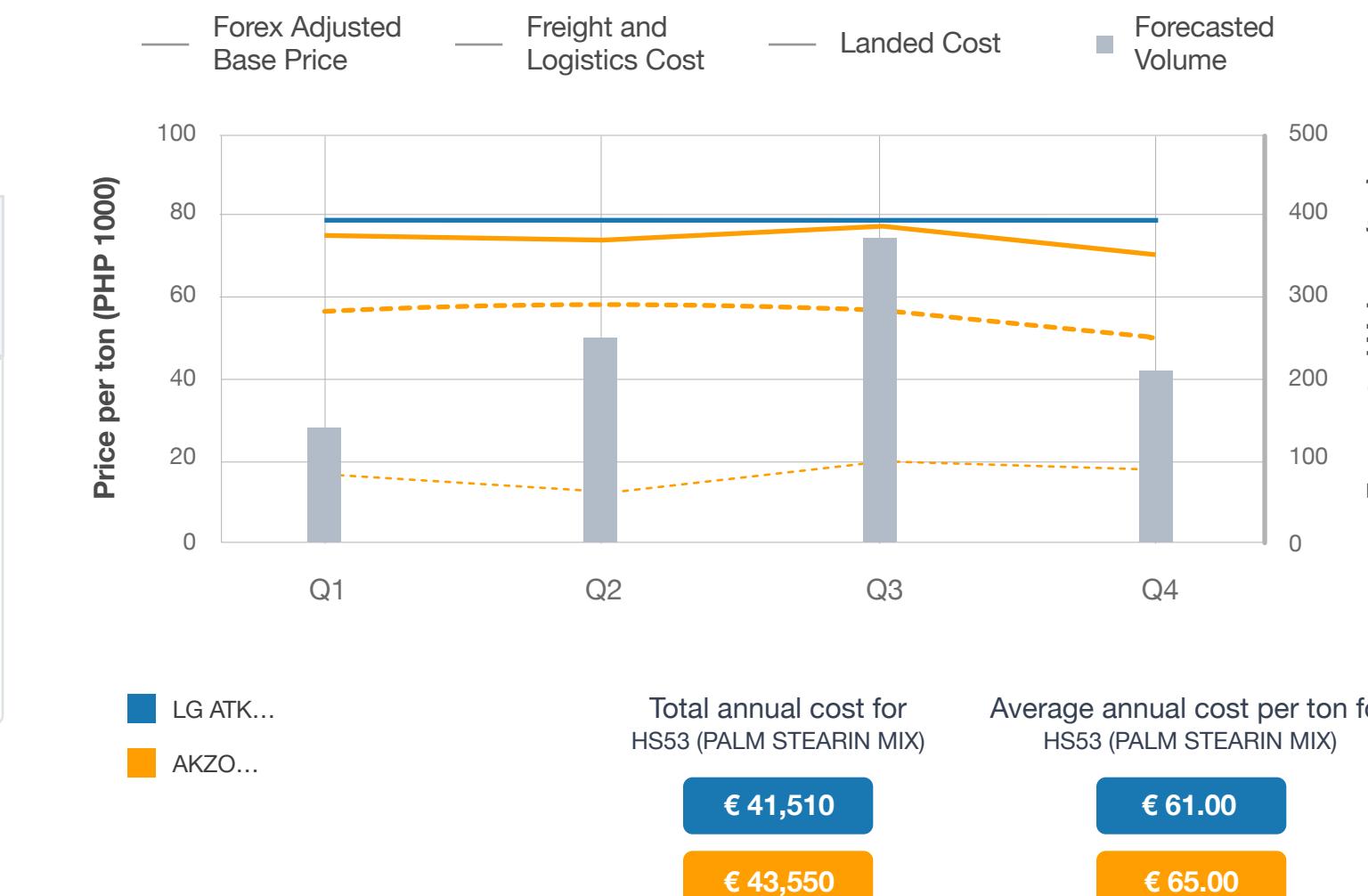
Edit

DONE

Add to Material and Plant combination

Add Supplier

Material	Plant	Supplier ID	Supplier	Buying Currency	Inco Term
EDTA CALCIUM	P007	201007	AKZO..	USD	CIOP
		201021	LG ATK..	PHP	DDP



Share of Business 'what-if' scenario analysis

 1 ASIANAGRO
 AGUNGJAYA PT

20% ← →

 2 ASIANAGRO
 AGUNGJAYA PT

80% ← →

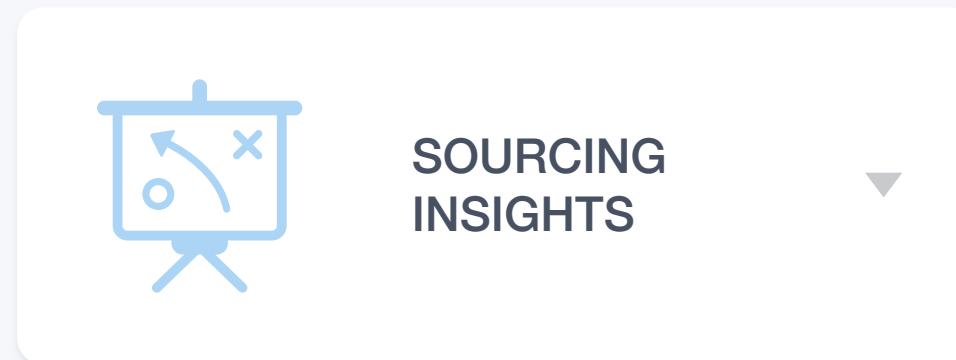
Average annual landed cost per ton for HS53 (PALM STEARIN MIX) = 63.5 Euros

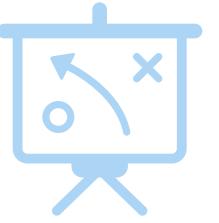


Buyer Overview



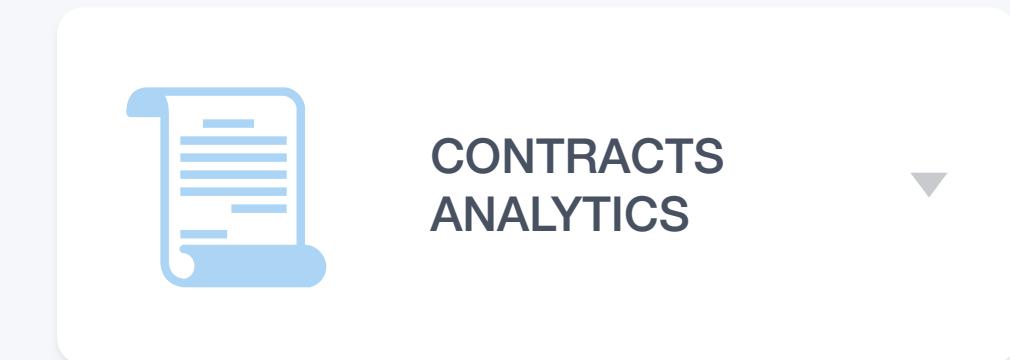
Explore



 **SOURCING INSIGHTS** ▾



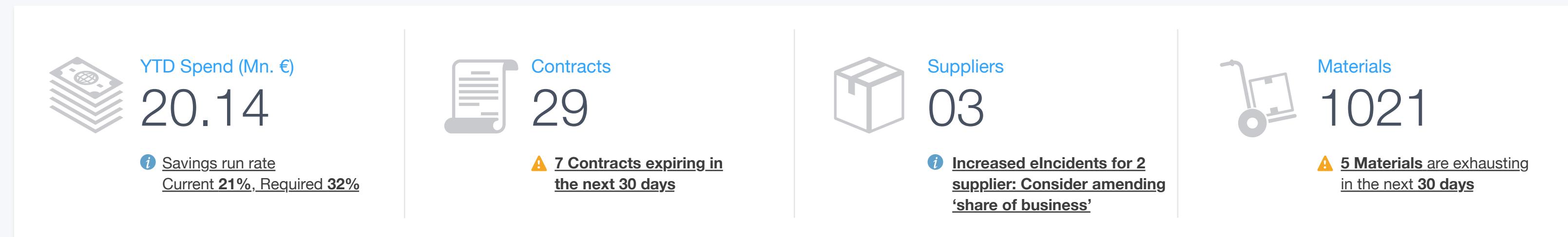
 **NEGOTIATION ANALYTICS** ▾



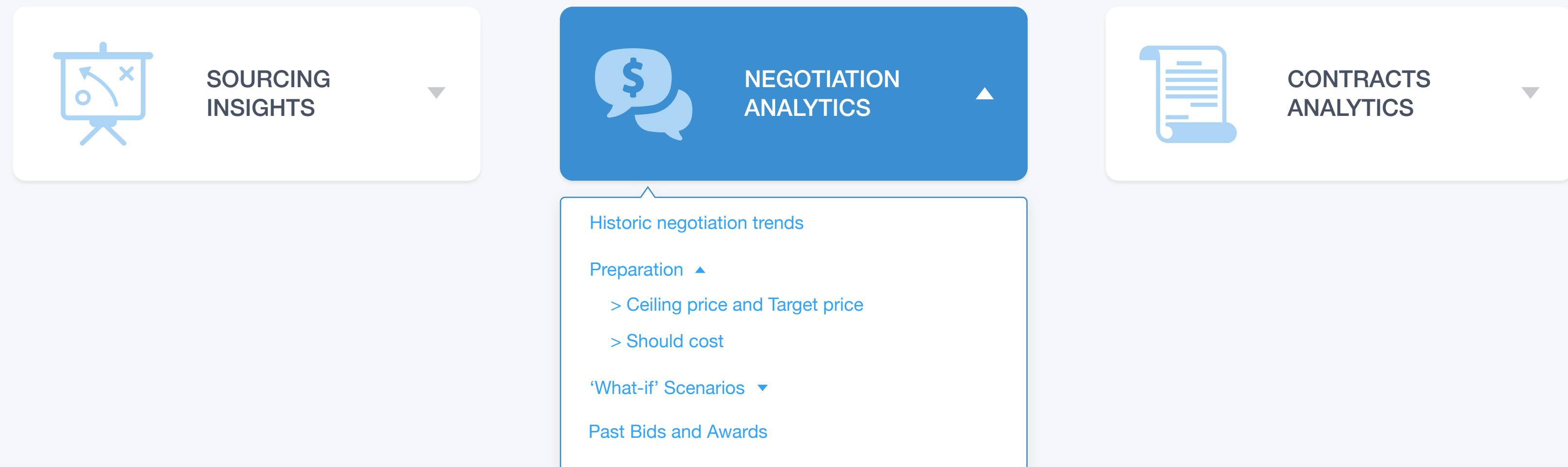
 **CONTRACTS ANALYTICS** ▾



Buyer Overview



Explore





Home / Suppliers / KONINKLIJKE EUROMA B.V.

Search for a Supplier



Search result for 'KONINKLIJKE EUROMA B.V.'

Supplier Details

Name	Location
KONINKLIJKE EUROMA B.V.	Wapenveld, Netherlands
Total Spend	No. of Contracts
594.79K	3

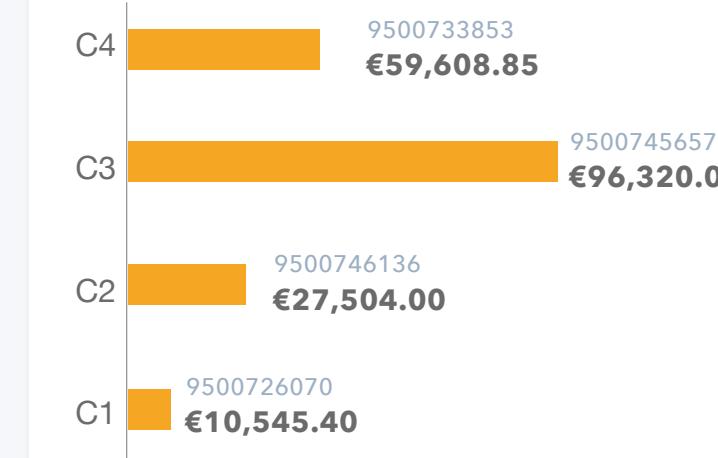
Latest News

KONINKLIJKE EUROMA B.V. to buy back shares worth 235.20 Mn Euros.

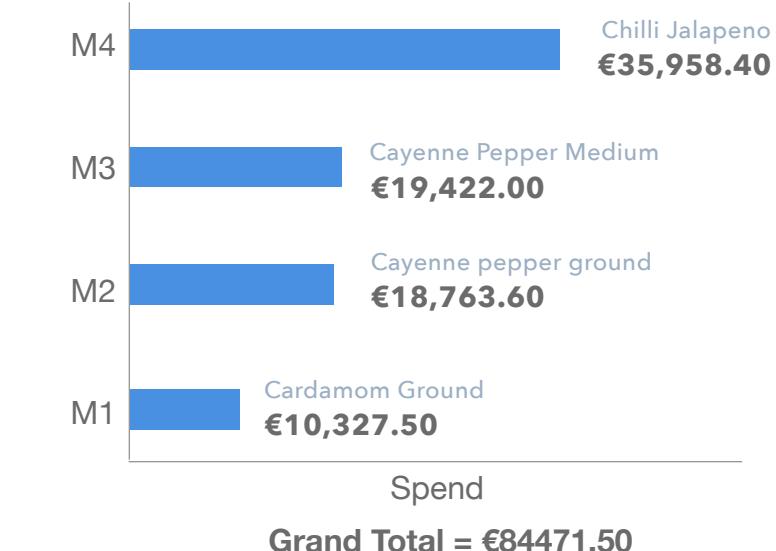
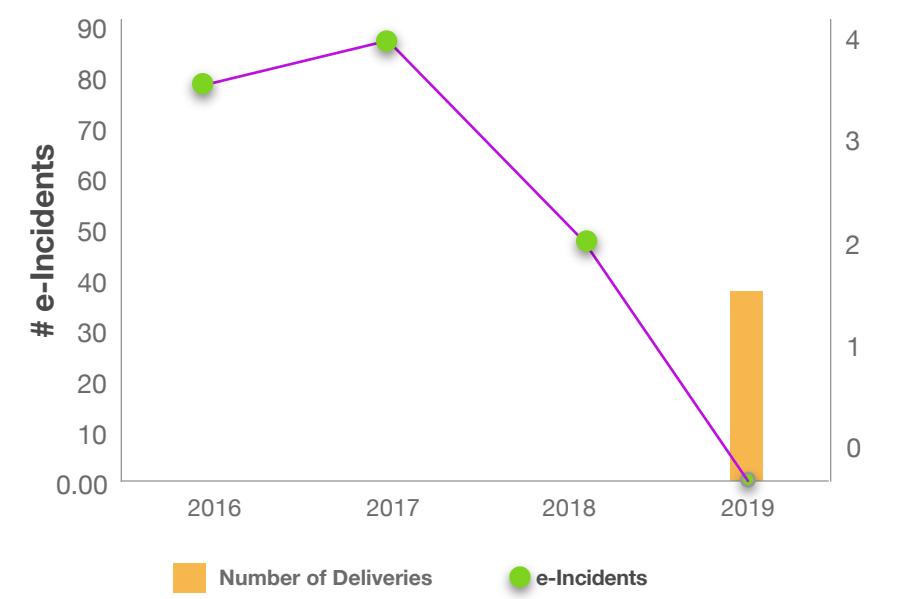
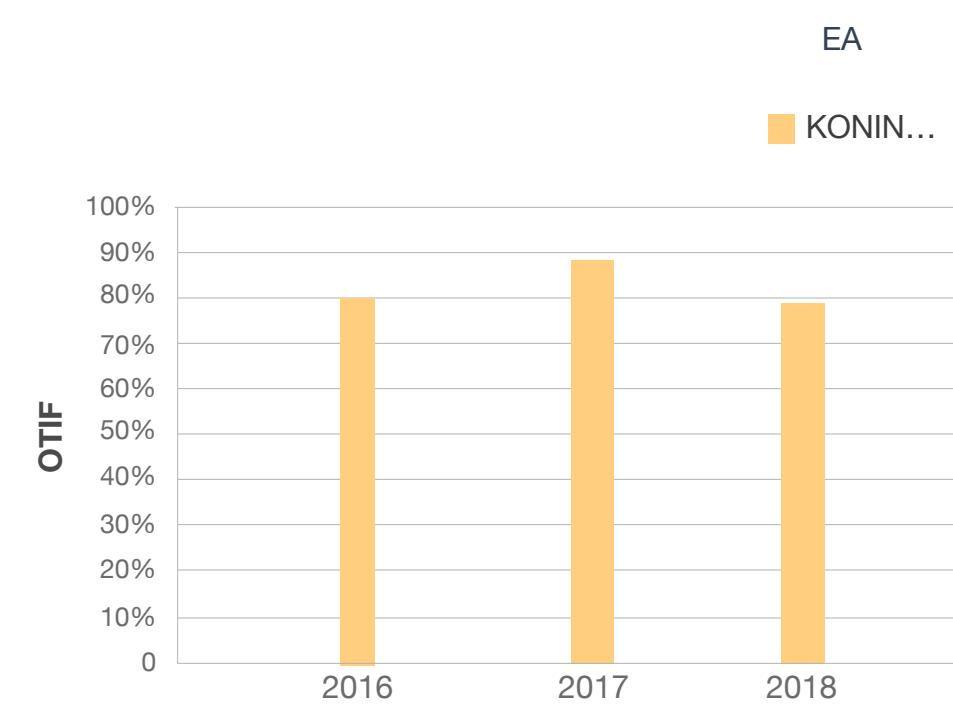
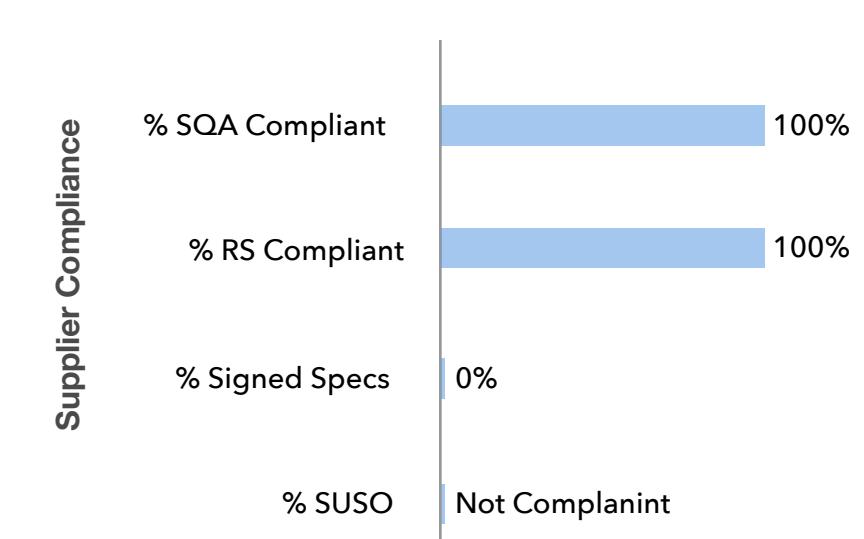
6 Apr, 2018, 03.53PM IST, Economic Times.

[Link →](#)

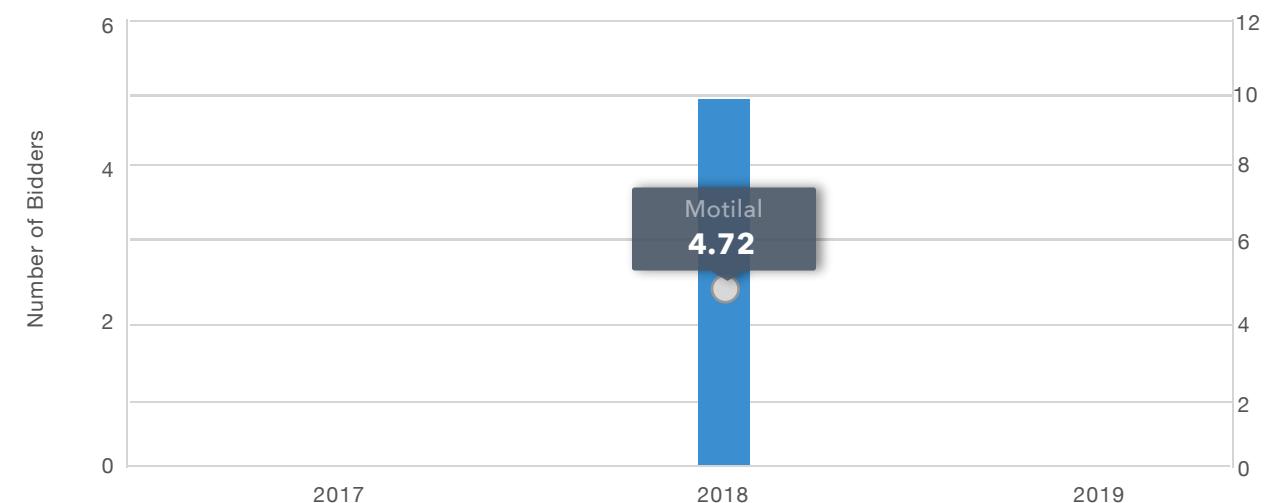
Years of Engagement
Since 2008
Category
Spices

Spend by Material & Contract


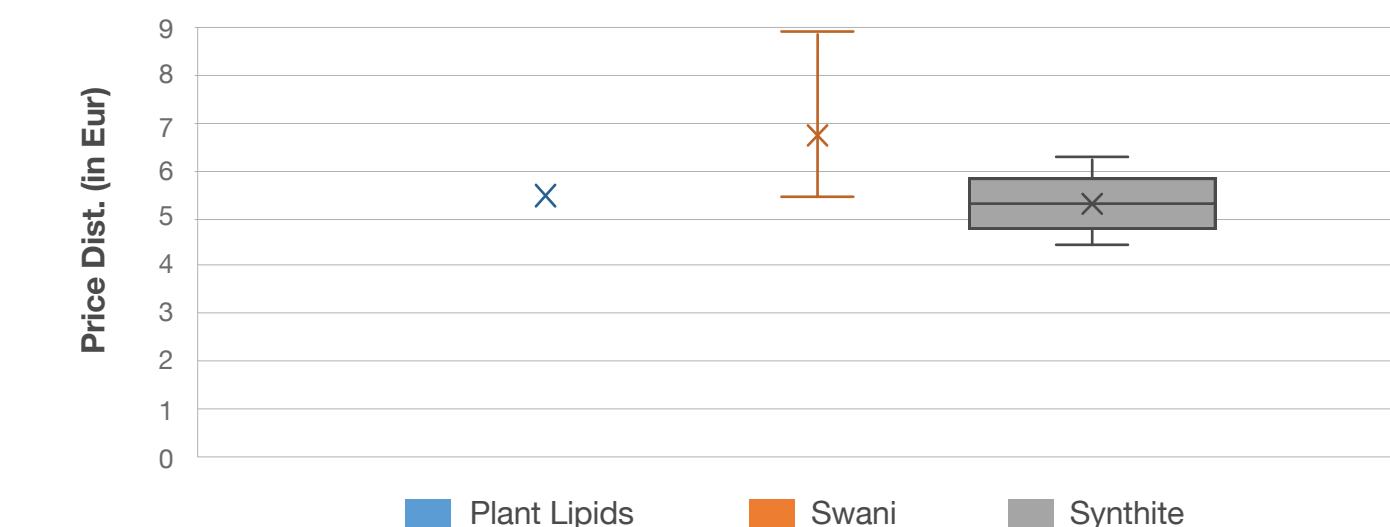
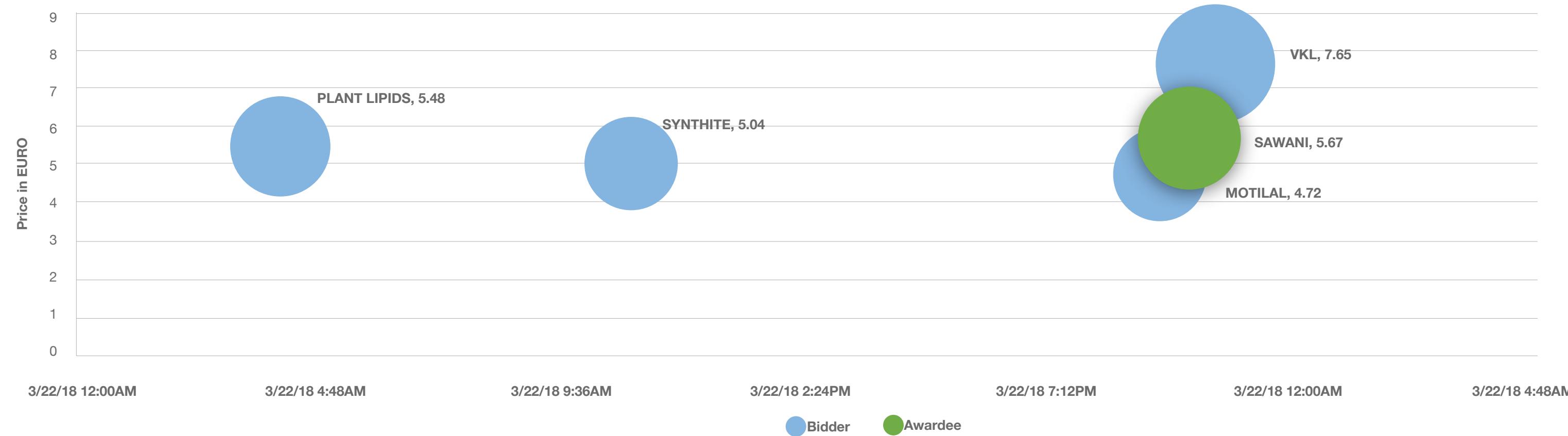
Plant ▾ Inco terms ▾


Quality

OTIF

Compliance


Home / Trend of best bid

Trend of Best Bid


Distribution of Range of Bidding Value for the product "Black Pepper Powder 32 Mesh"


Suppliers Participated in E-tender Black Pepper Powder 32 Mesh (Supplier With Green Bubble Represents Current Supplier)

Contract allocated to SWANI

Contract	Created_on	Contract End_Date	Targ_Qty	Net_Price(in Euro)	IncoT
4300124363	15/05/2018	31/05/2019	2250	5.85	EXW



Search for a Material



Search result for 'Pepper White Ground Steam'

Material: Pepper White Ground Steam Treated

Global spec ID ▾

Material ID	Material Group	Category	No. of Plants	No. of Live Contracts	Contracted Spend (€)
3587005	Spices	Savoury	7	3	22564.94

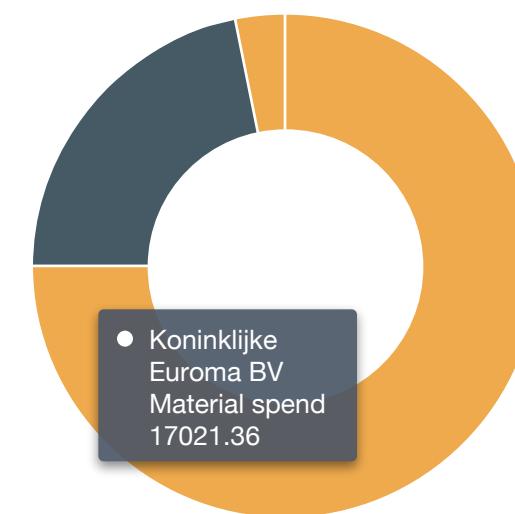
MARKET & PRICING

VOLUME

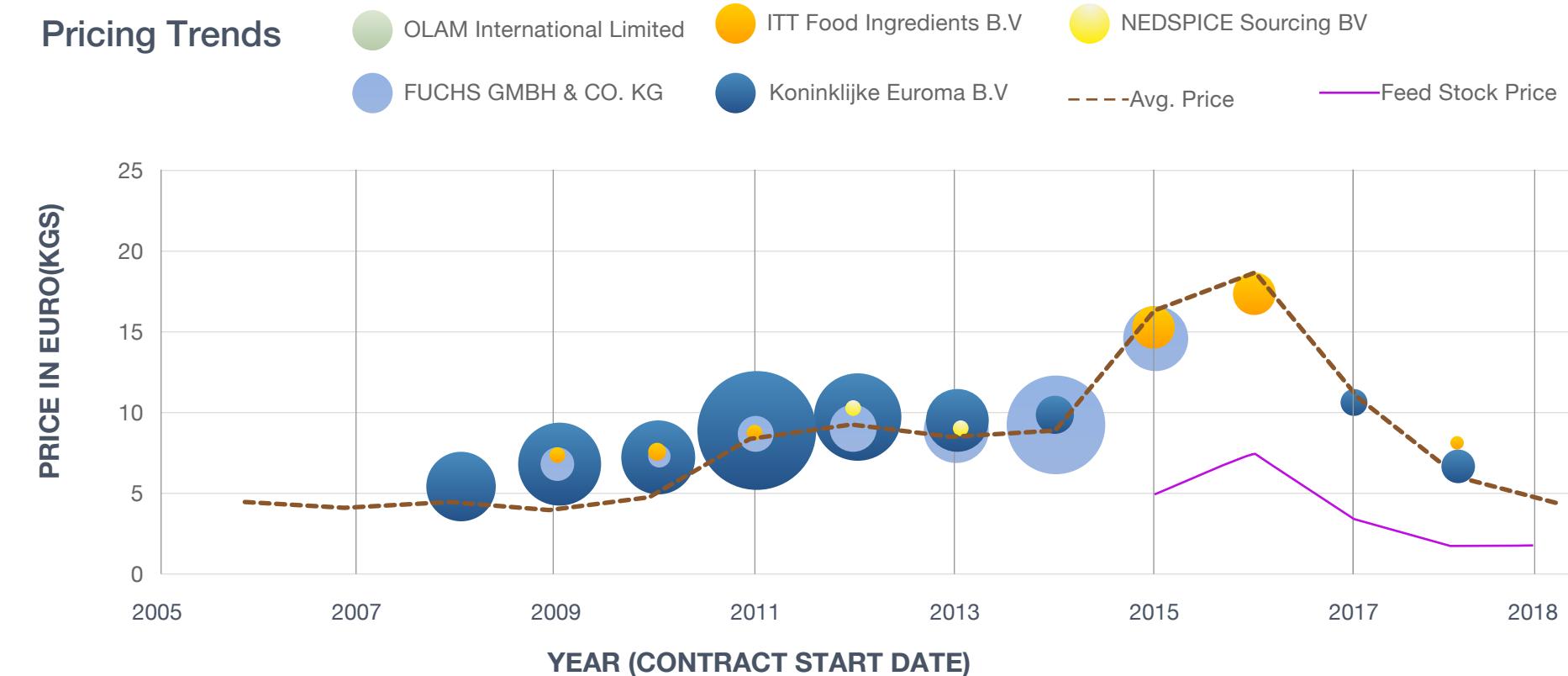
Plant ▾

Inco terms ▾

Share of Business

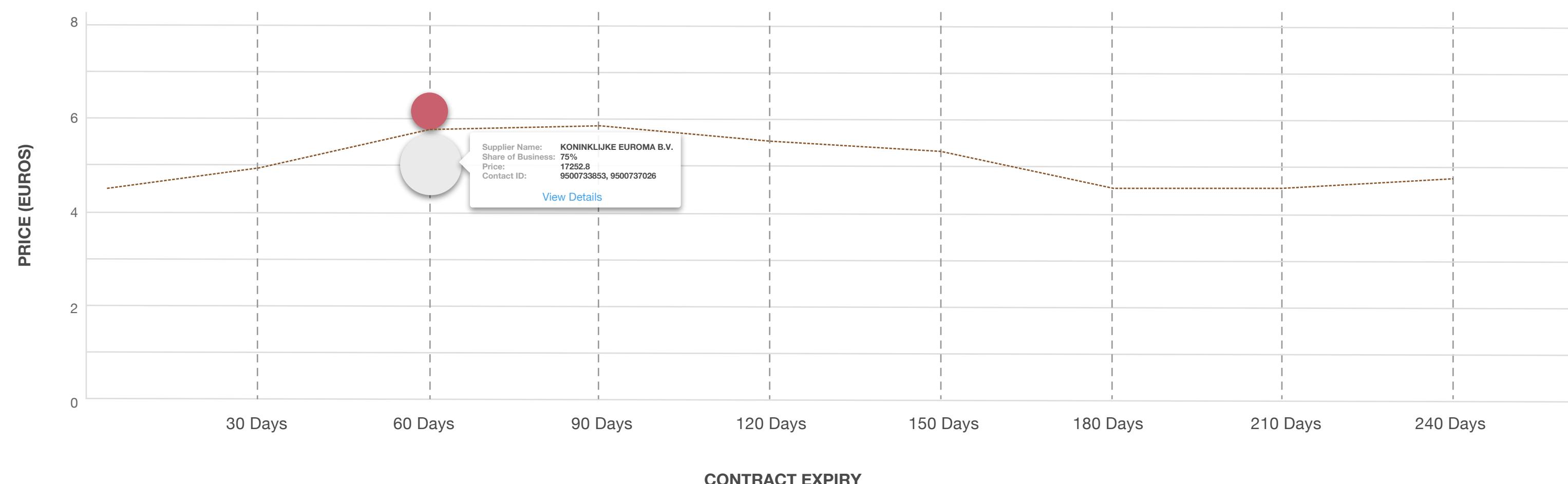


Pricing Trends



Expiring Contracts

Forecast Prices | ITT FOOD INGREDIENTS B.V. | KONINKLIJKE EUROMA B.V.



Search for a Material



Search result for 'Pepper White Ground Steam'

Material: Pepper White Ground Steam Treated

Global spec ID ▾

Material ID	Material Group	Category	No. of Plants	No. of Live Contracts	Contracted Spend (€)
3587005	Spices	Savoury	7	3	22564.94

MARKET & PRICING
VOLUME

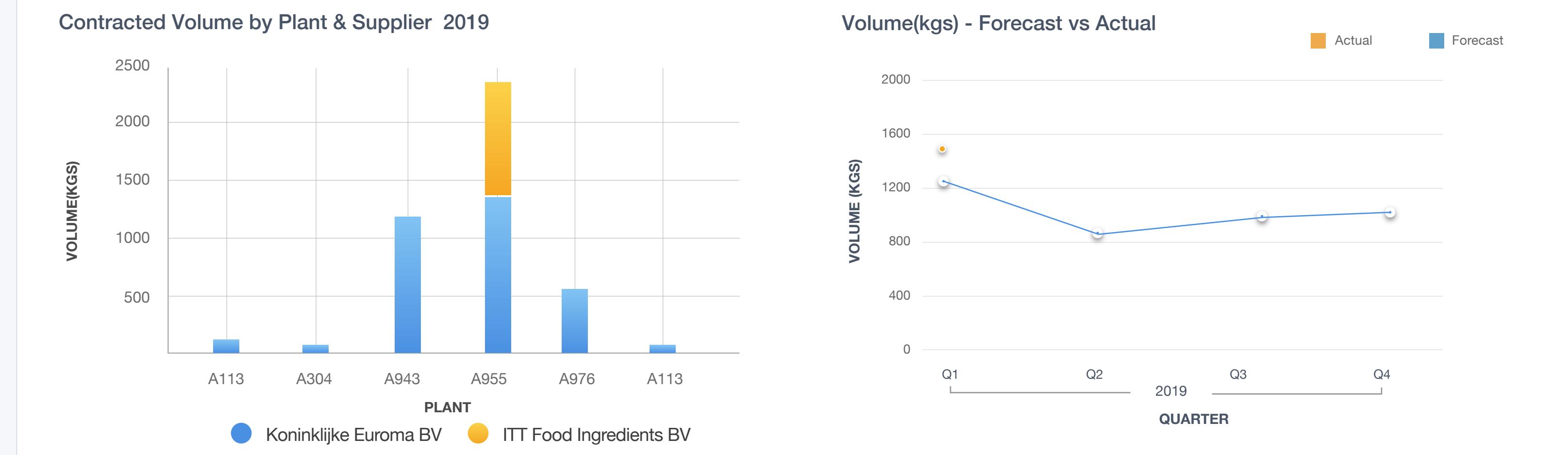
Select location below or directly on map

Cluster Clear

- South Asia
- SEAA
- Europe
- North America

Countries Clear

Legend: █ Domain █ Selected



Unilever

Base

User Dashboard

- Buyer Dashboard
- Contarct Expiry Alerts
- Contract View

Screen Resolution 1366x768



HOME

Hi, Good Afternoon **Alex!** Last Login : 12:30 IST 12/Dec/2018

BUYER OVERVIEW

- 0.2 million YTD Total Spend** Savings run rate Current 21% Required 32%
- 69 Contracts** 13 Contracts expiring in the next 30days
- 45 Suppliers** Increased incidents for 2 supplier: Consider amending 'share of business'
- 15 Material** 10 materials are close to exhaustion

SOURCING INSIGHTS

NEGOTIATION ANALYTICS

CONTRACT ANALYTICS

CATEGORIES ▾

- Food & Refreshment
- Home Care
- Beauty & Personal Care

PORTFOLIO ▾

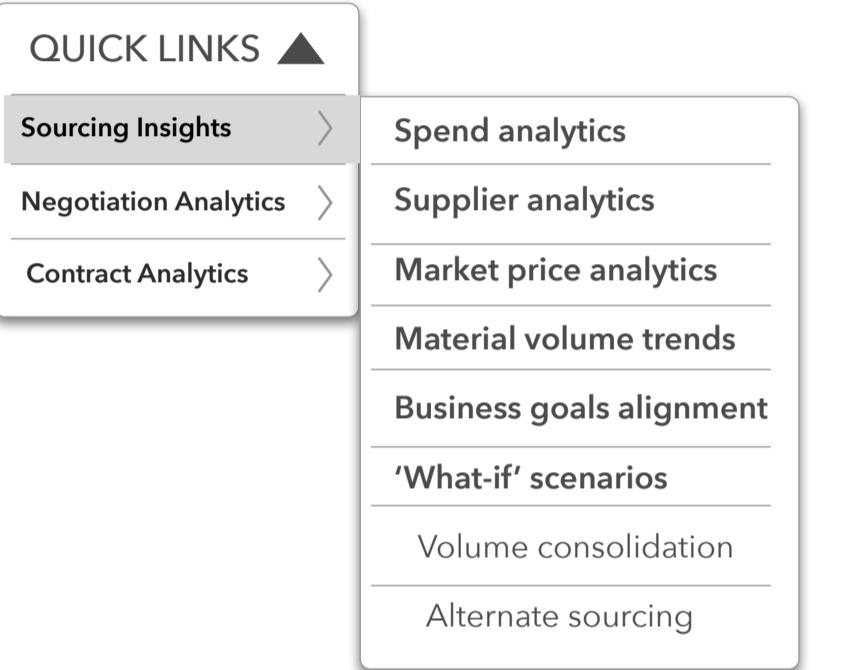
QUICK LINKS ▾

- Sourcing Insights
- Negotiation Analytics
- Contract Analytics
- Market price analytics
- Material volume trends
- Business goals alignment
- 'What-if' scenarios
- Volume consolidation
- Alternate sourcing

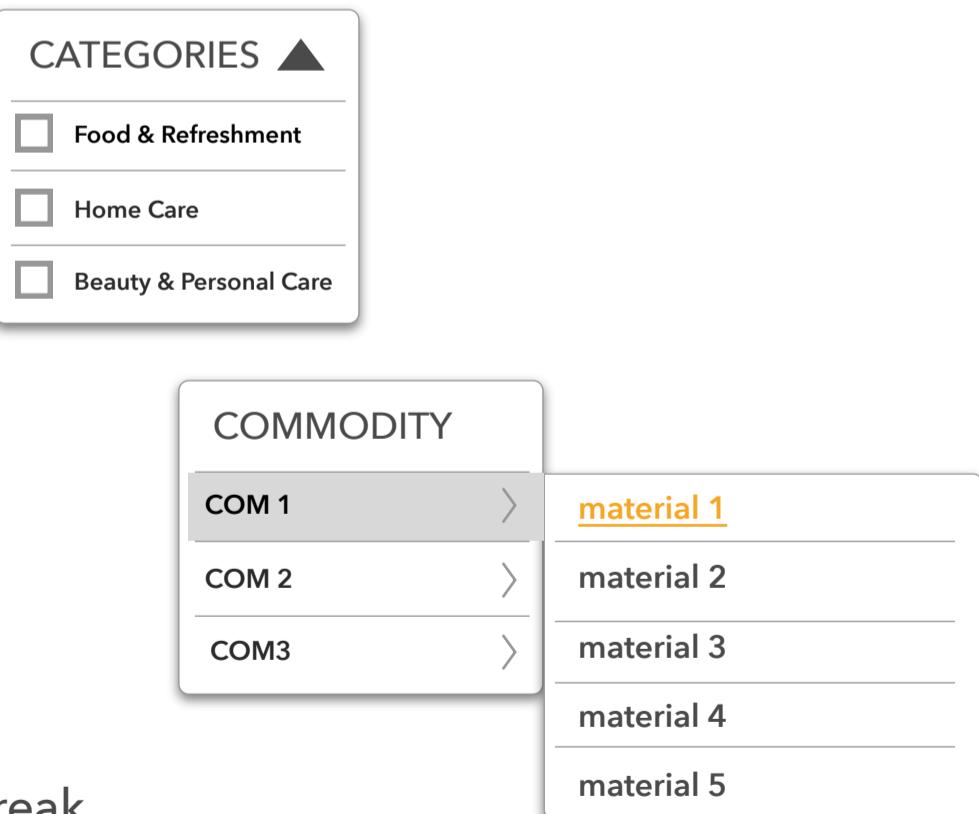
Annotations

1 Buyer Dashboard View with overview and strategy inputs , strategy and contracts

2 Quick Link Drop down view - Onhover



3 Categories Drop down view - Onhover



Screen Break

Screen Resolution 1366x768



HOME

Hi, Good Afternoon **Alex!** Last Login : 12:30 IST 12/Dec/2018

BUYER OVERVIEW

 0.2 million YTD Total Spend	 69 Contracts <small>⚠ 13 Contracts expiring in the next 30days</small>	 45 Suppliers <small>💡 2 new suppliers have been included in the last 3 months</small>	 15 Material <small>💡 10 materials are close to exhaustion</small>
--	---	--	--

SOURCING INSIGHTS

- > Spend analytics
- > Supplier analytics
- > Market price analytics
- > Material volume trends
- > 'What-if' scenarios (Saving opportunities)
 - i. Volume consolidation
 - ii. Alternate sourcing

NEGOTIATION ANALYTICS

CONTRACTS ANALYTICS

SEARCH CATEGORIES PORTFOLIO QUICK LINKS Alex

Annotations

1 Buyer Dashboard View**Strategy Insight**

- > Spend analytics (including run rate)
- > Supplier analytics
- > Market price analytics
- > Material volume trends
- > Business goals alignment
- > 'What-if' scenarios (Saving opportunities)
 - i. Volume consolidation
 - ii. Alternate sourcing

Screen Break

Screen Resolution 1366x768

 [HOME](#)

Hi, Good Afternoon **Alex!** Last Login : 12:30 IST 12/Dec/2018

BUYER OVERVIEW

 0.2 million YTD Total Spend	 69 Contracts ⚠ 13 Contracts expiring in the next 30days	 45 Suppliers 💡 2 new suppliers have been included in the last 3 months	 15 Material 💡 10 materials are close to exhaustion
--	--	---	---

 **SOURCING INSIGHTS**

 **NEGOTIATION ANALYTICS**

 **CONTRACTS ANALYTICS**

> [Historic negotiation trends](#)
> [Preparation](#)
 i. [Selling price and Target price](#)
 ii. [Should cost](#)
> ['What-if' scenarios](#)
 i. [Bid scenario analysis](#)

Annotations

1 Buyer Dashboard View**Negotiation analytics**

- My past negotiations
- Historic negotiation trends
- Preparation
 - Ceiling price and Target price
 - Should cost
- 'What-if' scenarios
 - Bid scenario analysis

Screen Break

Screen Resolution 1366x768

 [HOME](#)

Hi, Good Afternoon **Alex!** Last Login : 12:30 IST 12/Dec/2018

BUYER OVERVIEW

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--	---	--	--

 **SOURCING INSIGHTS**

 **NEGOTIATION ANALYTICS**

 **CONTRACTS ANALYTICS**

> [My contracts](#)
> [Contract type / coverage recommendation](#)
> [Compliance Analytics](#)
> ['What-if' scenarios](#)
i. [Payment Terms](#)
ii. [Exit Clause](#)
iii. [Share of Business recommendation](#)

Annotations

- 1 Contract analytics
 - a. My contracts
 - b. Quota proposal recommendation
 - c. Contract type / coverage recommendation
 - d. 'What-if' scenarios
 - i. Payment Terms
 - ii. Exit Clause

Screen Break

Screen Resolution 1366x768



HOME

CATEGORIES ▾ PORTFOLIO ▾ QUICK LINKS ▾

Alex

Home/ Contract Expiry

Contract Expiry Alert

Total Contracts Expiring

7 Contracts

Impact
7 contracts expiring in 20 days, with potential impact on delivery for 5 plants

Days: 6-10 (highlighted), 11-20, 21-30, 31-60

Filter 

Contract #	Supplier Name ▶	Material & Price List ▶	Expiry Date ▶	Lead time to Sources (Days) ▶	Contract Type ▶
8237123128	Supplier 1		23 DEC 2018	25	Time Based
8237123128	Supplier 5		29 DEC 2018	25	Volume Based
8237123128	Supplier 7		1 JAN 2019	11	Time Based
8237123128	Supplier 9		12 JAN 2019	21	Volume Based
8237123128	Supplier 12		12 FEB 2019	14	Time Based
8237123128	Supplier 8		12 MAR 2019	13	Volume Based

Annotations

- 1 Alert View :
Contract Expiry Alert Page with Total # of Contracts Expiring

Screen Break

Screen Resolution 1366x768

The screenshot shows a modal window overlaid on a dark grey background. The modal contains information about a specific contract and its materials.

Contract ID: 12312341

Supplier: Supplier 1

Expiry Date: 03/01/2019

Materials: Material 1

Plants:

Materials	Plants
Materail 1	Plant 1
Materail 1	Plant 2
Materail 1	Plant 3
Materail 1	Plant 4
Materail 1	Plant 5

Recommendation: Market prices are on a lower trend. Other suppliers may offer a lower price. Go for competitive bidding.

Recommended volume: Material 1 : 100 tonnes. [View volume by plant](#)

Recommended contract type: Time based for 3 months

List of Suppliers (Select Suppliers for Negotiation):

Supplier Details				Supplier performance			
ID	Supplier Name	Share of Business	Spend	Lead Time	OTIF	SUSO Compliance	Incidents
12314	Supplier 1	80%	+3.1k	20 Days	83%	56%	12
12312	Supplier 2	-	+3.1k	12 Days	93%	73%	1
32421	Supplier 3	New	+3.1k	12 Days	90%	81%	-

Negotiation Options: RFQ, e-tender, Face to Face (selected), Renew Contract, Nego factory.

Annotations

1 Contract view with details and actionable

- Recommendations for bidding
- List of Suppliers
- Negotiation Options
 - RFQ
 - Oreoare for eTender
 - Prepare for F2F
 - Renew Contract

Screen Resolution 1366x768

The screenshot shows the Unilever Buyers Dashboard interface. A modal window is open, displaying detailed information about a contract. The modal includes fields for Contract ID (12312341), Supplier (Supplier 1), Expiry Date (03/01/2019), and Materials (with a dropdown menu). It also contains sections for Recommendations, Recommended volume, Recommended contract type, and a List of Suppliers for Negotiation. The Negotiation Options section features four buttons: RFQ, e-tender, Face to Face (which is highlighted with a dashed blue border), and Renew Contract. The background shows various dashboard components like Home, Contract Expiry, and Total # of Contracts.

Contract ID: 12312341

Supplier: Supplier 1

Expiry Date: 03/01/2019

Materials: [View](#)

Materials	Plants	Volume
Materail 1	Plant 1	Volume
Materail 1	Plant 2	Volume
Materail 1	Plant 3	Volume
Materail 2	Plant 4	Volume
Materail 2	Plant 5	Volume

Recommendation:
Market prices are on a lower trend. Other suppliers may offer a lower price. Go for [competitive bidding](#)

Recommended volume:
 [View forecasting trends](#)

Material 1 : 100 tonnes [View volume by plant](#)

Recommended contract type:
Time based for 3 months

List of Suppliers (Select Suppliers for Negotiation):

Supplier Details				Supplier performance			
ID	Supplier Name	Share of Business	Spend	Lead Time	OTIF	SUSO Compliance	Incidents
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12312	Supplier 2	-	+3.1k	12 Days	93%	73%	1
32421	Supplier 3	New	+3.1k	12 Days	90%	81%	-

Negotiation Options:

[RFQ](#) [e-tender](#) [Face to Face](#) [Renew Contract](#)

Annotations

1 Contract view with details and actionable

- Recommendations for bidding
- List of Suppliers
- Negotiation Options
 - RFQ
 - Oreoare for eTender
 - Prepare for F2F
 - Renew Contract

Materials

[Multiple](#)

Materail 1

Materail 2

Screen Resolution 1366x768

HOME

Unilever

Home/ Suppliers/

Search for Supplier  Clear

Search Result for 'Supplier A'

Name: **Supplier A**

Location/ Address: Bangalore, India

Years of Engagments: 3 Years

Total Spend: 203 Million

Number of Contracts: 32

Financials: 23130

Comparison (please select suppliers to compare the trends)

Selected: Supplier B  Supplier C 

List of Suppliers	Price	Volume	Average Lead Time	OTIF	SOB%(Quota)	e-Incidents	Risk Score
<input type="checkbox"/> Supplier A	INR 45	110 Tons	12 Days	83%	83%	2	83%
<input checked="" type="checkbox"/> Supplier B	INR 50	110 Tons	12 Days	83%	83%	1	83%
<input checked="" type="checkbox"/> Supplier C	INR 60	110 Tons	12 Days	83%	83%	4	83%
<input type="checkbox"/> Supplier D	INR 40	110 Tons	12 Days	83%	83%	6	83%
<input type="checkbox"/> Supplier E	INR 40	110 Tons	12 Days	83%	83%	2	83%
<input type="checkbox"/> Supplier F	INR 40	110 Tons	12 Days	83%	83%	4	83%
<input type="checkbox"/> Supplier G	INR 40	110 Tons	12 Days	83%	83%	8	83%

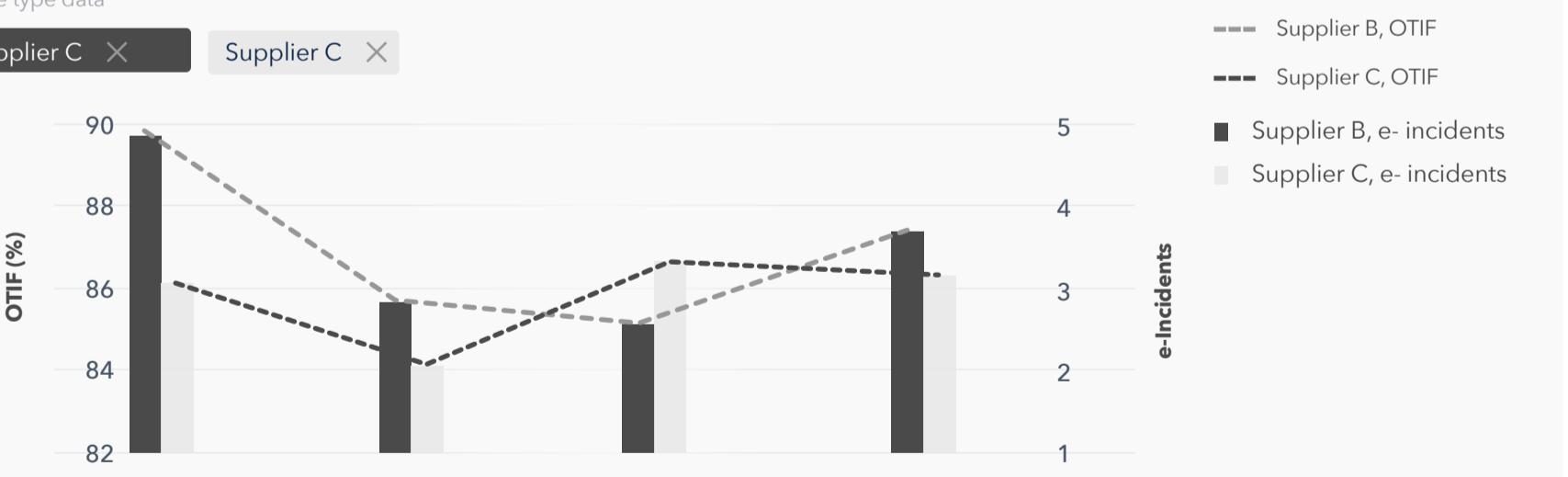
Material / Spend Landscape



Performance Trends

Multiple type data

Supplier C  Supplier C 



Quarter	Supplier B, OTIF (%)	Supplier C, OTIF (%)	Supplier B, e- incidents	Supplier C, e- incidents
Q1	89	86	4.0	3.5
Q2	84	85	3.8	2.8
Q3	86	87	3.5	3.2
Q4	87	86	3.8	3.5

Annotations

- 1 Supplier Search page:
Detail view of the supplier with Analytics

Screen Resolution 1366x768

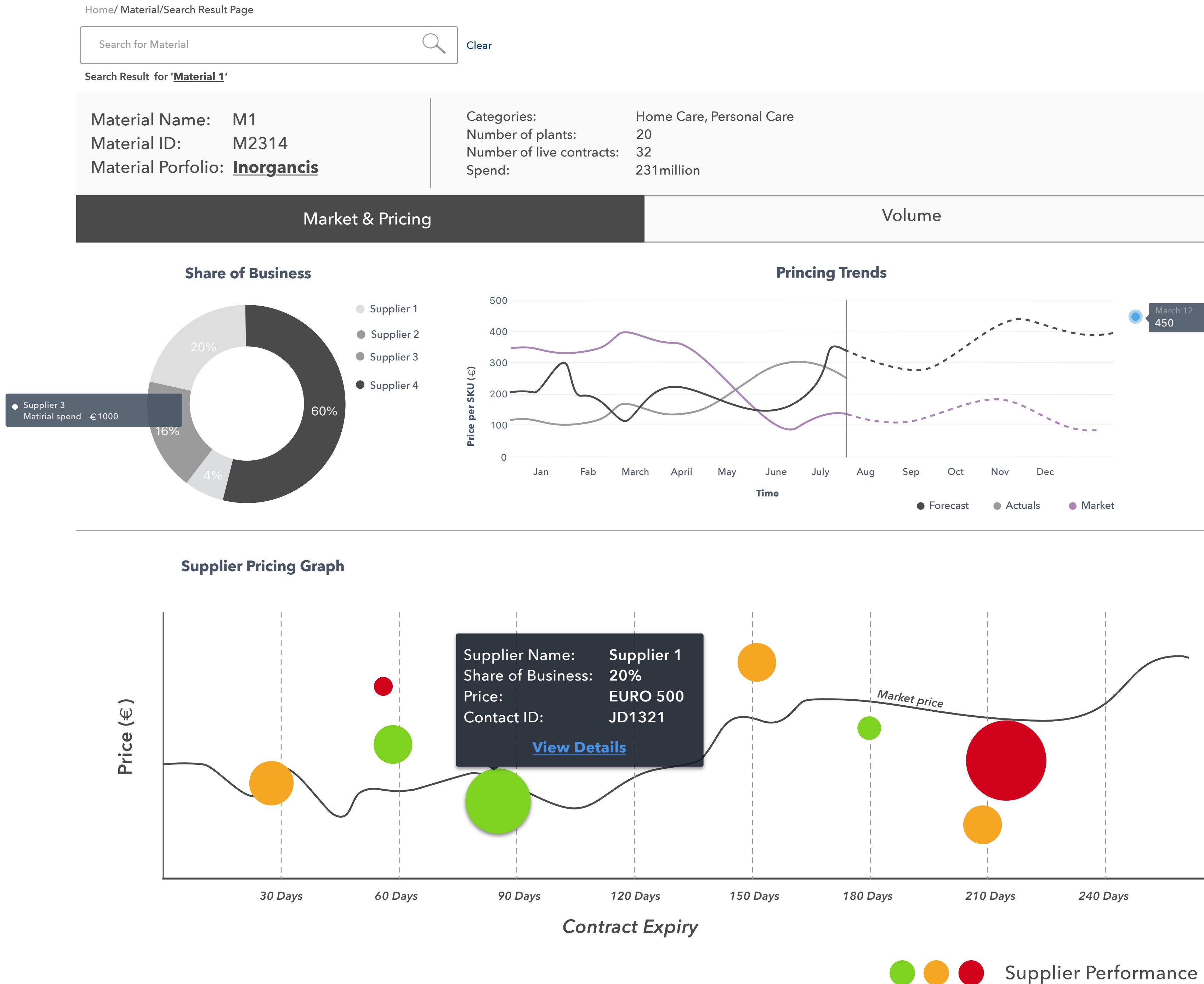


HOME

CATEGORIES ▾ PORTFOLIO ▾ QUICK LINKS ▾ Alex

Annotations

- 1 Material Search page:
Detail view of the Material Market & Pricing



Screen Resolution 1366x768

HOME

Search for Material Clear

Search Result for 'Material 1'

Material Name: M1	Categories: Inorganics
Material ID: M2314	Number of plants: 20
Material Portfolio: Inorganics	Number of live contracts: 32
	Spend: 231million

Market & Pricing Volume

Domain: ■ Selected: ■

Volume by plant by category

Category	Plant 1	Plant 2	Plant 3
Cat 1	Supplier 1 20 Supplier 2 30		Supplier 1 20 Supplier 2 30
Cat 2			
Cat 3		Supplier 1 20 Supplier 2 30	
Cat 4			

Volume - Forecast vs Actual

Volume (Tonnes)

Time

● Forecast ● Actuals

March 45

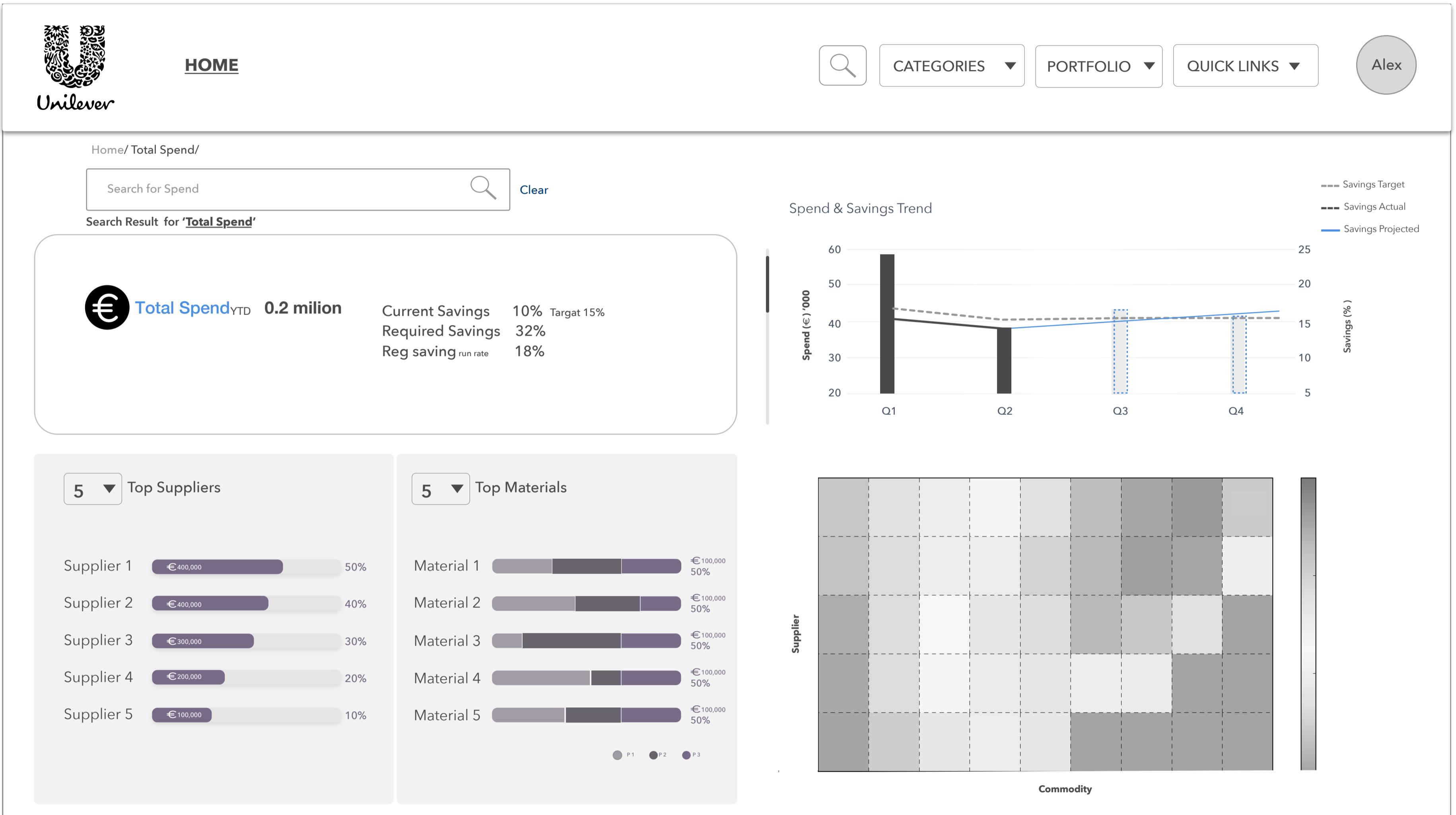
APAC ▶

- Australia
- Brunei Darussalam
- Canada
- Chile
- China
- Hong Kong
- China
- Indonesia
- Japan
- Malaysia
- Mexico
- New Zealand
- India
- Papua New Guinea
- Peru
- The Philippines
- Russia
- Singapore
- Republic of Korea
- Chinese Taipei
- Thailand
- Viet Nam

Annotations

- 1 Material Search page:
Detail view of the Material Volume

Screen Resolution 1366x768



Annotations

- 1 Supplier Search page:
Detail view of the supplier with Analytics

Name: Supplier A
 Location/ Address: Bangalore, India
 Years of Engagments: 3 Years
 Total Spend: 203 Million
 Number of Contracts: 32
 Financials: 23130

Screen Resolution 1366x768

 [HOME](#)

Home/ Payment Term Recomendation

Material		Supplier
MATERIAL	M 1	

SAME MATERIAL DIFFERENT PAYMENT TERMS

Supplier	Payment Terms (days)	Contract ID
Supplier 1	25	12312320
Supplier 2	40	12312378
Supplier 3	30	12312361
Supplier 4	50	12312389
Supplier 5	55	12312339

Payment Terms Simulator - suffices

5 10 15 20 25 30 35 40 45 50 55

low (Move slider to simulate payment terms (days) impact on working capital) high

€ 500,000 TOTAL WORKING CAPITAL IMPACT

SUPPLIER	CURRENT PAYMENT TERM(Days)	OPPORTUNITY (NEGOTIATION)	WORKING CAPITAL IMPACT(EURO)
S 1	10	✓	EURO 25,000
S 2	12	✗	EURO 20,000
S 3	15	✗	EURO 35,000
S 4	20	✓	EURO 15,000
S 5	25	✓	EURO 10,000

Annotations

- 1 Material Search page:
Detail view of the Material Market & Pricing

Screen Resolution 1366x768

The screenshot shows the Unilever Buyers Dashboard interface. At the top, there's a navigation bar with the Unilever logo, a search icon, and dropdown menus for 'CATEGORIES', 'PORTFOLIO', and 'QUICK LINKS'. A user profile for 'Alex' is also visible.

The main content area has a breadcrumb path: Home / Payment Team Recomendation. It features two tabs: 'Material' and 'Supplier'. Below the tabs, a dropdown menu shows 'Supplier S 1'. A table titled 'SAME SUPPLIER DIFFRENT PAYMENT TERM' lists five materials (M 1 to M 5) with their respective payment terms (25, 40, 30, 50, 55 days) and contract IDs.

Below this is a 'PAYMENT TERM simulator' section. It includes a horizontal slider from 5 to 55 days, currently set at 30. A note says '(Move the slider to view simulator)'. To the right, it shows a total working capital impact of € 500,000.

The final section compares suppliers S 1 through S 5 based on current payment terms and working capital impact. The table has four columns: Supplier, Current Payment Term (Days), Opportunity (Negotiation), and Working Capital Impact (Euro). The 'Opportunity' column uses green checkmarks and red X's to indicate negotiation status.

SUPPLIER	CURRENT PAYMENT TERM(Days)	OPPORTUNTY (NEGOTIATION)	WORKING CAPITAL IMPACT(EURO)
S 1	25	✓	EURO 25,000
S 2	40	✗	EURO 20,000
S 3	30	✗	EURO 35,000
S 4	50	✓	EURO 15,000
S 5	55	✓	EURO 10,000

Annotations

- 1 Material Search page:
Detail view of the Material Market & Pricing

Unilever

Packaging Prototype

User Dashboard

- Buyer Dashboard
- Contarct Expiry Alerts
- Contract View

Screen Resolution 1366x768



HOME

Search  CATEGORIES ▼ QUICK LINKS ▼ Alex

Hi, Good Afternoon **Alex!** Last Login : 12:30 IST 12/Dec/2018

BUYER OVERVIEW

-  **0.2 million** YTD Total Spend Savings run rate Current 21% Required 32%
-  **69** Contracts 13 Contracts expiring in the next 30days
-  **45** Suppliers 2 new suppliers have been included in the last 3 months
-  **15** Material 10 materials are close to exhaustion

SOURCING INSIGHTS 

NEGOTIATION ANALYTICS 

CONTRACTS ANALYTICS 

Annotations

1 Buyer Dashboard View with overview and strategy inputs , strategy and contracts

2 Quick Link Drop down view - Onhover

QUICK LINKS ▲

- Strategic Insights > Spend analytics
- Negotiation Analytics > Supplier analytics
- Contract Analytics > Market price analytics
- Market volume trends
- Business goals alignment
- 'What-if' scenarios
- Volume consolidation
- Alternate sourcing

3 Quick Link Drop down view - Onhover

CATEGORIES ▲

- Food & Refreshment
- Home Care
- Beauty & Personal Care

Screen Break

Screen Resolution 1366x768



HOME

Search

CATEGORIES ▾
QUICK LINKS ▾
Alex

Hi, Good Afternoon **Alex!** Last Login : 12:30 IST 12/Dec/2018

BUYER OVERVIEW



0.2 million YTD
[Total Spend](#)

Savings run rate
Current 21%
Required 32%



69
[Contracts](#)

⚠️ 13 Contracts expiring
in the next 30days



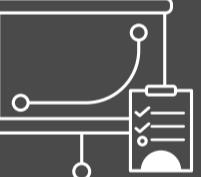
45
[Suppliers](#)

💡 2 new suppliers have
been included in the last 3
months



15
[Material](#)

💡 10 materials are close to
exhaustion



SOURCING INSIGHTS

- > Spend analytics (including run rate)
- > Supplier analytics
- > Market price analytics
- > Material volume trends
- > Business goals alignment
- > 'What-if' scenarios (Saving opportunities)
 - i. Volume consolidation
 - ii. Alternate sourcing



NEGOTIATION ANALYTICS



CONTRACTS ANALYTICS

Annotations**1 Buyer Dashboard View****Strategy Insight**

- > Spend analytics (including run rate)
- > Supplier analytics
- > Market price analytics
- > Material volume trends
- > Business goals alignment
- > 'What-if' scenarios (Saving opportunities)
 - i. Volume consolidation
 - ii. Alternate sourcing

Screen Break

Screen Resolution 1366x768



HOME

Search 🔍

CATEGORIES ▼

QUICK LINKS ▼

Alex

Hi, Good Afternoon **Alex!** Last Login : 12:30 IST 12/Dec/2018

BUYER OVERVIEW

€ **0.2 million** YTD Total Spend

Savings run rate
Current 21% Required 32%

Contracts **69**

13 Contracts expiring in the next 30days

Suppliers **45**

2 new suppliers have been included in the last 3 months

Material **15**

10 materials are close to exhaustion



SOURCING INSIGHTS

- > My past negotiations
- > Historic negotiation trends
- > Preparation
 - i. Selling price and Target price
 - ii. Should cost
- > 'What-if' scenarios
 - i. Bid scenario analysis



NEGOTIATION ANALYTICS



CONTRACTS ANALYTICS

Annotations**1 Buyer Dashboard View****Negotiation analytics**

- My past negotiations
- Historic negotiation trends
- Preparation
 - Ceiling price and Target price
 - Should cost
- 'What-if' scenarios
 - Bid scenario analysis

Screen Break

Screen Resolution 1366x768

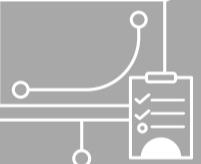
 [HOME](#)

Search  CATEGORIES ▼ QUICK LINKS ▼ 

Hi, Good Afternoon **Alex!** Last Login : 12:30 IST 12/Dec/2018

BUYER OVERVIEW

 0.2 million YTD Total Spend	 69 Contracts Contracts	 45 Suppliers Suppliers	 15 Material Material
<small>■ Savings run rate Current 21% Required 32%</small>	<small>⚠ 13 Contracts expiring in the next 30days</small>	<small>💡 2 new suppliers have been included in the last 3 months</small>	<small>💡 10 materials are close to exhaustion</small>

 **SOURCING INSIGHTS**

 **NEGOTIATION ANALYTICS**

 **CONTRACTS ANALYTICS**

> [My contracts](#)
> [Quota proposal recommendation](#)
> [Contract type / coverage recommendation](#)
> ['What-if' scenarios](#)
i. [Payment Terms](#)
ii. [Exit Clause](#)

Annotations

- 1 Contract analytics
 - a. My contracts
 - b. Quota proposal recommendation
 - c. Contract type / coverage recommendation
 - d. 'What-if' scenarios
 - i. Payment Terms
 - ii. Exit Clause

Screen Break

Screen Resolution 1366x768



HOME

Search 

CATEGORIES ▼

QUICK LINKS ▼

Alex

Unilever

Home/ Contract Expiry

Contract Expiry Alert

Total Contracts Expiring

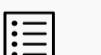
7 Contracts



Impact
7 contracts expiring in 20 days, with potential impact on delivery for 5 plants

Days 6-10 11-20 21-30 31-60

Filter 

Contract #	Supplier Name ▶	Material & Price List ▶	Expiry Date ▶	Lead time to Sources (Days) ▶	Contract Type ▶
8237123128	Supplier 1 		23 DEC 2018	25	Time Based
8237123128	Supplier 5 		29 DEC 2018	25	Volume Based
8237123128	Supplier 7 		1 JAN 2019	11	Time Based
8237123128	Supplier 9 		12 JAN 2019	21	Volume Based
8237123128	Supplier 12 		12 FEB 2019	14	Time Based
8237123128	Supplier 8 		12 MAR 2019	13	Volume Based

Annotations

- 1 Alert View :**
Contract Expiry Alert Page with Total # of Contracts Expiring

Screen Break

Screen Resolution 1366x768



HOME

Search

CATEGORIES ▾

QUICK LINKS ▾

Alex

Contract ID [12312341](#) **Supplier** [Supplier 1](#) **Expiry Date** 03/01/2019 **Materials** Material 1

Plants [Multiple ▲](#)

Materials	Plants
Materail 1	Plant 1
Materail 1	Plant 2
Materail 1	Plant 3
Materail 1	Plant 4
Materail 1	Plant 5

Recommendation
Market prices are on a lower trend. Other suppliers may offer a lower price. [Go for competitive bidding](#)

Recommended volume
 [View forecasting trends](#)
Material 1 : 100 tonnes

Recommended contract type
Time based for 3 months

List of Suppliers (Select Suppliers for Negotiation)

Supplier Details				Supplier performance			
ID	Supplier Name	Share of Business	Spend	Lead Time	OTIF	SUSO Compliance	Incidents
12314	Supplier 1	80%	+3.1k	20 Days	83%	56%	12
12312	Supplier 2	-	+3.1k	12 Days	93%	73%	1
32421	Supplier 3	New	+3.1k	12 Days	90%	81%	-

Negotiation Options

[RFQ](#) [e-tender](#) **Face to Face** [Renew Contract](#)

8237123128	Supplier 12		12 FEB 2019	14	Time Based
8237123128	Supplier 8		12 MAR 2019	13	Volume Based

Annotations

1 Contract view with details and actionable

- Recommendations for bidding
- List of Suppliers
- Negotiation Options
 - RFQ
 - Oreoare for eTender
 - Prepare for F2F
 - Renew Contract

Screen Resolution 1366x768

 [HOME](#)

Search  CATEGORIES ▼ QUICK LINKS ▼ 

Home/ Suppliers

Search for Supplier  Clear

Search Result for 'Supplier A'

Name: **Supplier A**

Location/ Address: Bangalore, India

Years of Engagments: 3 Years

Total Spend: 203 Million

Number of Contracts: 32

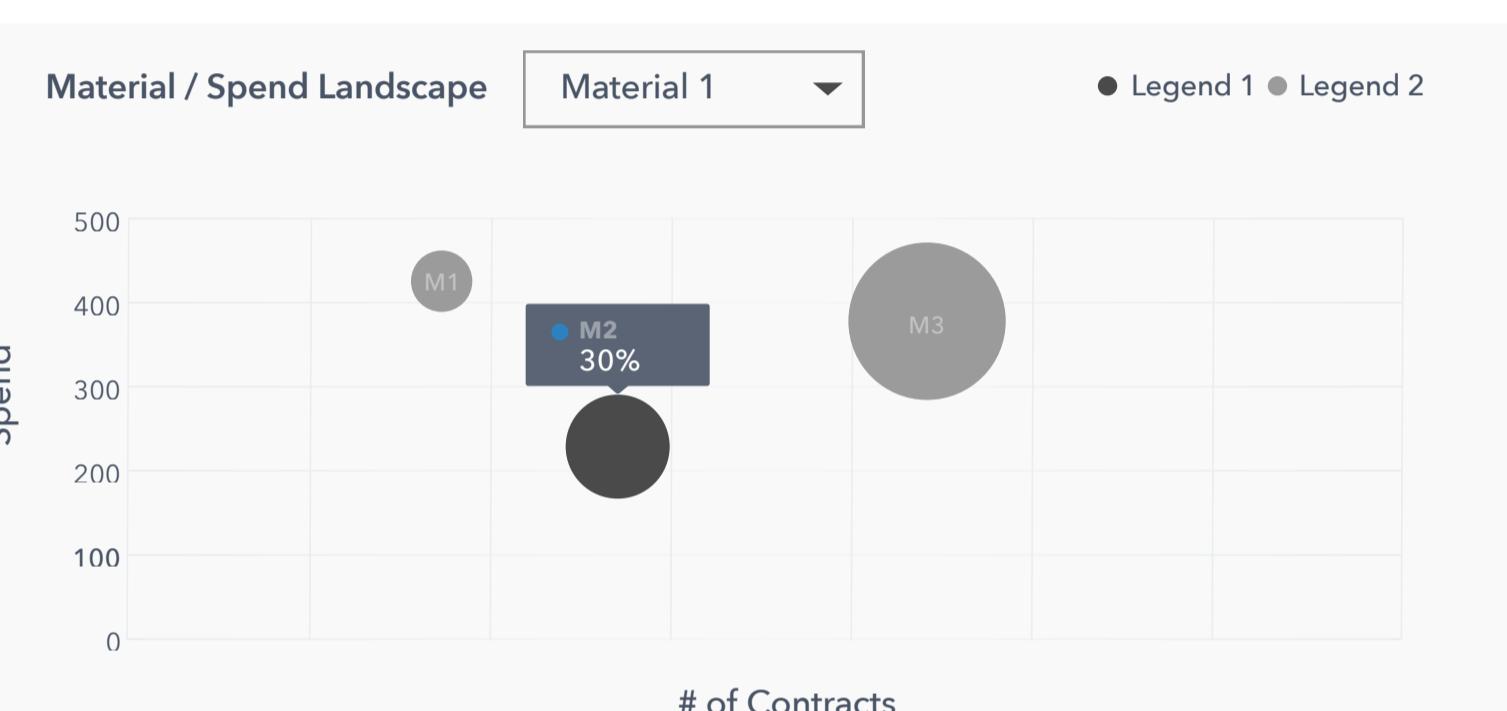
Financials: 23130

Comparision (please select suppliers to compare the trends)

Selected: Supplier B  Supplier C 

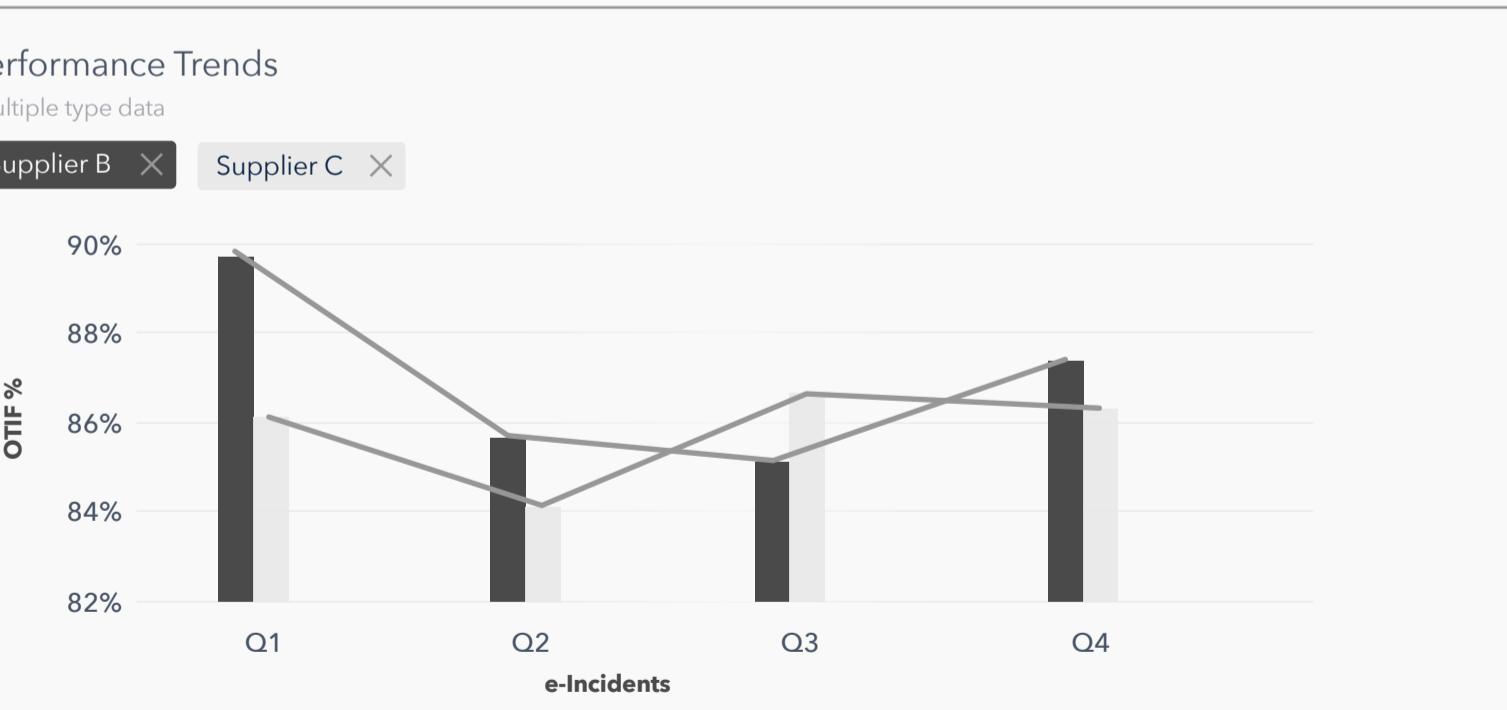
List of Suppliers	Price	Volume	Average Lead Time	OTIF	SUSO %	e-Incidents	Risk Score
<input type="checkbox"/> Supplier A	INR 45	110 Tons	12 Days	83%	83%	2	83%
<input checked="" type="checkbox"/> Supplier B	INR 50	110 Tons	12 Days	83%	83%	1	83%
<input checked="" type="checkbox"/> Supplier C	INR 60	110 Tons	12 Days	83%	83%	4	83%
<input type="checkbox"/> Supplier D	INR 40	110 Tons	12 Days	83%	83%	6	83%
<input type="checkbox"/> Supplier E	INR 40	110 Tons	12 Days	83%	83%	2	83%
<input type="checkbox"/> Supplier F	INR 40	110 Tons	12 Days	83%	83%	4	83%
<input type="checkbox"/> Supplier G	INR 40	110 Tons	12 Days	83%	83%	8	83%

Material / Spend Landscape Material 1 ● Legend 1 ● Legend 2



Performance Trends Multiple type data

Supplier B  Supplier C 



Annotations

- 1 Supplier Search page:
Detail view of the supplier with Analytics

Screen Resolution 1366x768



HOME

Search  CATEGORIES ▼ QUICK LINKS ▼ Alex

Home/ Spends

Spends

Annotations

- 1 Supplier Search page:
Detail view of the supplier with Analytics

Screen Resolution 1366x768

The screenshot shows a modal window overlaid on a dark grey background. The modal contains information about a contract with ID 12312341, supplier Supplier 1, and an expiry date of 03/01/2019. It includes sections for recommendations, recommended volume, and recommended contract type. A large table displays supplier details and performance metrics. At the bottom, there are buttons for RFQ, e-tender, Face to Face (which is selected), and Renew Contract. To the right of the modal, a sidebar shows a list of materials and plants.

Contract ID: 12312341

Supplier: Supplier 1

Expiry Date: 03/01/2019

Materials: Multiple ▾

Plants: Multiple ▲

Materials	Plants	Volume
Materail 1	Plant 1	Volume
Materail 1	Plant 2	Volume
Materail 1	Plant 3	Volume
Materail 2	Plant 4	Volume
Materail 2	Plant 5	Volume

Recommendation:
Market prices are on a lower trend. Other suppliers may offer a lower price. [Go for competitive bidding](#)

Recommended volume:
 [Details](#) [View forecasting trends](#)

Recommended contract type:
Time based for 3 months

List of Suppliers (Select Suppliers for Negotiation):

Supplier Details				Supplier performance			
ID	Supplier Name	Share of Business	Spend	Lead Time	OTIF	SUSO Compliance	Incidents
12314	Supplier 1	80%	+3.1k	20 Days	83%	56%	12
12312	Supplier 2	-	+3.1k	12 Days	93%	73%	1
32421	Supplier 3	New	+3.1k	12 Days	90%	81%	-

Negotiation Options:

[RFQ](#) [e-tender](#) **Face to Face** [Renew Contract](#)

8237123128	Supplier 12		12 FEB 2019	14	Time Based
8237123128	Supplier 8		12 MAR 2019	13	Volume Based

Annotations

1 Contract view with details and actionable

- Recommendations for bidding
- List of Suppliers
- Negotiation Options
- RFQ
- Prepare for eTender
- Prepare for F2F
- Renew Contract

Materials

Multiple ▲

Materail 1

Materail 2