e2open®

Trading Partner Management
## Smarter Vendor Administration Through Automated Processes

Trading partnerships are complex, with extensive documentation required before, during and even after new partners are onboarded. Manual management of the records and on boarding process is slow, costly and leads to suboptimal results even when done flawlessly. E2open®'s Trading Partner Management application automates and tracks important onboarding, communications and auditing processes, enabling companies to confidently manage their supply chains while mitigating risk and improving time-to-market.

Global supply chains can involve hundreds or thousands of trading partners spread across time zones, geographies and tiers of supply and distribution. Each is an important part of the smooth flow of goods, and careful management of the ongoing documentation for each one is crucial to success. Onboarding new partners often involves extensive back-and-forth through phone calls and emails. Much of this communication — including key milestones — is decentralized, making it difficult for brand owners to track and assess progress. After companies onboard new trading partners, they must effectively manage differing standards and processes across their various brands, product lines and regions.

One of e2open's network-based intelligent applications, e2open Trading Partner Management enables brand owners to mitigate risk and increase speed-to-market by automating and streamlining complex onboarding, communication and oversight of trading partners. Companies gain flexibility through simplified management of trading partners on a single platform, achieving full visibility upstream and downstream. Brand owners automate repetitive processes using customizable templates, digital documents and e-signatures, modernizing internal procedures for a smooth-flowing operation.

Key Features

- Manages partner onboarding tasks, partner documents, digital acknowledgments and e-signatures on one operating platform
- Identifies high-risk suppliers and alerts brand owners to potential concerns with audit summaries
- Provides trading partner self-service, including self-registration, user management and self-payment
- Tracks and manages facility compliance corrective action plans from start to completion
- Includes configurable audit templates — including social, quality and environmental — for all types of facilities
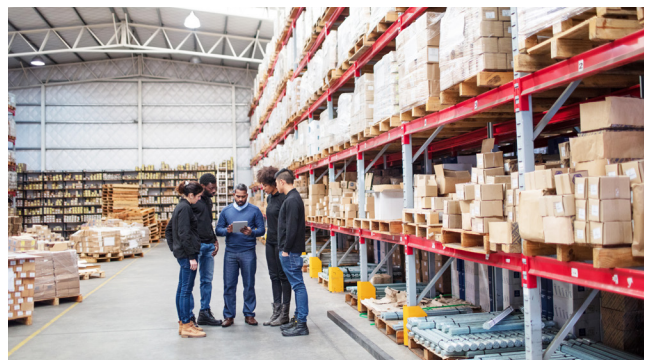
Key Benefits

- Greater efficiency through automated, streamlined and simplified partner management workflows
- Faster partner onboarding and contract renewals through reduced manual effort
- Better supplier assurance through transparency into all trading partners in a single place
- Improved understanding of the root cause of partner performance issues through consolidated data and easy-to-use analytics
- Protected brand image through minimized regulatory compliance risk

Comprehensive and Simplified Trading Partner Management

Brand owners are now able to confidently administer their vast networks of trading partners by streamlining complicated communications and automating compliance oversight.

Efficient Onboarding Through Self-Service Workflows

Streamlined self-service options enable partners to complete many onboarding steps without involvement from the brand owner's team. Batch tools for invitation, approval and reporting help to minimize workloads. This enables brand owners to centralize all partners into a single, configurable platform with custom onboarding templates for different brands, regions and product lines. More efficient global processes for onboarding help brand owners leverage new partnerships more quickly and improve their time-to-value.

One Operating Platform for All Partner

When new trading partners come on board, companies must ensure all parties are aligned by clearly communicating brand standards and internal procedures. Within e2open's platform, all trading partners have access to brand information through document management and can utilize self-service features to ensure that they are maintaining brand expectations and compliance. This ease of use makes the process more efficient for brand owners and partners alike, providing shared value and helping lay the foundation for effective long-term collaboration.

Comparative Performance Metrics for Partners

Companies can manage an unlimited number of trading partners and tiers. They can automatically rank partners based on customizable key performance indicators (KPIs) such as work quality, speed or risk of non-compliance. Drilldown capabilities in trading partner scorecards ensure companies can identify and address the root cause of poor performance by partners. As a result, brand owners can make data-driven decisions to prioritize top performing partners, which decreases costs, improves revenue and reduces risk.

Real-Time Collaboration for Improved Efficiency

Collaboration through emails, phone calls and spreadsheet exchange is slow, error-prone and can leave brand owners reliant on outdated partner information. This application enables real-time collaboration between brands and suppliers. Suppliers are empowered to maintain up-to-date information. Questions can be resolved through online discussions in real time, replacing slow, manual processes with fast, trackable ones.

Risk Mitigation With Visibility and Streamlined Audits

It is routine for brand owners to audit partners to assess their adherence to standards. This application enables brand owners to create and maintain configurable audit templates, utilizing questionnaires across internal and external audit teams to make the process far more efficient than using manual methods such as emails. The unified, real-time platform provides end-to-end transparency across partners, helping companies mitigate risks and protect brand integrity by monitoring regulatory compliance, codes of conduct and ethical sourcing across the supply chain.

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End-to-End Supply Chain Management Platform

Once an organization implements any e2open platform application, it is easy to add more capabilities in the future for better visibility, coordination and control over the end-to-end supply chain. The e2open platform creates a digital representation of the internal and external network, connects internal enterprise resource planning (ERP) and financial systems using SAP® and Oracle® certified adapters for timely data feeds, and normalizes and cleanses the data to make it decision grade. Using machine-learning enabled algorithms and supply chain management applications, the platform processes the data and provides bi-directional, closed-loop communications back to ERP systems for execution. This facilitates the evolution of supply chain processes towards true convergence of end-to-end planning and execution.

Modernize trading partner management by bringing vendors onto a single platform for end-to-end transparency. By optimizing partner onboarding and legal compliance, brands improve oversight and reduce risk.

About e2open

At e2open, we're creating a more connected, intelligent supply chain. It starts with sensing and responding to real-time demand, supply and delivery constraints. Bringing together data from customers, distribution channels, suppliers, contract manufacturers and logistics partners, our collaborative and agile supply chain platform enables companies to use data in real time, with artificial intelligence and machine learning to drive smarter decisions. All this complex information is delivered in a single view that encompasses your demand, supply and logistics ecosystems. E2open is changing everything. Visit www.e2open.com.

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