

# FROM TRIBAL KNOWLEDGE TO INTELLIGENT SOURCING

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It doesn't take all that much  
to realize that peace of mind  
is the most priceless of  
commodities.

There is another side to Bill Benedict not many know. His LinkedIn profile only says he is a commodity manager at a leading high-tech company in the United States, but a few members of his family and close friends know his intense passion for classic cars. "Blame it on Detroit" Bill often says, thinking back to his upbringing in the moto town. When he is not at work, one can find him looking in dusty barns for a retro classic he can buy and restore.

Finding an out of production car ('Barn finds' as Bill calls it) is not an easy task, and nor is it easy to source all the right parts needed to bring these cars back to life. Detroit is home to a tribe of petrol heads like Bill who have the rare knowledge of what to buy, where to buy, from whom, and at what price. A seasoned commodity manager active on the procurement side of the business for more than a decade, Bill usually cuts a cool deal.

His work life paints a different picture though. Late on a Friday, Bill is struggling to articulate his sourcing strategies plan, which he needs to present on Monday morning to his chief procurement officer. But before that, he needs to fix his current team metrics. Being the award-winning, experienced, and knowledgeable commodity manager in the company, his manager thinks Bill has it sorted. With the bulk of quotes and purchase orders being reworked, and sourcing cycle times going through the roof, "This is going to take a village" Bill sighs. Unlike restoring cars, tribal knowledge alone can't help him magically improve these numbers as there is simply no intelligence in current multi-system solutions available at his disposal - despite all of them being the latest and the best of breed solutions. It's past midnight when he finally gives up and goes to bed.

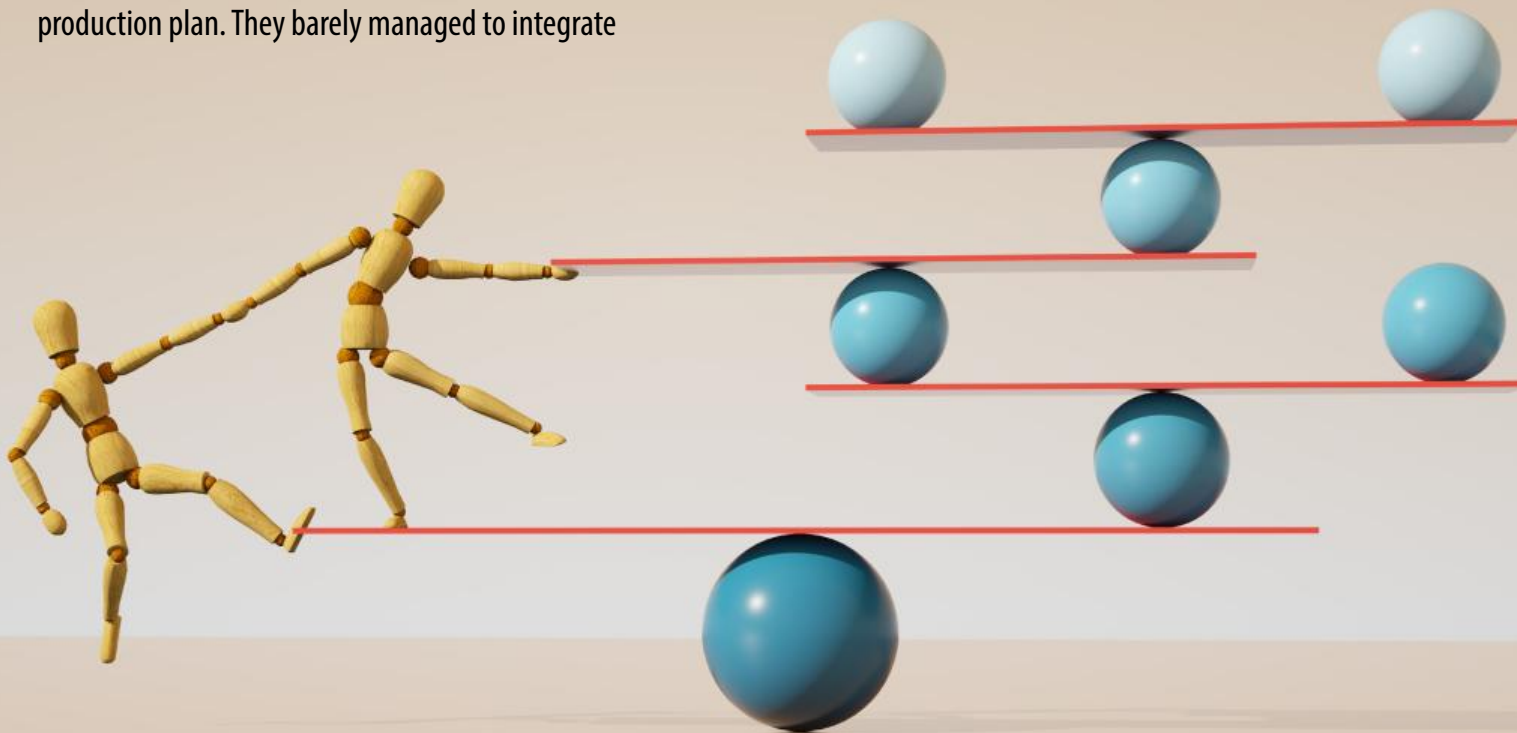


# That was many Fridays ago. Today, Bill is using Infosys Intelligent Sourcing Dashboard.

Bill and his team manage direct material sourcing centrally for all the manufacturing facilities of one of the leading high-tech companies based out of the United States. Quick and accurate commercial terms, effective supplier collaboration, better cost management, stronger compliance, and 360° supply chain visibility are terms they only use in their presentations. While they implemented best of breed technologies and solutions starting from product life cycle management solution to Ariba Sourcing and SAP ERP Central Component for operational procurement, they still juggled across the various systems to understand the demand, availability of current commercial terms to facilitate timely procurement and to ultimately keep up with the production plan. They barely managed to integrate

information and decision across R&D and product design with sourcing, procurement, and supply chain management. The complexity of business did not let him achieve a solution that was tightly integrated with product life cycle management, planning, and procurement systems. In other words, they were not able to achieve their key objectives – neither faster time to market nor faster time to volume.

Until they came across Infosys Intelligent Sourcing Dashboard. Working with SAP Ariba at its base, this one-stop touchless solution has changed the logistics landscape of the premises.



1. **Quick and accurate sourcing:** Source all materials and services for multi-level bill of materials on a single platform and accelerate volumes.
2. **Effective supplier collaboration:** Identify any potential supply shortages before they occur.
3. **Better product cost management:** Minimize contract leakage and realize negotiated savings when all purchase orders reflect supplier agreements.
4. **Stronger compliance:** Tie supplier qualification and sourcing together to ensure the selection of qualified suppliers and mitigate supply chain disruptions.
5. **Complete supply chain visibility:** Collaborate with multiple tiers of suppliers to manage non-linear and external supply chains, reduce inventory levels, increase fill rates, and increase team productivity.

With all the right boxes ticked Bill's team is on its way to its dream destination - faster time to market and time to volume. They are integrating R&D and product design with sourcing, procurement, and supply chain management to accelerate innovation.

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**Infosys Intelligent Sourcing Dashboard is one of the 14,000 cloud assets under Infosys Cobalt – a set of services, solutions, and platforms that acts as a force multiplier for cloud-powered enterprise transformation. Enterprises can leverage the full potential of the cloud ecosystem and Infosys' thriving community of business and technology innovators to drive increased business value.**

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It's still early days, but the initial benefits of the solution have started coming to the fore. His team has standardized quotes management – ranging from initiating a request to getting the right price on the purchase order. Apart from accurate data quality and improved time to decision, the solution is expected to deliver on cost savings by reducing quotes being reworked by 75% and lessen the number of inaccurate purchase orders by 25%.

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## PC shipments surge as the world gets serious about working from home

## The pandemic has made it harder to buy a new laptop

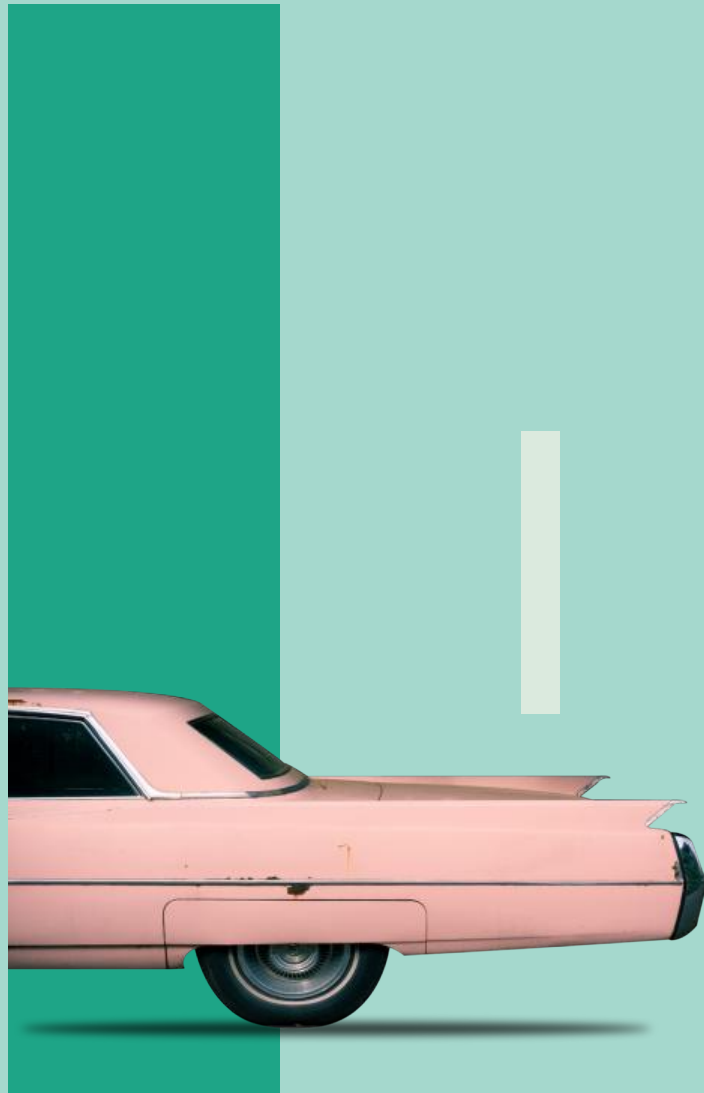
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## Laptops in demand with WFH, online classes

What's more, the true benefits of the solution became clearer with the onset of the pandemic. With norms like lockdowns and social distancing kicking in, the world rapidly started adopting to virtual ways of working, learning, and collaborating. This unprecedented scenario created a demand for more computing power across the globe. With the processor at the core of all things computing, it was natural for Bill's team to feel the heat.



With the Infosys Intelligent Sourcing Dashboard rising to the occasion, today, Bill's team is peaking at the right time and is proactive in analyzing historically, predicting futuristically, and procuring responsibly. Bill's phone rings. The voice on the other side says, "A 1960 Studebaker Lark has been spotted". Bill's eyes are all lit up as he gets into his car. There's no presentation that will put him in a spot again.



NAVIGATING  
NEW  
POSSIBILITIES



There is change in the nature of change.  
It is no longer linear, but simultaneous and pervasive.  
Transforming everything. All the time.  
The future is a kaleidoscope of possibilities.  
With the promise of a transformed tomorrow.  
In helping people and companies get there,  
In navigating an anxious world towards hope,  
We see our own next.

For more information, contact [askus@infosys.com](mailto:askus@infosys.com)

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