REIMAGINING PROCUREMENT AND SUPPLY CHAIN WITH ACTIONABLE INSIGHT

Streamline Your Source-to-Pay Cycle with vSRM

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Executive Summary

The Strategic Imperative for Modern Supplier Relationship Management Platforms

In today's volatile global landscape, industrial supply chains are under more pressure than ever. Increasing geopolitical tensions, supply disruptions, rising costs, and growing demands for transparency and sustainability have exposed the vulnerabilities of traditional supply chain models. To remain competitive and resilient, corporations must rethink how they engage, manage, and collaborate with suppliers—transitioning from reactive procurement to proactive relationship management.

Most industrial corporations still rely on fragmented, spreadsheet-driven processes or legacy ERP extensions to manage supplier interactions. These methods are insufficient for navigating today's complexity. Suppliers are no longer just vendors—they are strategic partners in innovation, risk mitigation, and value creation. Without centralized visibility into supplier performance, risk profiles, and collaboration potential, companies miss opportunities for efficiency, innovation, and long-term savings.

vSRM by ITG, Ltd. is a comprehensive, cloud-based Supplier Relationship Management (SRM) platform designed to automate and optimize the entire source-to-pay process. By centralizing sourcing and spend analysis, vSRM empowers organizations to control expenses, enhance supplier collaboration, and drive operational efficiency.

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The New Supply Chain Reality

Global supply chains face unprecedented challenges:

- **Disruption frequency** has tripled since 2020 due to pandemics, wars, natural disasters, and cyberattacks.
- **Supplier dependencies** are concentrated and poorly mapped, increasing exposure to single points of failure.
- **Manual processes** in procurement limit real-time visibility, slowing response time and impeding supplier innovation.
- **Stakeholder pressure** for ESG transparency and compliance is rising, requiring deeper insights across Tier 1, 2, and 3 suppliers.

A Stragetic Pivot to Modern Digital SRM

Maintaining the status quo—manual updates, decentralized data, transactional supplier interactions—leaves organizations slow, exposed, and inefficient. In contrast, implementing a modern SRM platform empowers organizations to:

- **Centralize** supplier data and communications
- **Standardize and digitize** procurement workflows
- **Score and evaluate** supplier performance and risk in real time
- **Enable proactive** supplier development and collaboration
- **Respond faster** to disruptions with predictive insights and scenario modeling

Digital SRM transforms the supply chain from a cost center into a value-driving capability.

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Why Supplier Relationship Management Must Go Digital

Traditional ERP and spreadsheet-based methods cannot keep pace with today's supply chain complexity. A cloud-based SRM platform enables a centralized, real-time view of supplier performance, contracts, risk exposure, and collaboration activities. Key business impacts include:

✅ **Supplier Risk Management**
- Identify potential disruptions before they occur with automated risk scoring and alerts.
- Monitor geopolitical, financial, ESG, and delivery risk across global supplier networks.

✅ **Increased Supply Chain Agility**
- Collaborate with suppliers in real time to adjust orders, expedite shipments, or onboard alternatives.
- Digitally manage sourcing events, RFQs, and supplier responses at speed and scale.

✅ **Operational Cost Savings**
- Automate routine tasks such as invoice matching, performance reviews, and compliance documentation.
- Reduce maverick spend, shorten procurement cycles, and consolidate suppliers for volume discounts.

✅ **Improved Supplier Collaboration and Innovation**
- Treat key suppliers as strategic partners through shared scorecards, joint planning, and innovation portals.
- Encourage supplier-driven value engineering and sustainable practices.

✅ **Regulatory & ESG Compliance**
- Streamline tracking of supplier certifications, labor practices, and carbon footprints.
- Prepare for audits and compliance reporting with centralized, accessible data.

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The Business Case for Cloud SRM

Metric	Without SRM	With SRM
Procurement cycle time	20-30 days	5-10 days
Supplier onboarding	3-6 weeks	<1 week
Maverick spend	15-20%	<5%
Risk event resolution	Reactive	Proactive
Cost savings from supplier consolidation	<5%	8-15%

Cloud platforms also reduce IT overhead, eliminate the need for physical infrastructure, and ensure continuous updates and scalability.

ITG offers industry-specific platforms to strengthen cooperation with suppliers, covering all business processes involving supplier interaction.

Our solutions are customizable to meet the unique needs of various sectors, ensuring seamless integration and enhanced performance.

vSRM Key Features

All-in-One Solution: Manage operations collaboratively with business partners on a single platform.

Real-Time Supplier Assessment: Online, transparent supplier KPI monitoring supports continuous improvement.

Advanced Supply Chain Management: Deploy modules like e-Kanban, JIT, and VMI to reduce inventory costs and increase agility.

Cloud-Based Transportation Management: Gain visibility on inbound logistics and manage all transportation activities across your global supply chain.

Supplier Quality Management: Facilitate open collaboration with suppliers throughout the quality management process.

Financial Data Sharing & Self-Billing: Enhance invoicing accuracy and streamline financial transactions with suppliers.

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"Redefining supply chain management is at the heart of what we do; it's our core mission as veterans in the industry."

- Celil Germeyan, co-founder and partner

ITG, a service provider specializing in Supply Chain Management software development, has been serving customers for over 25 years. ITG designs solutions for companies in a broad range of industries including automotive, manufacturing, defence & aviation, retail & service, and more; all of which procure a high volume of products from a large base of suppliers.

Among these solutions, ITG offers advanced level of supply chain applications such as Supplier Programs, Milkrun, VMI-Vendor Managed Inventory, Automatic Stock Replenishment, e-Kanban and EDI. vSRM (virtual Supplier Relationship Management), the B2B supplier portal, is developed with state-of-the-art technologies. ITG's leading solution vSRM also automates and streamlines the entire source-to-pay cycle, transform your sourcing operations for better saving and analysis, leveraging the benefits of centralized procurement.

Built as a supply chain management system, vSRM has evolved as a business partner management solution, with ITG's passion for aligning with the changing modern-day business requirements. This flexible, agile, expandable, and low-cost system can link all functional units of an organization, including planning, procurement, quality, and accounting, with suppliers, forwarders, and other business partners.

Bringing all processes to a single pane of glass, vSRM elevates transparency and helps clients streamline business operations and increase efficiency and productivity while reducing operational costs.

vSRM's powerful process automation capabilities make it ideal for businesses taking a digital route. It effectively manages the entire supplier life cycle, from supplier onboarding to generating scorecards. The solution comes with the necessary toolsets and EDI capabilities to handle direct and indirect material procurement, including vendor-managed inventory.

Unlike solutions that stipulate huge up-front investment before implementation, ITG's vSRM offers zero-risk performance. Clients can also use vSRM in 12 different languages and customize the solution to their requirements. The product houses many configurable parameters that can be used on demand. ITG also offers helpdesk support as a value-add to the solution.

With its foundations predicated on client-centricity, ITG leverages its R&D wing to keep pace with technological advancements. It continues to improve vSRM's scope and capabilities by incorporating AI, ML, and blockchain technologies. In-depth industry expertise combined with an indomitable spirit for innovation makes ITG an ideal supply chain solution provider.

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Experience Simplicity in Managing Advanced Supply Chain Practices

Connect from anywhere and collaborate with all parties for smooth supply chain operations, including suppliers, forwarders, 3PLs, custom agents, and cargo firms.

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