



SUPPLIER OPTIMISATION

Your best Trade Negotiator



SIMULATE & NEGOTIATE



CLOSE THE DEAL



MONITOR & RUN

Improve the business relationship with each of your suppliers and get the best Trade Agreements, Cost Pricing and Financing for Events.

Reach sales objectives with Supplier Optimisation, structuring all contracts with your business strategy. Through this solution, start simplify the negotiation process with suppliers, maximizing the sales potential of each of the products.

Create profitability and become the Best Trade Negotiator.



How does Supplier Optimisation help Retailers?

One of the biggest opportunities for profit improvement is optimizing the negotiations with suppliers. Better buying requires optimised negotiations and hold credible information on the performance of suppliers. Aware of the difficulties involved in negotiating issues, we have developed Supplier Optimization in order to simplify the search and negotiation with suppliers, respecting their sales targets and margins.

SIMULATE & NEGOTIATE

- Enables users to negotiate better, increasing margins on every transaction;
- Negotiate your trade and financing agreements as well as your bonus and commercial discounts;
- Reduce deal's cycle time and enhance collaboration between the company with clearly defined targets;
- Empowers users with information to support commercial discussions for a negotiation advantage;
- Allows for the simulation of what-if scenarios;
- Supports all your events – prices, payments and shipping deadlines.

CLOSE THE DEAL

- Automates the generation of a draft contract with the trading terms and conditions;
- Allows for the definition of the negotiating objectives for operational control as well as the negotiations of time, volume, market structure, shop, vendor, etc.;
- Facilitates the contracts centralization;
- Implements an automated approval workflow.

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- Monitors commercial and financial deals performance to assure company targets;
- Manages by exception to generate alerts Alerts to react quickly;
- Determines cash flows projections;
- Generates debts and credits with possibility of payment terms update;
- Integrates with accounting;
- Implements an automated approval workflow.