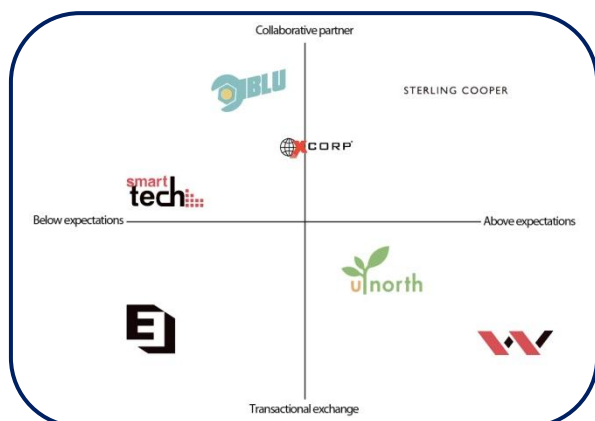


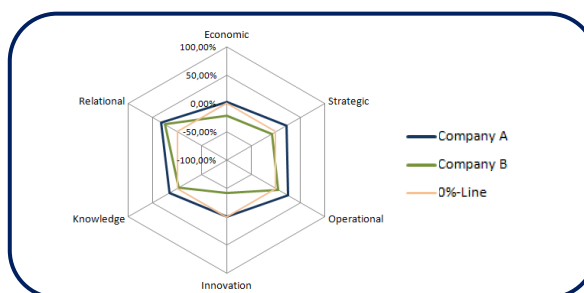
## Translating data into practical insight – *How connected data can your help organization grow.*

Organizations have shifted away from traditional one-dimensional supply chain (source local --> source anywhere) entities to a network of strategic alliances with numerous external parties. When it comes to measure supplier / alliances performances we see a lot of fragmented information streams within organizations. For example, partially automated processes for measuring performances across lines of services result in supplier dissatisfaction and time consuming follow up with stakeholders involved. Managing supplier / alliances performances across lines of services is often a complex, costly and time consuming operation and can potentially lead to increased (procurement) costs.

**How we can help clients to overcome this challenge?** By making use of our management tool we translate these fragmented information streams into practical single source management dashboards that provides a bird's eye view as well as detailed performance reports. To determine how analytics can help your business, we start by indicating what sources of data are available, search for prior experiences (have these data sources ever been connected before) and finally ask ourselves, what could be discovered by connecting these data sources? Besides helping organizations to streamline processes in finding a uniform way of measuring supplier / alliance performance, our method enables organizations to identify, mitigate and manage supplier risk. In addition, insights into supplier / alliance performances helps organizations to establish uniform supplier selection criteria.



| Hierarchical levels / Metrics       | Your company | Alliance / partner |
|-------------------------------------|--------------|--------------------|
| <b>Top level management</b>         |              |                    |
| • Economic                          | 3,13%        | -14,56%            |
| • Strategic                         | 18,65%       | 1,23%              |
| • Operational                       | 22,26%       | 2,36%              |
| • Innovation                        | 9,56%        | -30,28%            |
| • Knowledge                         | 7,45%        | 3,60%              |
| • Relational                        | 30,74%       | 31,66%             |
| <b>Operation level (management)</b> |              |                    |
| • Economic                          | 14,55%       | -18,45%            |
| • Strategic                         | 6,84%        | -7,99%             |
| • Operational                       | 7,54%        | 0,23%              |
| • Innovation                        | -2,67%       | -43,58%            |
| • Knowledge                         | 1,30%        | -2,11%             |
| • Relational                        | 22,57%       | 24,98%             |



*\* These are basic examples of ways we can present data, actual reports are much more comprehensive and (can) include detailed analyses*

Our value – by making use of our method we provide:

- ✓ Unique performance insights through connected data (ways to: reduce cost, develop new products, improve relationships).
- ✓ Easy to read, practical results presented in: management reports and dashboards with preset lay-outs, to make sure that the entire organization knows how to read the reports including graphics and tables that allow for fast interpretation of data.
- ✓ Solid practical and academically grounded approach results in unique and segmented benchmark results across the entire supplier / alliance portfolio.

**Stay tuned for a business case in which we delve deeper into the results!**

**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/)**