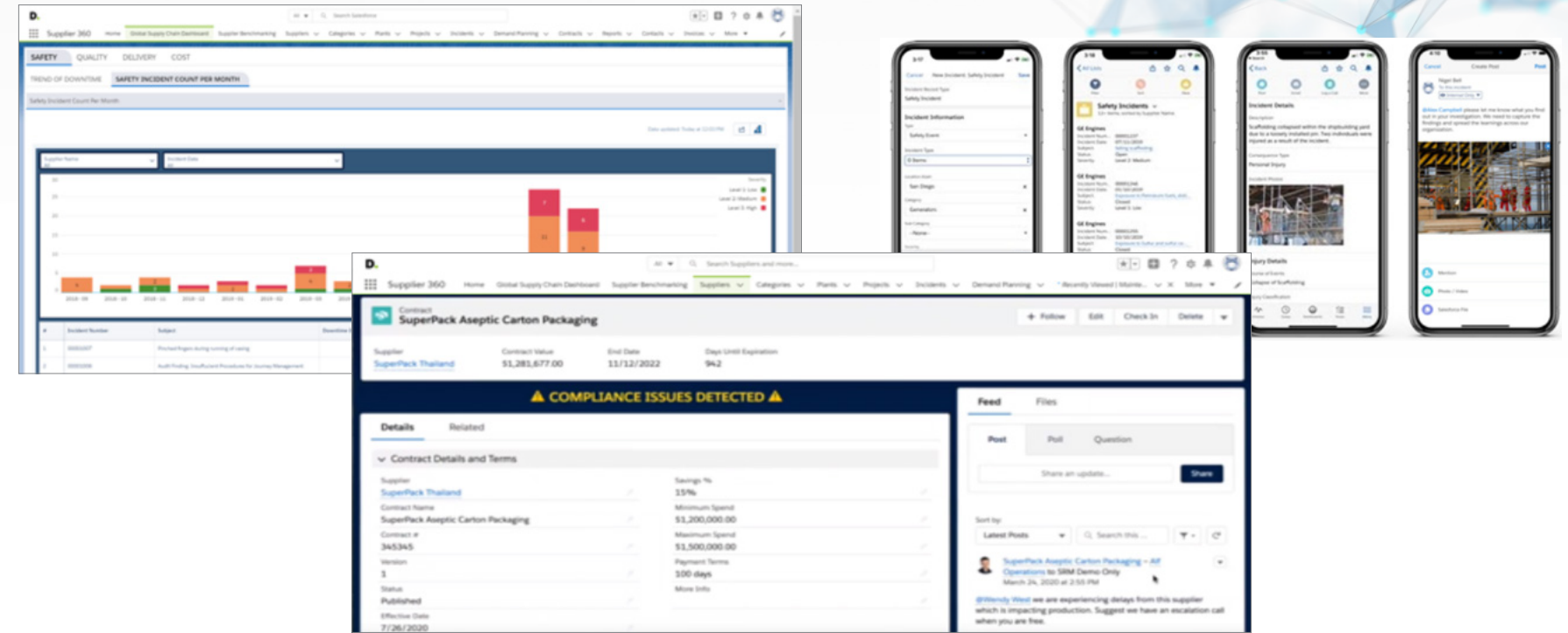salesforce | Deloitte. Digital

GovConnect™

Supplier Relationship Management

GovConnect™ Supplier is a Salesforce-based Supplier Lifecycle Management solution which provides end-to-end visibility across your supply base. With GovConnect Supplier, you manage both the relationships and the performance of your suppliers in one place. It scales to fit your organization and allows you to be laser-focused on driving transformation.

Key points

Collaboration Focus
GovConnect Supplier includes robust collaboration tools to accelerate discussions and actions

Comprehensive Offering
GovConnect Supplier provides broad coverage across all facets of a supplier's relationship with the Navy

Leverage the Power of Salesforce
GovConnect Supplier utilizes Salesforce's relationship management capabilities to provide a single source of truth on suppliers

Benefits

Connected data and collaboration tools to resolve promptly flagged issues objectively

Executives have real-time consolidated insights into every angle of a supplier relationship.

Ongoing data visibility on your work site to optimize day-to-day performance

Invoices are paid in compliance with contract terms, to reduce overpayments & contract value leakage

Improve contract terms through refreshed price structures and improved contract levers.

Help to make more transparent decisions acrosssafety, quality, delivery, cost, risk and ESG (Environmental, Social and Governance) KPIs

GovConnect™
Supplier Relationship Management

Solution Overview

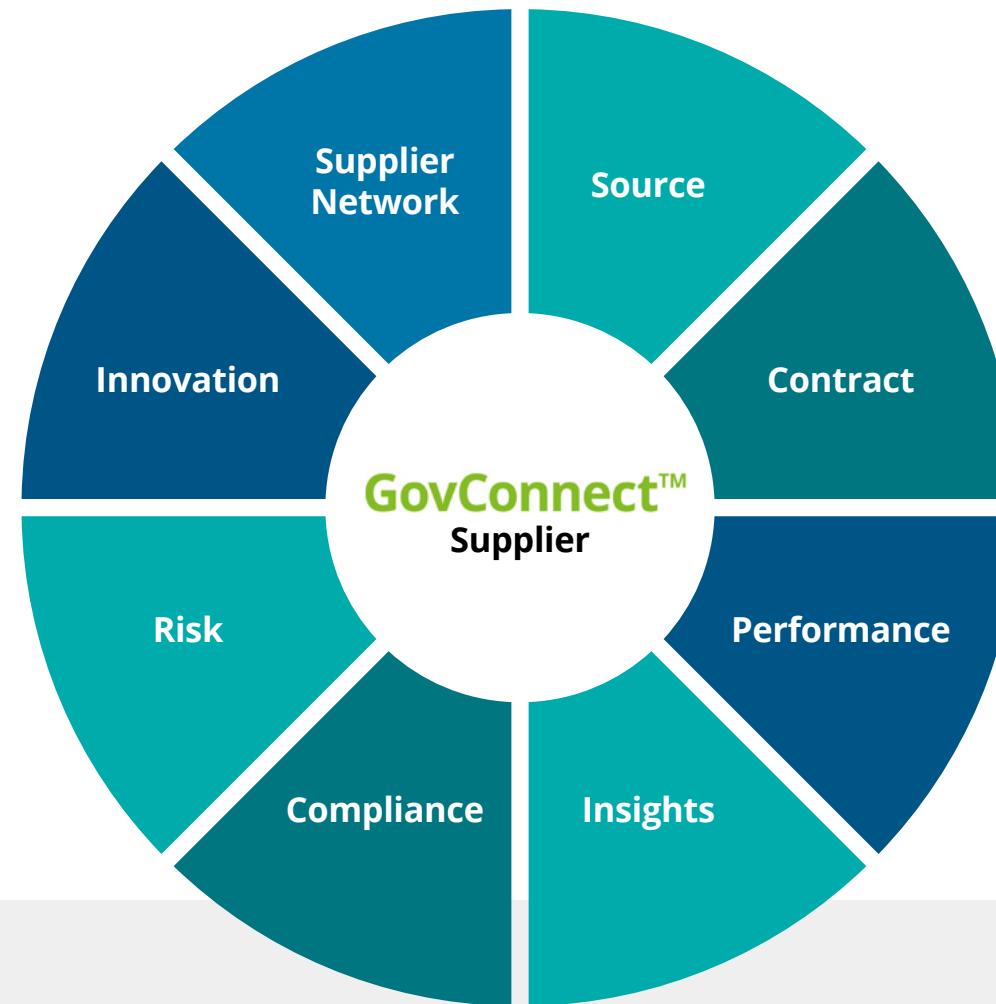### Integrates and Co-locates any Supplier Data
GovConnect Supplier can easily connect with any source system to create a single source of truth for suppliers, categories, and assets

Modular Approach
GovConnect Supplier can be deployed using a modular approach that is based on a fit-gap assessment to help you determine the right starting point

Low-Code, No-Code
GovConnect Supplier leverages Salesforce's declarative development approach to help you rapidly implement and scale your solution

Supplier Network
Source
Innovation
Contract
GovConnect™ Supplier
Risk
Performance
Compliance
Insights

Innovation

Data Integrations

Advanced AI/ML

Data Visualization

Workflow Automation

Performance KPI Dashboards

Mobility-First Infrastructure

Features | Coverage across the Procure to Pay process

Supplier Onboarding
- Global onboarding solution
- Capture and sync vendor master data with ERP(s)
- Supplier qualifications and certifications
- Risk, safety, and quality assessments
- T&Cs, compliance requirements, NDAs
- Alerts and notifications for upcoming expiry dates

Sourcing and Contract Management
- Integrate with OR replace existing systems
- Create and manage sourcing projects
- Draft and send RFx documents to suppliers
- Supplier collaboration and communications
- Assessments and analytics on RFx submissions
- Draft and manage red-lines on contracts

Supplier Performance Management
- Automated performance dashboards
- Strategic Supplier Risk Management
- Performance gap and countermeasure tracking
- Supplier segmentation process and tools
- Supplier hierarchies (parent-child and/or tiers)
- Supplier and Category single page views
- SRM process and tools

Contract Value Leakage
- Prioritize suppliers with highest exposure
- Onboard prioritized suppliers to platform
- Use data analytics to identify compliance gaps
- Identify value leakage areas
- Collaborate with stakeholders/suppliers to recover or avoid value leakage

Sustainability and Supplier Diversity
- Automate data collection, aggregation, analysis, and reporting across internal and external sources
- Sustainability and Supplier Diversity dashboards
- Customized reporting from multiple supplier tiers
- Dedicated, company-branded community portal
- Personalized learning content libraries

Supplier Collaboration
- Supplier Portals for shared KPIs, reports, performance gaps, and sourcing events
- SRM action plans and alerts to accelerate closure
- Virtual break-out rooms to foster rapid swarming
- Field Service Management functionality for scheduling, dispatching, and shared asset history