



Supply Management
Solutions

Supplier Portfolio Manager

Helping you see the full picture



Supplier Portfolio Manager -

Every day you make critical business decisions to help you achieve procurement objectives such as to reduce spend, mitigate risk and provide management reports. However, it's hard to make these decisions when you have limited visibility to your total spend, duplicate or incomplete supplier records, and the inability to consolidate your spend to identify savings. In many cases, the situation is made worse by under reporting and the inability to control rogue spend, and increasing individual supplier and portfolio risk.

If you're involved in managing your supplier portfolio it is often a challenge to:

- Understand how frequent changes among suppliers can impact your decision making
- Mitigate risk and manage spend limits within your portfolio
- Utilise your global spend with a group in purchasing negotiations.

Supplier Portfolio Manager is an online analysis tool which merges your vendor data with D&B's databases to provide a unique insight into your supplier portfolios from buyers or business unit spend to how your suppliers are linked and what their main business activities are.

Supplier Portfolio Manager provides answers to critical questions like:

- How much do you spend?
- How many suppliers do you do business with?
- Who is at risk – critical suppliers, key suppliers and/or suppliers who are customers?
- Do critical suppliers have the cash flow to complete orders?
- Where your risk is located by – industry, spend category, geography and business unit?
- How much you spend with a specific supplier who may have multiple locations

and business operations?

- How much do you spend in different sectors of industry?
- How many suppliers do you have in each industry?
- How dependent are your suppliers on your business?
- How is your risk changing over the next 12 months?
- If the risk changes in your portfolio how should your policies change?

You'll be able to:

- Segment your supplier base to allow both aggregation of spend amounts as well as drill down to individual accounts.
- Receive refreshed data monthly enabling identification of key changes and trends within your portfolio.
- Upload your spend, customer and key supplier flags with your ledger data to identify any relationships between your suppliers and suppliers that cross multiple buyers, portfolios, divisions and countries.
- Avoid risky situations in the supply chain by pinpointing the financial strengths or weaknesses of your suppliers.

By having all the facts at your fingertips you'll gain fresh insights into your total spend and be able to make better business decisions. As you can identify where you can reduce spend, mitigate risk, achieve supplier spread and improve compliance and management reporting, you can maximise profitability and minimise risk.

Getting started

Initial set-up of Supplier Portfolio Manager couldn't be simpler. Submit your supplier and ledger data and we will match it against D&B's global file of businesses using our unique D-U-N-S® Number, the international standard for company identification. This insightful information will then be loaded into the Supplier Portfolio Manager website ready for you to use.

Helping you see the full picture

Portfolio Analysis

Supplier Portfolio Manager gives you three types of analysis together with the ability to drill down to individual accounts and click through to access D&B business information reports online:

- **Supplier Analysis** - provides a breakdown of the overall risk structure and the common characteristics of your supplier portfolio. Your ledger balances are aggregated using criteria such as business size, business age, legal form, geographic location and predictive risk score.
- **Supplier Relations** - Review the risk associated with each supplier and utilising the D&B scores identify which suppliers may experience financial or delinquency difficulties in the next 12 months and identify which of your suppliers have the highest dependency on you.
- **Supplier Linkages** - Analyse your aggregated spend amounts by global ultimate holding company and primary activity sector. By leveraging the power of the D&B family trees of corporate linkages you will not only be able to understand your total spend with a group and negotiate cost savings but also identify potential cross-source opportunities within the same supply family.

Supplier Portfolio Manager provides unlimited access for 12 months, the D&B batch data is refreshed monthly and you can load an unlimited number of buyer or category ledgers and update them with spend broken down by up to four periods at any time.

When refreshed D&B data is required more frequently Supplier Portfolio Manager enables this within the **Business Search Module** to which you can manage user access. This module enables:

- verification of potential new suppliers and the ability to add approved suppliers into your portfolio for analysis and monitoring.
- control over the reports that can be ordered
- ability to check whether a “new” supplier is already an existing supplier, the current spend and which ledger(s) they appear within.

You can also subscribe to the customisable data downloads which enable easy access to data from Supplier Portfolio Manager pulled back into your supplier management

systems, choose to download only the D&B information or the combination of D&B information and your supplier information.

Customise the Supplier Portfolio Manager alerts which inform you of significant changes within your portfolio by setting the level of change that will trigger an alert and review these alerts within your Dashboard. For example you may choose to put any case moving into your high risk band with a high spend onto daily monitoring.

Portfolio Dashboard

This gives a summarised view of your supplier portfolio by risk of future failure. It enables review of the distribution of spend amount on your active ledger by D&B failure score risk category and supplier type; aggregated and split by D&B failure risk band and suppliers by spend that are also customers.

To find out more about Supplier Portfolio Manager contact your D&B account manager or e-mail portfoliomanager@dnb.com

Giving you the full picture

Supplier Portfolio Manager is an extremely versatile product that can be used for a surprising number of applications. Here are just a few examples of how supplier portfolio manager can be used:

- Manage multiple buyers or business units – view individual ledger or aggregated ledger risk
- Cross-border supplier management – analyse pan-country portfolios in a consistent format
- Mergers and acquisitions – manage the merger/de-merger of a ledger and it's affect on your portfolio
- Credit strategy planning – customise your policy by line of business, age, legal form or location
- Business reporting - provides powerful reporting to senior managers which combines internal ledger information with external risk indicators

Product Features

- D&B machine match - set-up
- Supplier Analysis: portfolio segmentation analysis
- Supplier Linkage: portfolio risk aggregation analysis
- Drill down to individual account
- Customised Alerts
- Multi-currency analysis
- Automate your credit limit review
- Aggregation across group ledgers
- D&B information update
- Online manual match
- Anticipations: portfolio possible loss analysis
- Portfolio Dashboard
- Access to D&B online information
- Define your own risk bands
- Account search
- Export portfolio data
- Update online ledger

The coverage is global.



Decide with Confidence

D&B Solutions

Risk Management Solutions
Sales & Marketing Solutions
Supply Management Solutions

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