



# Infor Supplier Exchange for Automotive

## Respond quickly to changing demands

It's necessary for automotive suppliers to quickly respond to changing customer demands. But to successfully meet customer expectations, you need a supply chain that can swiftly adjust to your changing requirements. There's no better way to get this flexibility than with an electronic supply chain collaboration solution that gives you real-time, two-way collaboration for shipping and billing, supplier performance metrics, and replenishment information between you and your suppliers.

## Collaborate with all of your suppliers

With Infor® Supplier Exchange for Automotive, you get a web-based solution that integrates with your existing ERP system and supports online collaboration between every type of automotive supplier—including logistics service providers, outside processors, purchase parts suppliers, and discrete purchase order suppliers. The solution includes support for Sigma Six initiatives and is compliant with OEM communication and quality requirements such as TS 16949, MMOG-7, and \$.C.O.R.E./\$.C.O.P.E. for automotive suppliers.

In addition, you get support for multiple currencies and languages, and on-premise and cloud implementation options, so no matter where you or your suppliers are located, you can meet all your customers' imperatives—now and in the future—and compete more successfully.

3,000+ automotive-related suppliers use Infor solutions, including 80 of the top 100 automotive suppliers in the world.

## Be nimble

With the often unpredictable demands of automotive manufacturing customers, you need easy and immediate access to information so your employees can make fast, informed decisions when customer requirements change.

### Real-time collaboration with your supply chain

What happens if a customer requests a 20% increase in the number of components or assemblies that need to ship later today? In a just-in-time (JIT) manufacturing environment, you might not have enough parts or raw materials on hand to complete the order. Or perhaps another supplier is suddenly unable to supply critical parts or materials that you need to complete an order.

When you need additional parts or materials to deliver a customer's order on time, Supplier Exchange allows you to easily collaborate directly with your suppliers to find the best and most efficient ways to get those goods as quickly as possible. With robust social collaboration tools, you gain direct, real-time connections with your suppliers, so you can immediately communicate crucial details, such as volumes, specs, and shipment instructions. And because Supplier Exchange uses the power of the Infor ION® framework, you can combine information from disparate ERP systems into a single, universal view for both your suppliers and internal users.

In today's rapid-pace environment, you can't afford potential delays from inefficient communication methods like phone and email.

With the immediate information and insight into your supply chain you get with Supplier Exchange, you'll be able to react and collaborate more efficiently and quickly with your suppliers.

### Integrated electronic information exchange

Some suppliers miss out on the benefits of electronic information exchange, such as real-time ordering capabilities, because they don't use electronic data interchange (EDI). With Supplier Exchange, you get fully integrated machine-to-machine EDI support, as well as support for other web-based communications systems and automated fax capabilities. It won't matter whether or not your suppliers use EDI—you can still achieve 100% electronic communications and eliminate monthly recurring value-added network (VAN) charges.

With these capabilities, you can immediately and accurately communicate crucial details, such as volumes and specs, and automate shipment notifications and invoicing. As a result, you'll be able to reduce costs by freeing up resources that would otherwise be tracking this information manually and ensuring it's in the proper format. You'll also be able to improve speed and accuracy with much faster exchange of information and improved data quality. Perhaps most importantly, automating data exchange can help you significantly shorten order processing and delivery times.

## Simplify supplier communications

With Supplier Exchange, you're able to get more information with less effort to simplify supplier performance metrics and replenishment workflows. You can cut costs while maintaining high performance levels with better visibility into all available inventory.

### Performance management

With Supplier Exchange, you can easily evaluate your supplier relationships by automatically tracking supplier performance and compliance. Not only can you eliminate the time and effort spent collecting and calculating supplier performance data manually, you can also make it easier for your suppliers to respond quickly to alerts and exceptions regarding shipping, receiving, quality, and other events.

Some of the supplier performance metrics and KPIs you can monitor include:

- Supplier ratings
- Supplier action plans
- Corrective actions
- Root causes
- Defective materials notices (DMNs)
- Delivery performance reviews (DPRs)
- Production part approval process (PPAP)

With this information, you can evaluate supplier performance over time to discover which suppliers are more likely to cause supply disruptions and delays. By sticking with the more reliable suppliers, you'll be able to avoid unexpected costs associated with expedited freight shipments, production down time, and lost business.

### Replenishment

With Supplier Exchange, you can use the pull-based replenishment methodology that best fits each supplier and part. You get the flexibility to control each part based on how it is used and consumed, with release schedules, purchase orders, blanket purchase orders, proposed purchase orders, Kanban, and supplier managed inventory (SMI).

You'll be able to set up workflows to manage plans and schedules, allowing you to receive automatic alerts for issues detected early in the process, before they impact delivery. You can also set up event notification rules to manage interactions by supplier, part family, or item level.

In addition, you can automate workflows so that document routing and approvals quickly move across departments and global locations. Your enterprise data is synchronized and updated the moment a transaction occurs in Supplier Exchange.

You can also establish real-time replenishment capabilities with your suppliers, standardize processes throughout the supply chain, and get crucial real-time information that can drive your strategic sourcing decisions. As a result, you'll be able to improve efficiencies, speed up delivery times, and reduce costs.

## Improve the speed and accuracy of your supply chain

The ability to exchange information in real time with improved data quality across your entire supply chain is key to improving speed and accuracy. With Infor Supplier Exchange for Automotive, you get the tools you need to more quickly respond to changing customer requirements, increase operational efficiencies, and lower your supply chain costs.



### Benefits:

- Meet OEM compliance requirements.
- Deploy multiple pull-replenishment methodologies, including Kanban and SMI.
- Improve order processing and delivery times.
- Use supplier performance and compliance data to identify the most-reliable suppliers.
- Receive automatic alerts for potential issues before they become a problem.
- Standardize business processes and systems throughout your supply chain.

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for automotive >

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641 Avenue of the Americas, New York, NY 10011

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