

## **Performance Management: How connected data can improve your companies competitive edge.**

Companies across industries are increasingly involved in complex networks, in which supplier relations play an important role. Effective performance management helps to prevent revenue losses, and reduce risks by spotting issues early on. Failure to manage and monitor supplier and alliance performance and expectations can lead to misunderstanding, distrust, delivery and quality problems and other issues that can harm progress and a company's credibility. Trying to measure performance and expectations by using multiple point systems, tools, spreadsheets can be ineffective and costly. Within organizations there is a growing need for a comprehensive, reliable and practical way to manage supplier and alliance performance and expectations. By making use of our university connection (Vrije Universiteit Amsterdam), business network and our experience we can help your organization to manage all types of relations and provide the latest insights with regards to (supplier/alliance) performance management.

### **How do we help your organization to effectively manage the performance of your suppliers / alliances?**

1. Together with our clients we configure reliable measurement criteria and define stakeholders involved. We incorporate existing KPIs into our method or create new KPIs tailored to your companies needs and wishes.
2. By combining multiple data sources (triangulation), we ensure that the results are usable and reliable.
3. By using our tool we identify areas of concern and translate the collected data into easy to read custom reports, which allow fast interpretation of data.
4. We suggest improvements which are process oriented. We believe our clients know his/her company best. We provide direction, our clients implement.



## **From business intelligence towards business improvement**

We provide a consistent view of data analyses and deliver tailor made insights across your supplier and partner portfolio.

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Our method helps organizations to:

- ✓ Maximize value and manage expectations.
- ✓ Upgrade existing relations to the next level (from transactional supplier towards collaborative partner).
- ✓ Reduce dependencies and risks.

**Any questions? Please don't hesitate to contact us: [info@the3.nl](mailto:info@the3.nl) or visit our website [www.the3.nl/](http://www.the3.nl/)**