

DO YOU HAVE THE SUPPLY CHAIN VISIBILITY YOU NEED?

An integrated eProcurement strategy may be the answer.
MSC is the partner every C-suite leader needs.

MSC | BUILT
TO MAKE
YOU BETTER®

mscdirect.com

70% say supply chain disruption will pose a risk to their business¹

Over the last few years, global disruptions have forced manufacturers to consider making significant changes to how they approach their MRO supply chain management. To mitigate risk, C-suite leaders must make decisions that help improve resilience and accelerate growth.

How do CFOs plan to respond to that risk?

With 46% citing rising raw material and supply costs as the biggest inventory issue of the year, they plan to:

Improve supply chain systems & visibility **42%**

Raise prices for customers **31%**

Find alternative suppliers **28%**

SKU rationalization **21%**

Improving supply chain visibility is a top priority, but doing so can prove more difficult in today's complicated and multifaceted manufacturing environment. It's no surprise that many organizations are slow in finding the best way forward.

38%

of C-suite executives polled say their current procurement strategies are well underway

52%

say they have just begun to make progress on their most recent strategies.²

Fortunately, there are ways to get the insights you need to plot your best strategic way forward.

**ONLY
13%**

of manufacturing decision-makers indicate having complete visibility into end-to-end supply chain³

Harness the power of your data to avoid costly blind spots

The complex MRO supply chains of today create mountains of data. Your ability to get accurate and actionable data is critical to optimizing every aspect of your indirect value stream.

MSC's best-in-class eProcurement Integration Methodology provides the visibility you need to make your data work harder for you. By collaborating with our experts, you'll get guidance and leadership necessary for successful eProcurement outcomes.

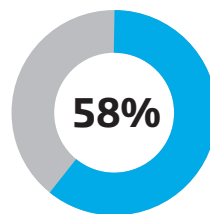


Transforming procure-to-pay and other processes is more than just plugging in a system. It requires strong leadership to drive data governance, change management and compliance. At MSC, we have over 20 years of experience implementing our industry-leading eProcurement solution, allowing our customers to **maximize their return on investment, faster speed to market and reduced cost of ownership.**

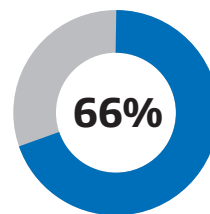
Simmie Chiger
Director, B2B Integration & eBusiness Solutions
MSC



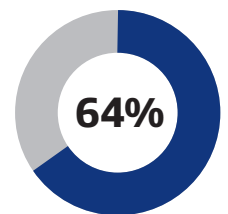
By focusing on data governance, companies using eProcurement technology have realized impressive savings:



Reduction in requisition-to-order costs



Reduction in requisition-to-order cycles



Reduction in "off contract" spend⁴

Most importantly, MSC eProcurement frees up more time for you to focus on other key strategic opportunities and business decisions.

Three things to prioritize for more resilient long-term planning

1

Collaborative partners

Only 26% of executives say their organization’s collaboration with top suppliers is highly effective.⁵ The MSC eProcurement process can improve your collaboration with suppliers by giving you both more visibility into where you can be more efficient.

2

Solutions that increase transparency

Increasing supply chain visibility improves traceability, helping manufacturers meet evolving environmental, social and governance (ESG) goals in response to rising demands from customers, investors and governments.

3

eProcurement technology that integrates with existing third-party applications

80% of manufacturers rely on legacy technologies.⁵ Fortunately, MSC eProcurement can integrate a personalized PunchOut Landing Page Catalog on your existing platform, complete with a Quote to PunchOut feature where we will source and provide a quote on requests for new or non-contracted items.

An eProcurement Success Story



One of the world’s leading producers of fiber-based packaging products needed enterprise-wide cost savings and performance improvements for dealing with ~4,000 orders per month.

Solutions	Implement PunchOut integration on their existing Ariba platform
	Drive greater visibility by implementing an alternative eProcurement solution
	Conduct training to support new process and drive change management
Cost Savings	~\$1M in annual order-to-cash savings
	>93% invoice acceptance rate
	225% improvement in overall automation

**Ready to get greater visibility into your MRO supply chain using MSC eProcurement?
Call us today at 1-800-753-7970 or contact your local sales representative.**