

# Digital Workflows for Procurement Excellence

Kris Gorrepati and Hiren Shah

# Agenda

- Brief Intro
- Procurement vs. Procurement Excellence
- Procurement Excellence during Supply Chain Crisis
- Digital Workflows for Procurement Excellence
- Demo
- Q&A

# About Cambrian Lab

**Mission:** To Provide Effective and Practical Solutions for Supply Chain Excellence

## Team

Supply Chain, New Product Development and Technology Experts from SAP, Samsung, Siemens, GM, Ford, Applied Materials

## Industries

Automotive, High-tech, Semiconductor Equipment, Medical Devices, Consumer Products

## Locations

SF Bay Area, Detroit, Boston, Houston

## Expertise

- New Product Development/Introduction, Supplier Development and Quality Management
- Enterprise and Supply Chain Technology (ERP, SCM, Manufacturing, CRM, Sourcing, Finance)

# Panelists

## Kris Gorrepati

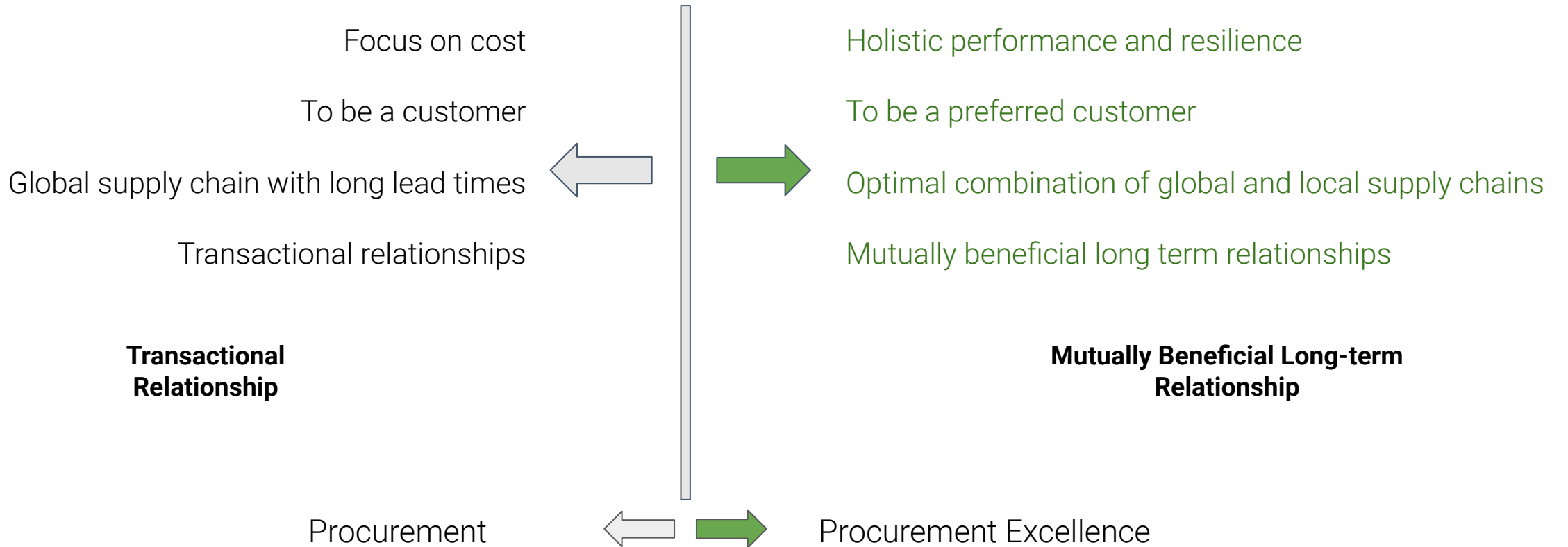
- 20+ years experience in New Product Introduction, Supply Chain, and Manufacturing
- SAP, Samsung, Ford, Caterpillar
- Auto, High-tech, Software
- Michigan Tech (Mech Engg.), UCLA

## Hiren Shah

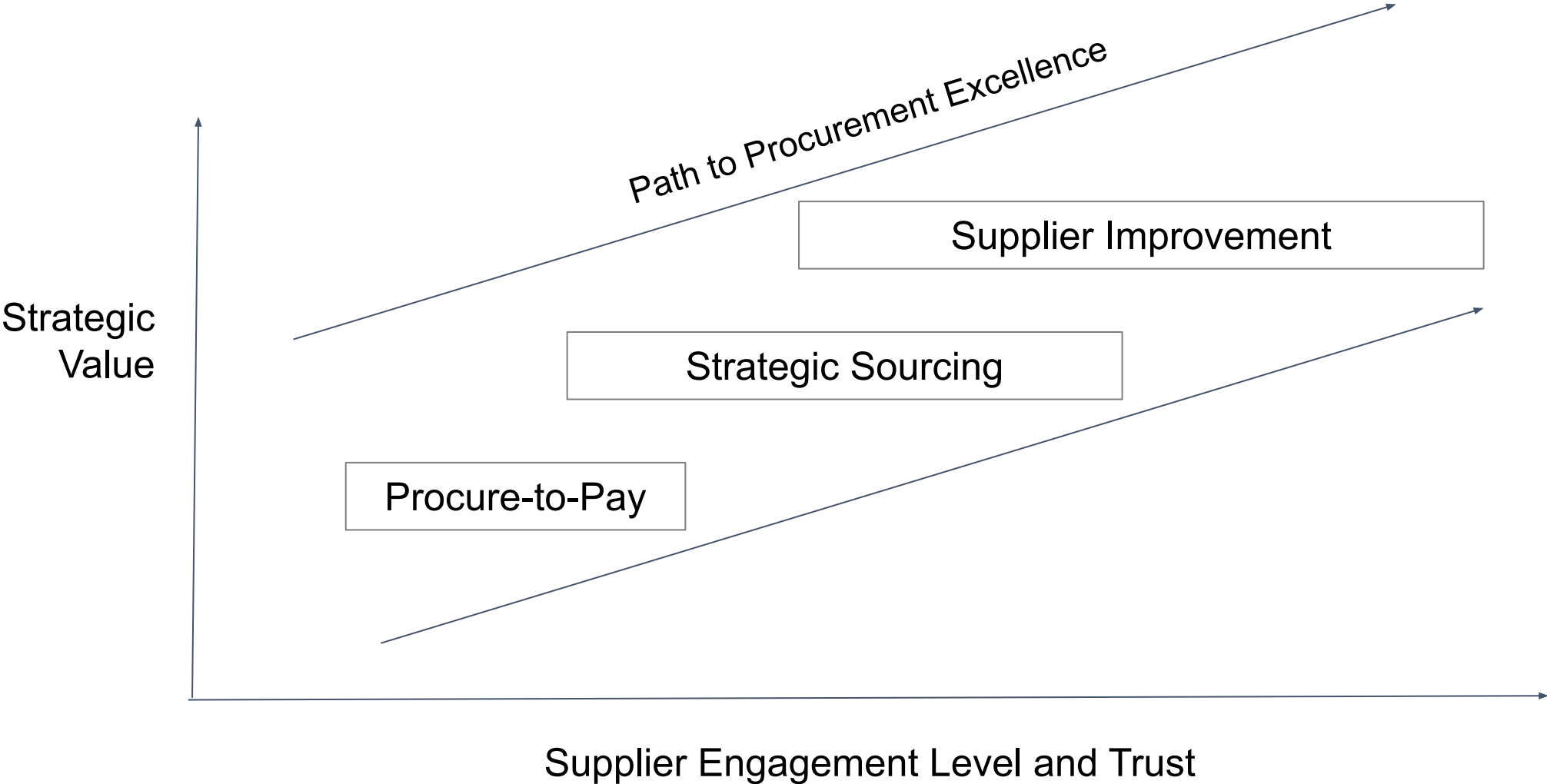
- 20+ years experience in ERP, CRM, Finance, Manufacturing
- SAP, Ford, Samsung..
- Auto, High-tech, Software
- Michigan Tech (Elec Engg.), University of Chicago

# Procurement vs. Procurement Excellence

## 2020-Present Supply Chain Crisis

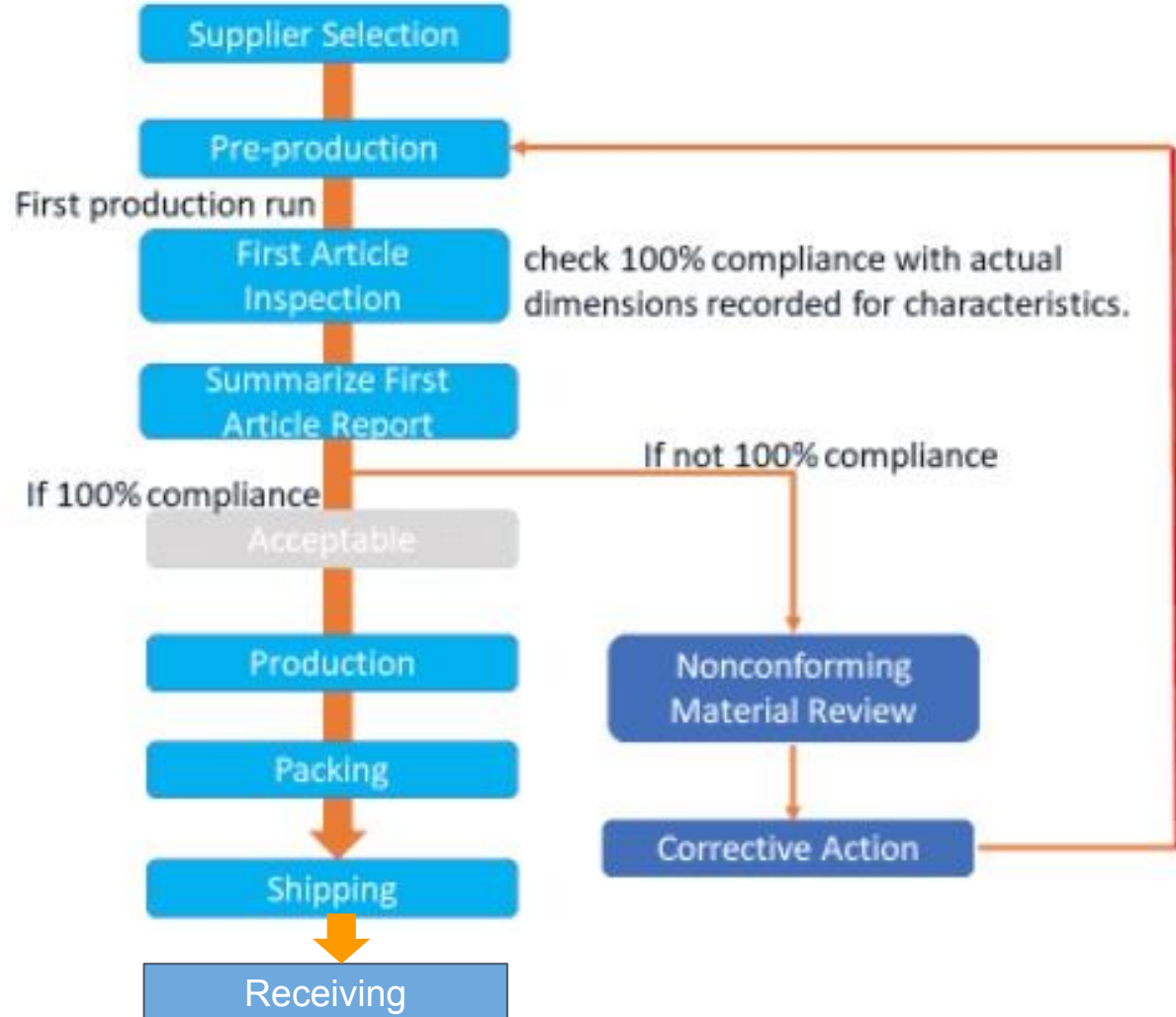


# Path to Procurement Excellence



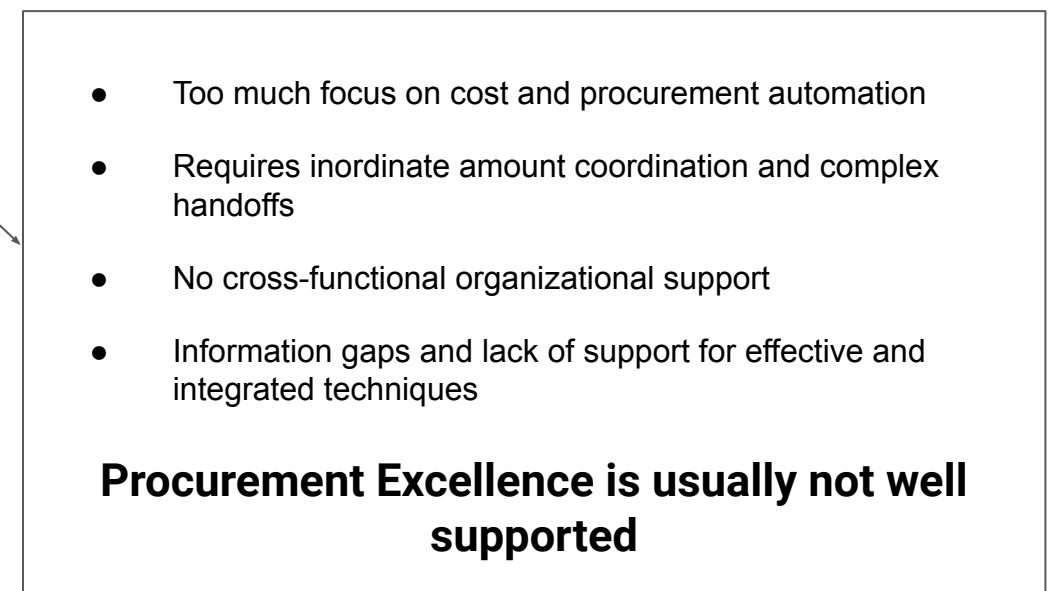
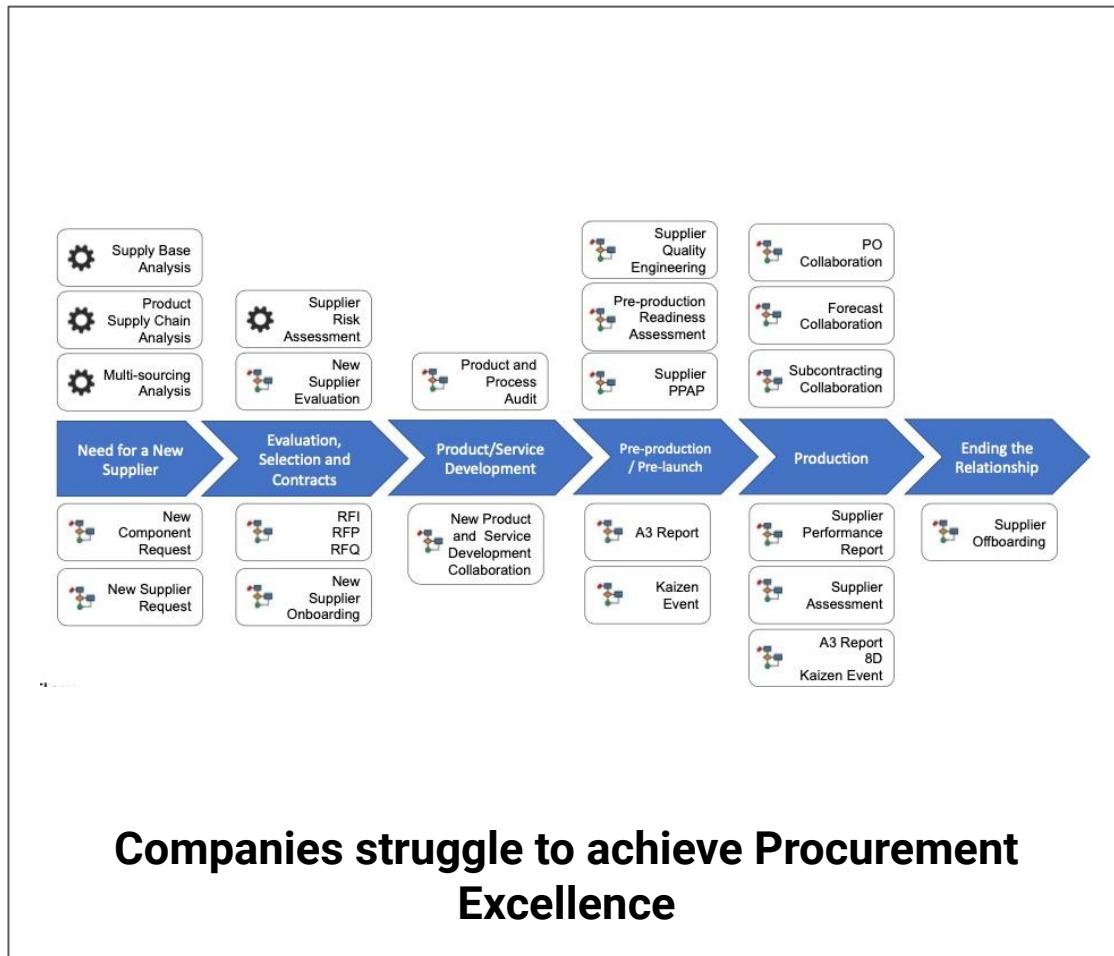
# What We are Seeing

- Procurement's job is not done until goods are received
- Cost is not the most important consideration
- Extremely dynamic PO lifecycle (changes in pricing, schedule, commitments, *after the PO is issued*)
- Chasing suppliers
- Poor support for collaborating with Suppliers
- Procurement teams are overworked



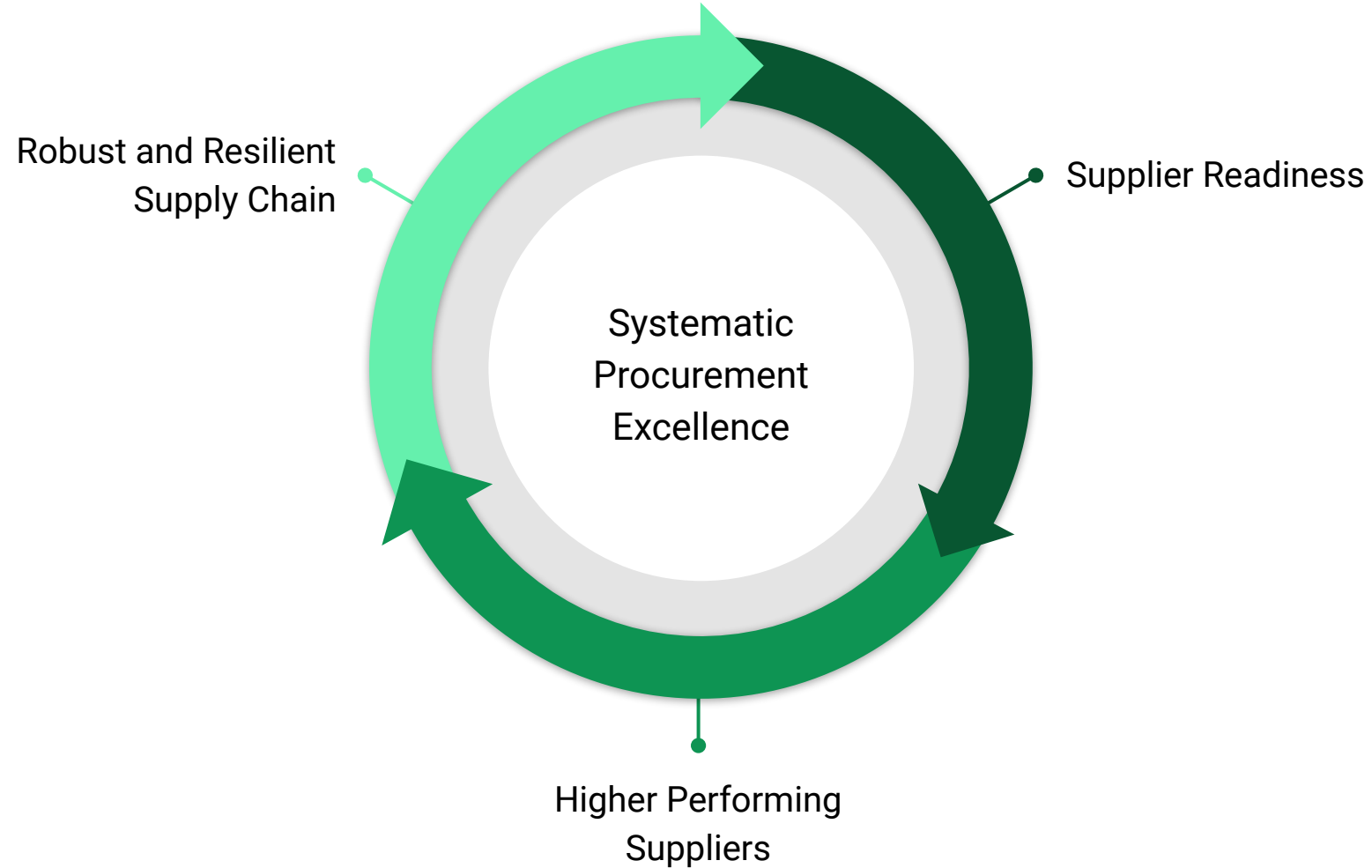
# Procurement Excellence

## *Not a Systematic Process Nor Supported Well*





# 3 Reasons for Procurement Excellence



# ZFlow – The Swiss Army Knife of Digital Supply Chain Workflow

Do-it-yourself Supply  
Chain Workflows

Out-of-the-box Integration to  
ERP, CRM, Commerce,  
PLM, Supply Chain systems

Zero-code

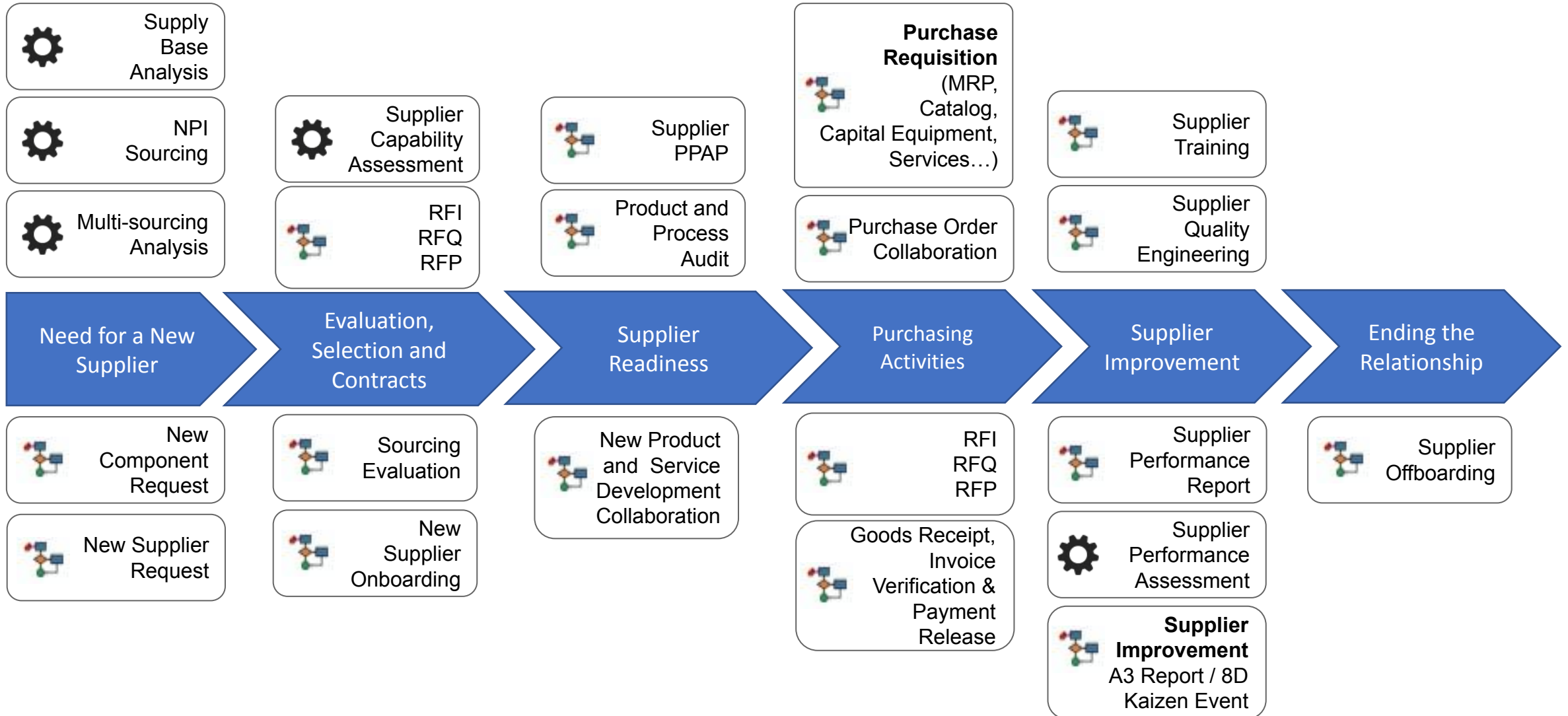


Involves Right People at  
the Right Time

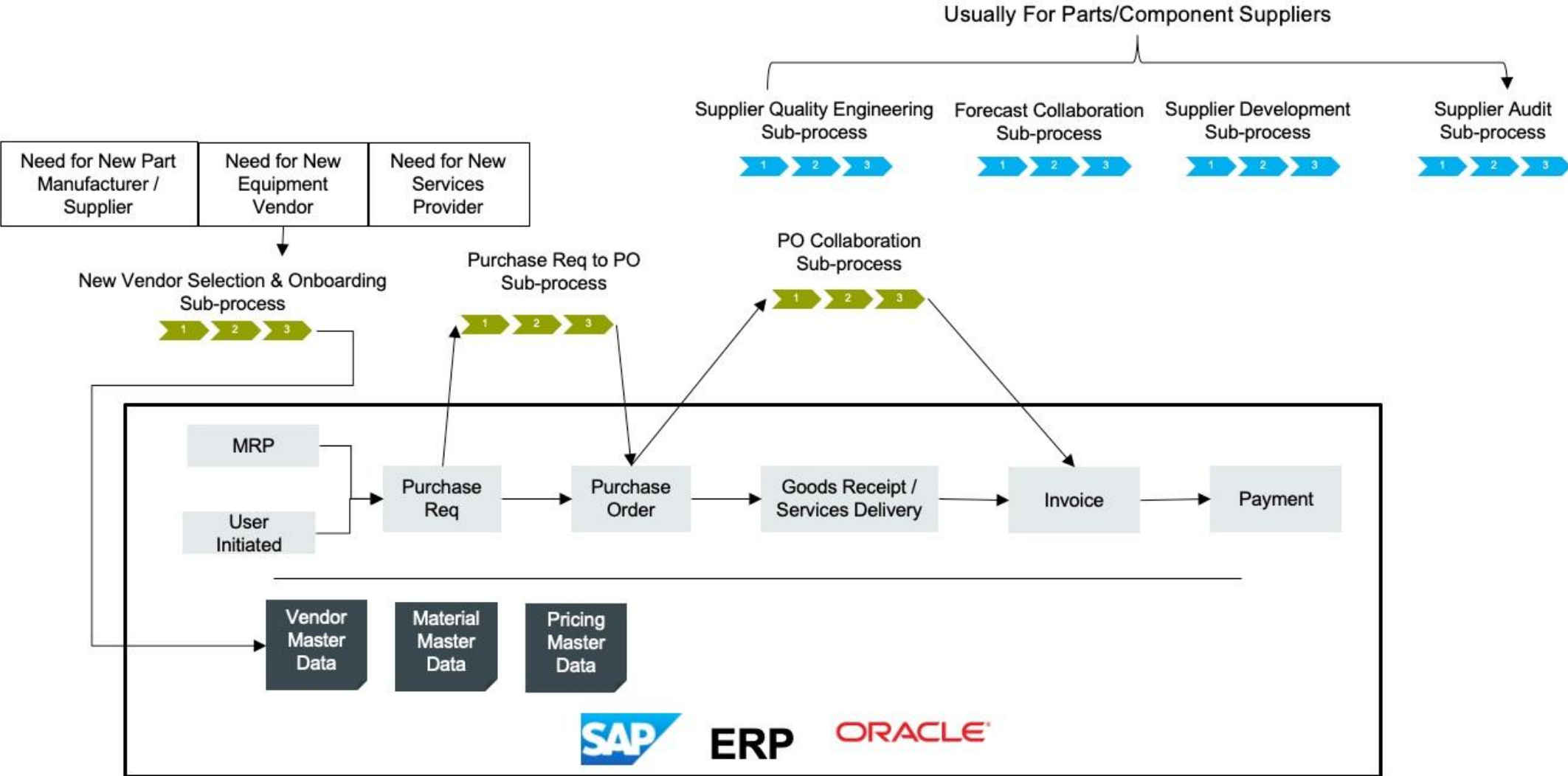
Supply Chain Ready

Integrated and Effective  
Techniques

# Digital Workflows for Procurement Excellence



# End-to-End Process View













# Readily Usable Digital Workflows for Procurement Excellence






Home Launch Pad Administration Data Maintenance New Process Repository Reports My Profile Search ZFlow Admin

## Launch Pad for Administrator






### Supplier Development

 <b>Supplier Performance</b> Active(6)   Find   New	 <b>Supplier Risk Assessment</b> Active(6)   Find   New	 <b>New Supplier Evaluation</b> Active(2)   Find   Insights   New	 <b>New Supplier Request</b> Active(4)   Find   Insights   New
 <b>Supplier Audit</b> Active(3)   Find   Insights   New	 <b>Supplier PPAP</b> Active(3)   Find   Insights	 <b>Supplier Performance Report</b> Active(1)   Find   Insights   New	 <b>Vendor Assessment</b> Active(2)   Find   Insights   New
 <b>Supplier Profile</b> List(22)   Find   Insights	 <b>Supplier</b> List(36)   Find   Insights		

### Supplier Collaboration

 <b>Forecast Collaboration</b> Active(0)   Find   Insights   New	 <b>Purchase Order Collaboration</b> Active(6)   Find   Insights	 <b>Subcontract Purchase Order</b> Active(4)   Find   Insights   New	 <b>Supplier Batch Manufacturing Record</b> Active(1)   Find   Insights   New
 <b>Supplier Product Development</b> Active(2)   Find   Insights   New			

### Crossfunctional Quality

 <b>Corrective Action Request</b> Active(2)   Find   Insights   New	 <b>Failure Report</b> Active(2)   Find   Insights	 <b>Nonconformance Report</b> Active(2)   Find   Insights	 <b>Quality Issue</b> Active(9)   Find   Insights   New
 <b>Supplier Corrective Action</b> Active(6)   Find   Insights   New			

# Easy and Secure Supplier Collaboration



## Launch Pad for Supplier Administrator

### Account Management

Supplier Profile  
View

Add Supplier Profile  
Active(0) | New

Submit Profile Change  
Active(1) | New

### Supplier Performance

Supplier Performance  
View

Supplier Assessment  
View

Supplier Performance Report  
Active(1)

### Supplier Development

NPI Review  
Active(1) | Find | New

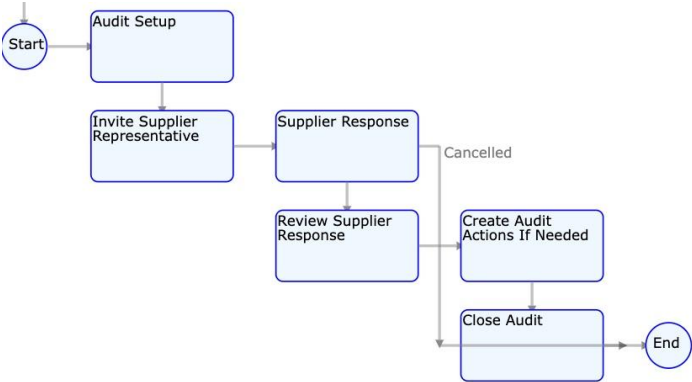
RFP Response  
Active(7)

RFQ Response  
Active(0)

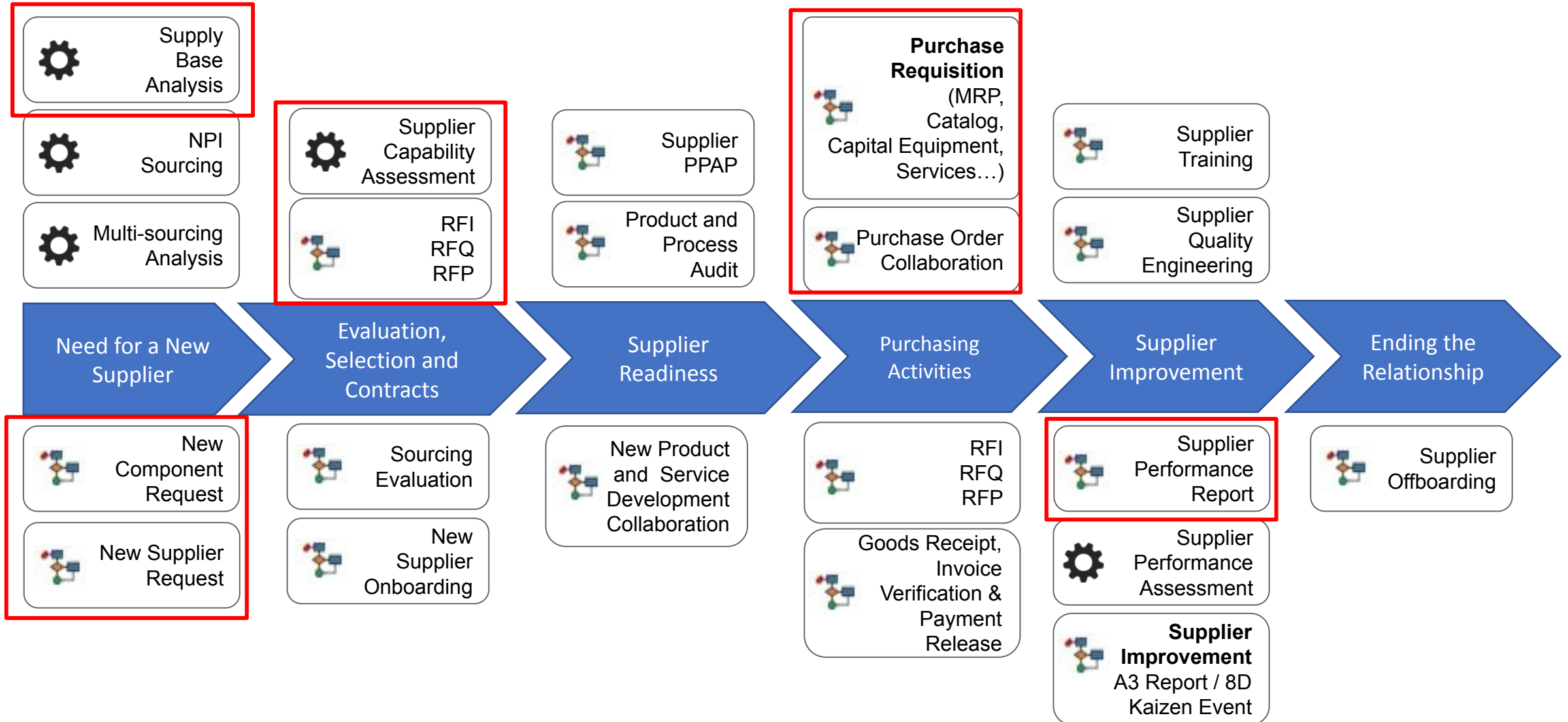
Supplier Audit  
Active(2) | New

Supplier Initiated PPAP  
Active(2) | New

Supplier PPAP  
Active(2)

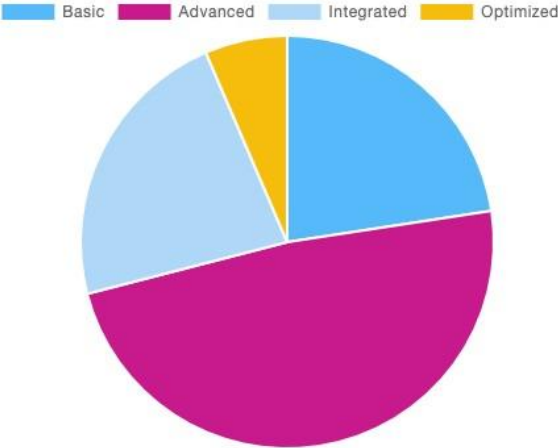


# Digital Workflows for Procurement Excellence - Demo

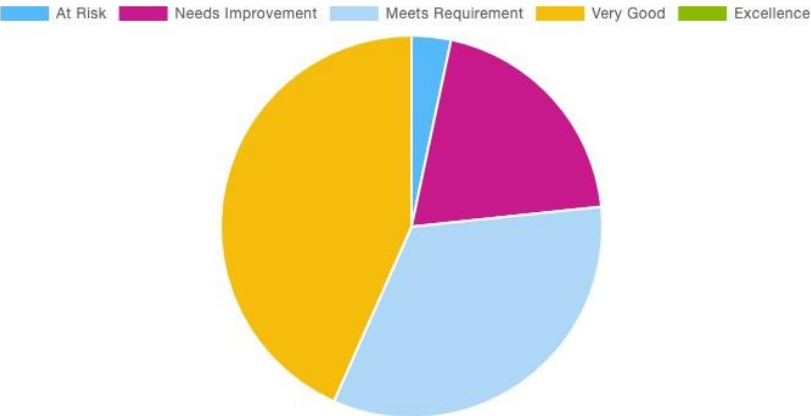


# Innovative Supply Base, Multi-sourcing, and NPI Sourcing Assessments

**Supplier Capability**



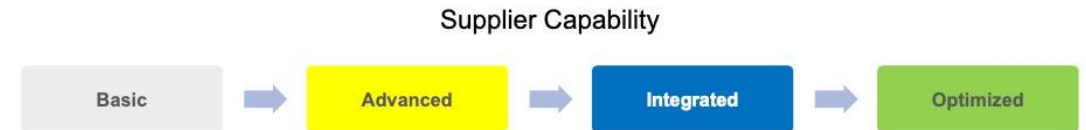
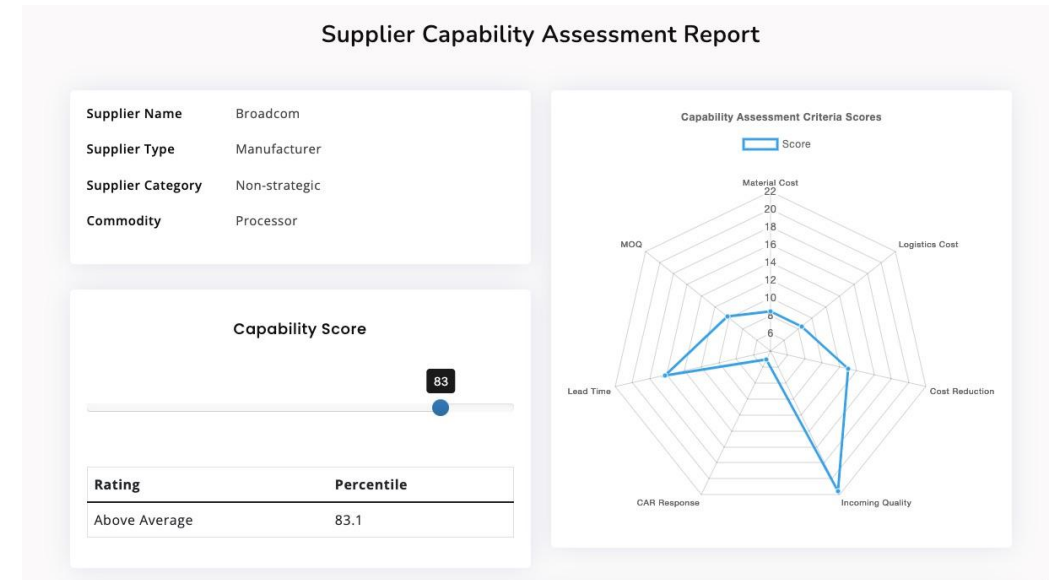
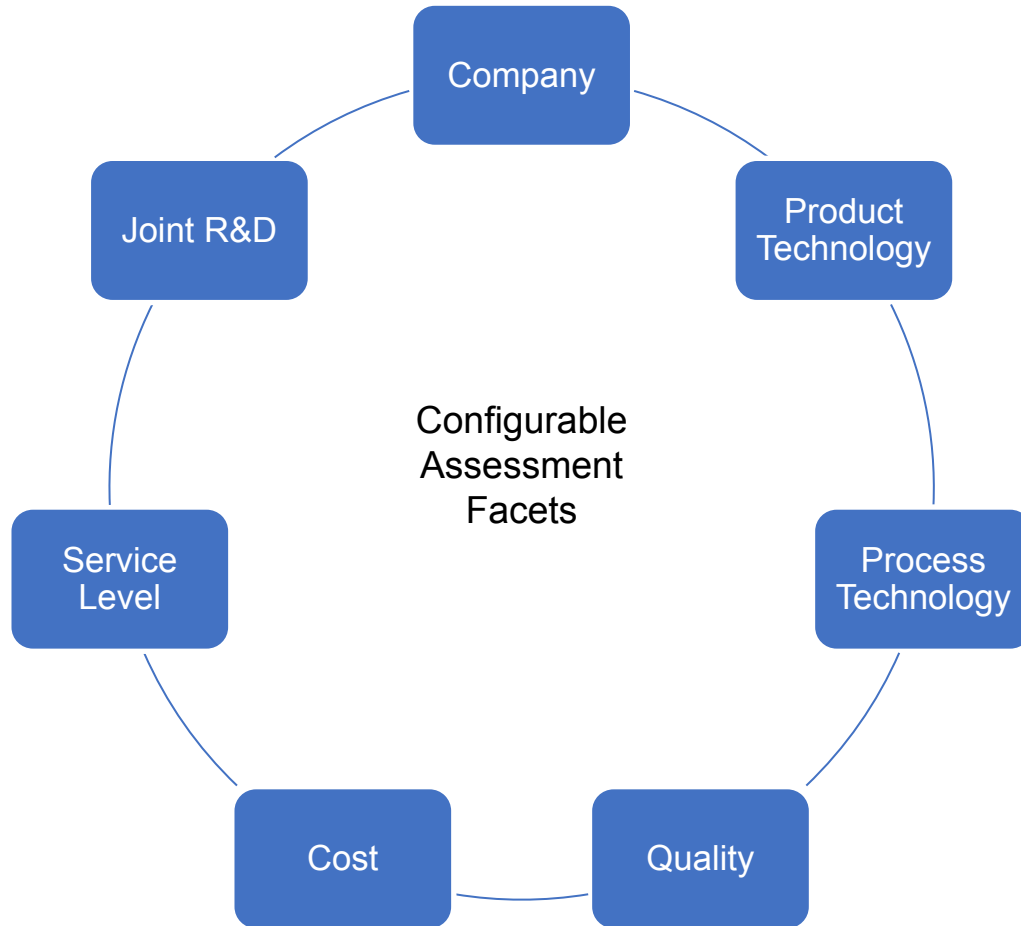
**Supplier Performance**



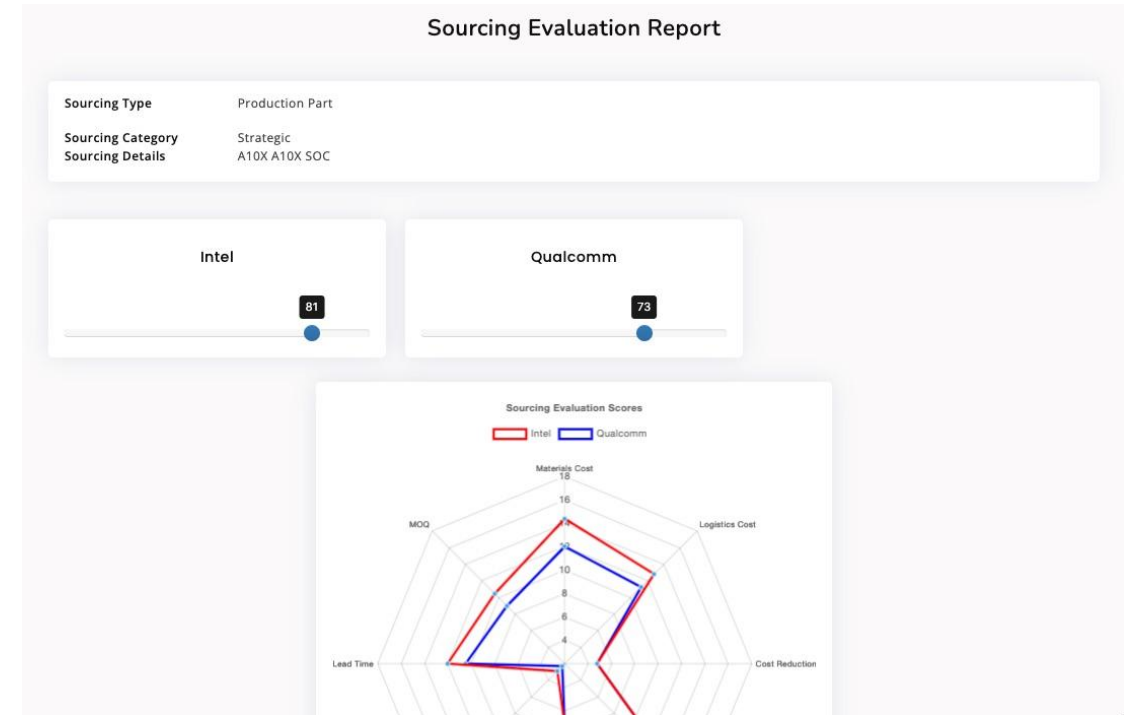
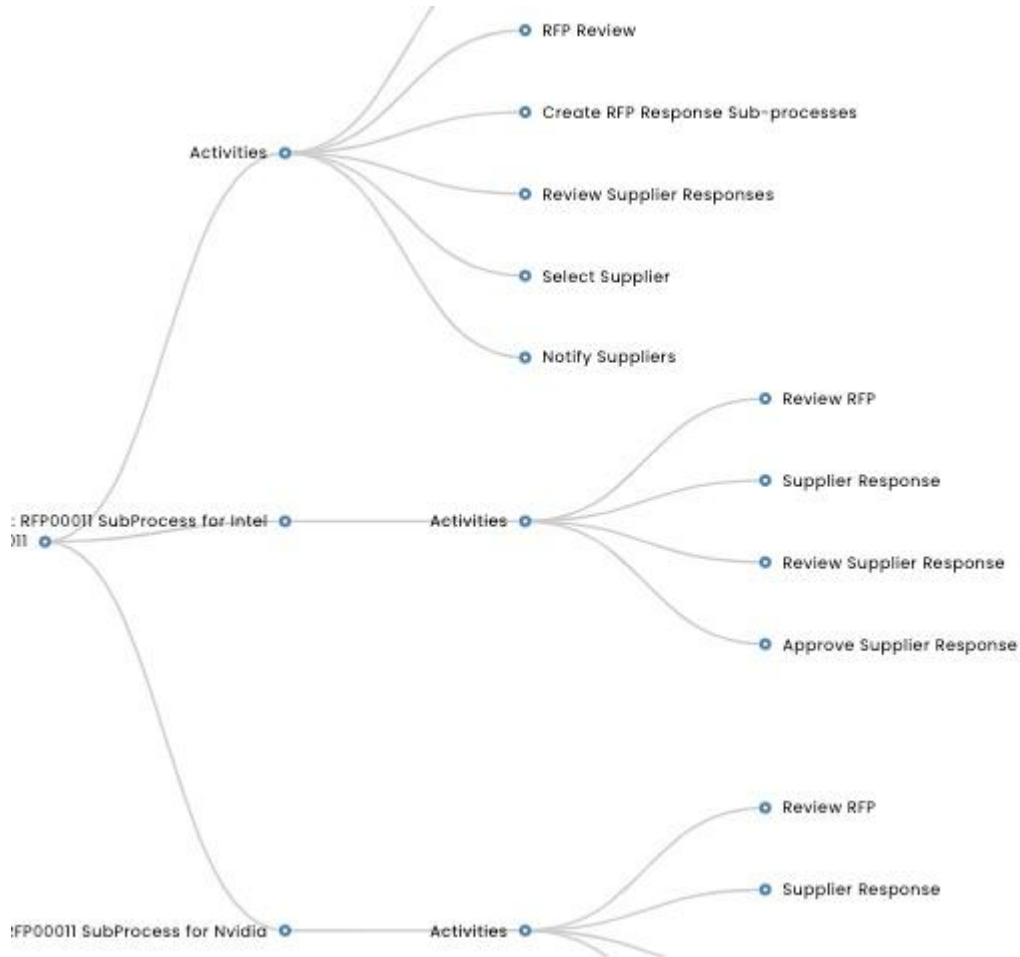
Part Number	Source	Supplier Name	Supplier Relationship Status	Supplier Maturity Level
ZPhoneX	ExternalManufacturing			
User Interface	ExternalSource			
Cameras	ExternalSource	LG Innotek	Preferred	Integrated
Mechanical	ExternalManufacturing			
A10X	ExternalSource	Intel	Preferred	
Memory	ExternalManufacturing	Micron	Preferred	Integrated
Power Management	ExternalSource			
Communications-module	ExternalManufacturing			
Display	ExternalSource	Huizhou Desay	Qualified	
Glue Logic	InternalSource			
Electromechanicals	ExternalSource			
Battery	ExternalSource	Honcell	Qualified	Basic
Box Contents	ExternalManufacturing			
Cameras	ExternalSource			
Camera-Lens	ExternalSource	Yujingguang Kantatsu Largan	Qualified Qualified Qualified	Basic Advanced Advanced
Communications-module	ExternalManufacturing			
GN-Receiver	Procured	Qorvo	Qualified	
Baseband	Procured	Skyworks Broadcom	Preferred Preferred	
BT-WLAN-Module	Procured	Broadcom	Preferred	
BT-GNSS-Frontend	ExternalSource	Broadcom	Preferred	
RF Frontend	Procured	Analog	Active	Advanced
RF Transceiver	Procured	Qualcomm	Qualified	
RF Frontend	Procured			
Envelope Tracking IC	Procured	Texas Instruments	Preferred	Integrated



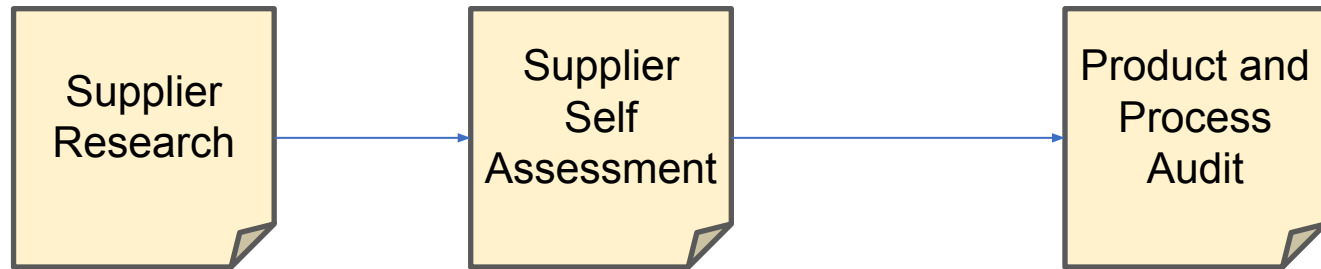
# Holistic Approach to Evaluating Supplier Capability



# Innovative RFP/RFQ and Sourcing Evaluation Workflows



# Effective Assessment and Audits for Evaluation, Selection, and Readiness



IATF, VDA, ISO 13485..

<b>P2</b>	<b>Project management</b>
2.1	Is the project organisation (project management) established and are tasks & authorities specified for the team leader and team members?
2.2*	Are the resources required for the project development planned and available and are all changes displayed?
2.3	Is there a project plan and has this been agreed with the customer?
2.4	Is change management in the project ensured by the project organisation ?
2.5*	Are the responsible personnel within the organisation and in the customer's company involved in the change control system ?
2.6	Is there a QM plan for the project ? is this implemented and monitored regularly for compliance ?
2.7*	Is there an established escalation process and is this implemented effectively ?
<b>P3</b>	<b>Planning the product and process development</b>
3.1	Are the product and process-specific requirements laid down ?
3.2*	Has manufacturing feasibility been assessed in a cross-functional manner, based on the requirements which have been determined for product & process?
3.3	Are there plans for the product and process development ?
3.4	Have the necessary resources been taken into account for the product and process development ?
3.5	Is QM planning arranged for sourcing bought-in products and services ?

Supplier Audit - Supplier Audit for Intel - At Supplier

Process Info | Current Step | Process Projects | Process Data | Members | Roles | Workflow | Related Processes | Process Log | Process Graph | Process Report

Current Activity: Review Supplier Response | Current Status: started | Performers: ZFlow Admin

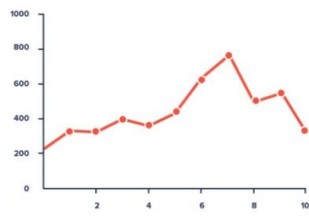
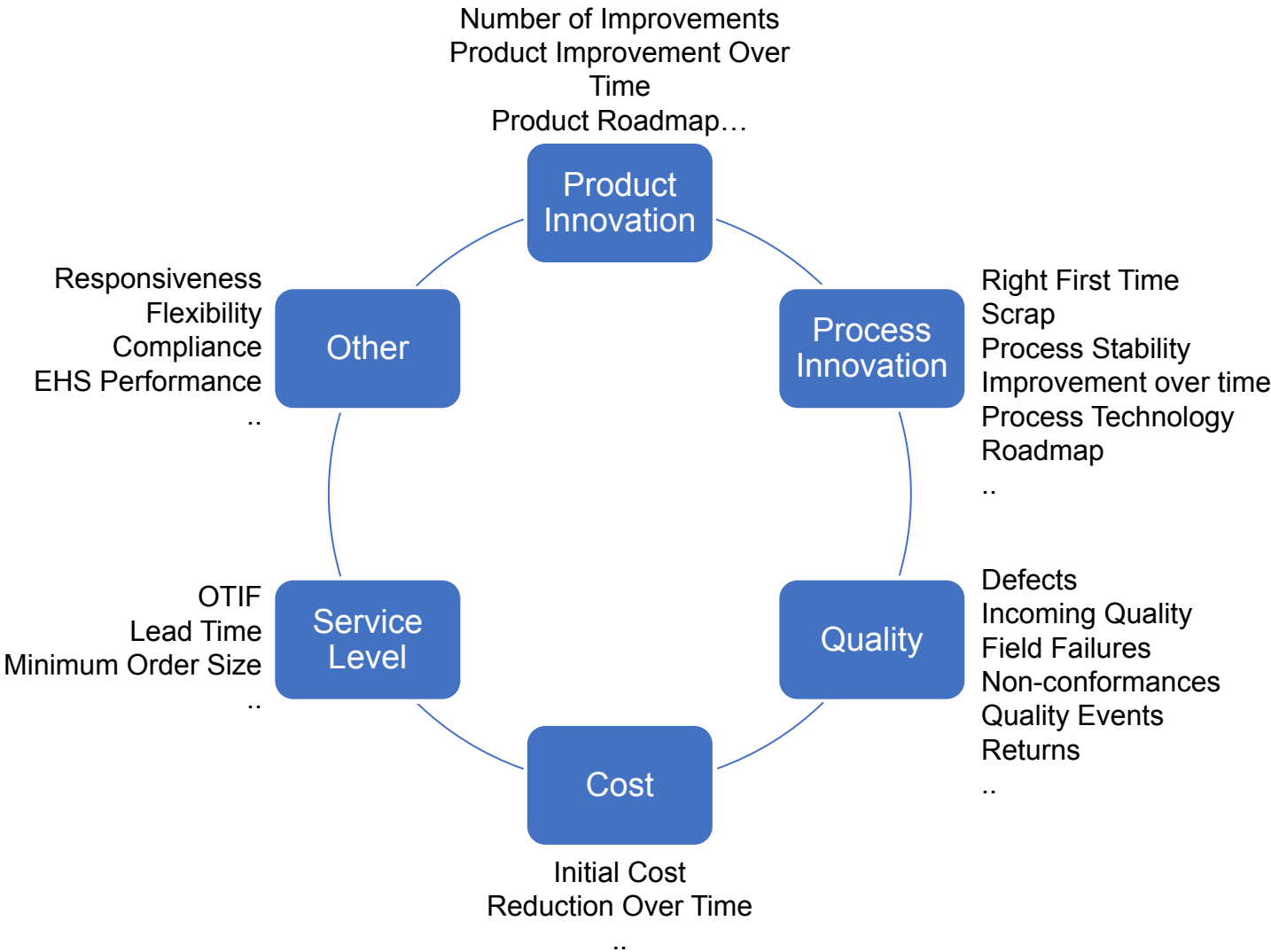
Instructions: Please review the data in the form below or in the files section then click to continue process

Design control and risk management procedures are established and applied? (ISO 13485:2016: 7.3)	✓
Audit Answer: Yes	
Design and development stages are identified? (ISO 13485:2016: 7.3.2)	✓
Review, verification, validation, and design transfer activities at each stage are appropriate? (ISO 13485:2016: 7.3.2)	✓
Responsibilities for design and development are defined? (ISO 13485:2016: 7.3.2)	✓
<b>Management Controls -</b>	
★ Quality Manual defines scope of QMS, procedures (or reference to) within QMS, and description of the interaction of processes within QMS? (ISO 13485:2016: 4.1, 4.2.2)	✓
★ Firm has established and conducts Management Reviews, at least annually? (ISO 13485:2016: 5.1(d), 5.6)	✓

FOOD AND DRUG ADMINISTRATION

GUIDE TO INSPECTIONS OF QUALITY SYSTEMS

# Supplier Performance Reporting and Assessment



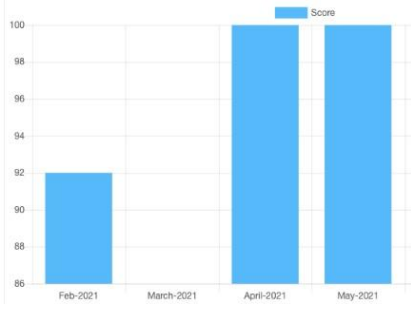
- A3 Report
- 8D
- Kaizen Event

Rating Period July, 2021

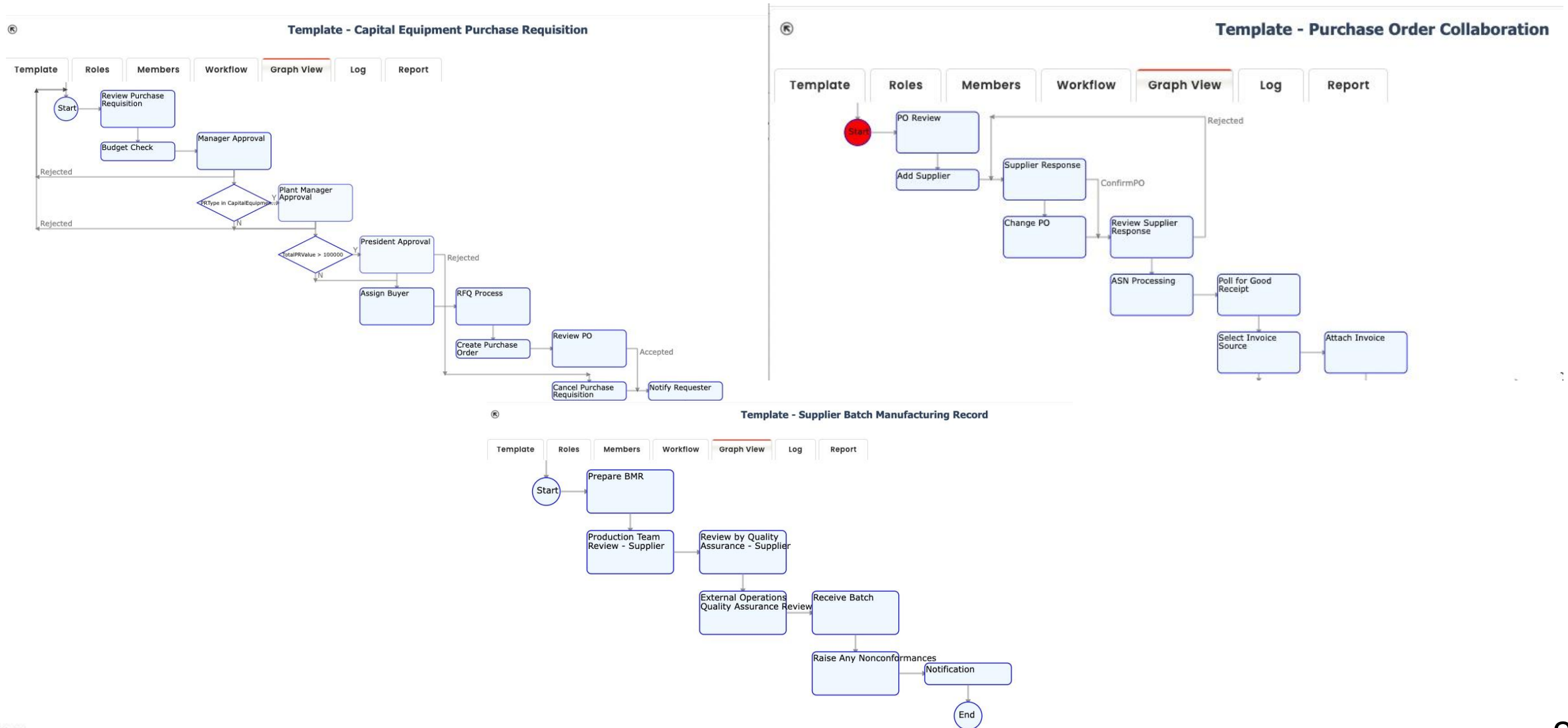
Score	Ranking	Percentile
88	Average	85

Analogy of Supply Base Performance

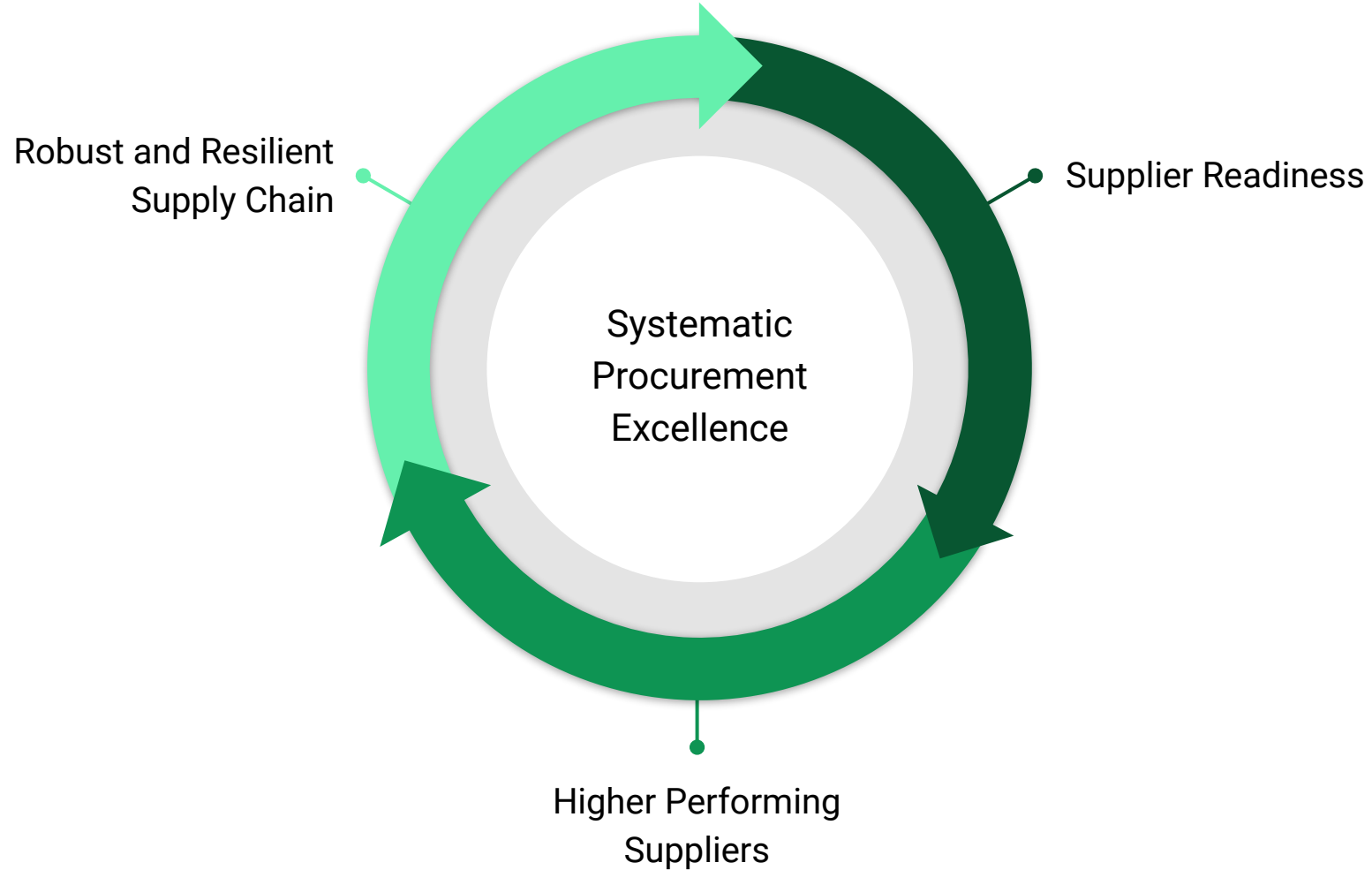
Score	Percentile
100	100
98	90
96	80
94	60
88	40



# Cross-functional and Collaborative Procurement Workflows for Efficiency and Effectiveness



# 3 Reasons for Procurement Excellence



# Summary

- ZFlow supports Procurement Excellence in a holistic manner
- Easy to adopt Internally as well as with the Supply Chain
- Easy to get started

[Test Drive ZFlow](#)

[Free Proof-of-concept](#)

[Free Pilot](#)

# Contact Us

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<https://www.zflow.io>

