



THOUGHT LEADERSHIP

2018

# LEADERS DEMAND BETTER SUPPLIER INTELLIGENCE



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PREPARED AND PRESENTED BY  
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# LEADERS DEMAND BETTER SUPPLIER INTELLIGENCE.

Understanding and closing the “Supplier Intelligence Gap” is high on the executive agenda. Accessing the latest and most relevant supplier information from the web and social is now essential.

You spend millions with your key suppliers. They are critically important to your enterprise. Research shows that leadership teams, and the commercial functions that support them, often know little more about these suppliers than what they themselves share. Supplier relationship meetings, even if held regularly, are often overly tactical and lean on supplier talking points. They are thin on answering the key questions that you need answered, and introducing the things you need to know. There is a gap in the key information or “intelligence” enterprises need about their closest of supply partners. The gap is not new and it has proven tough to close.

What does it feel like to operate in this intelligence gap? For commercial teams, it means questions from your senior stakeholders about key suppliers go unanswered, or worse, answered inaccurately. With little or no flow of real time supplier intelligence, you miss information that could lend welcome commercial leverage. Your supplier’s moves into or out of markets and service lines, go unnoticed. Risks, large and small, creep in where they don’t belong. Not being able to anticipate them, denies you the chance to fully understand and manage them.

Traditionally, you have likely relied on analyst and credit agency reports, which are helpful but mainly static to a particular point in time, not dynamic or forward looking.

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**60% OF LEADERS ADMIT  
THEY DON'T KNOW  
ENOUGH ABOUT THEIR  
KEY SUPPLIERS**

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**44% OF LEADERS AGREE  
WEAK SUPPLIER  
INTELLIGENCE COSTS  
COMMERCIAL LEVERAGE**

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Integrated into your teams' supplier management strategy, IntelligenceHub uses artificial intelligence and human curation to assemble timely, germane information from millions of web sources and social media to help your team level the playing field; to close the gap.

## CAST A WIDE INTELLIGENCE NET

Gather intelligence from millions of websites, news, blogs, forums, and social media channels. Real time and historic information from around the world in every major language, with simple translation.

## FOCUS ON KEY INSIGHTS

Leverage our AI-powered and human curated insights or run self-directed searches. Move easily between passive consumption of our existing dashboards, to custom analysis on topics or your choice.

## ACHIEVE MORE AND SAVE TIME

Rapid access to new supplier dashboards in under 48 hours. Replace manual and inefficient modes of supplier research, and enjoy alerts that bring your attention to topics that need action.

## DISCOVER NEW INFO SOURCES

Discover examples of service innovation across your suppliers' other customers, including cross industry. Find and engage with sponsors of supplier innovation initiatives using social outreach.

## JOIN THE COMMUNITY

Your voice is key to the future development of iHub. We bring together our subscriber community to compare notes, learn, and share experiences in closing the supplier intelligence gap.

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# HOW IT FEELS TO CLOSE THE GAP

## **Confidence in your awareness of key suppliers and supply markets:**

enjoy comprehensive web coverage with unique and otherwise hard to find insight from social media. plus email alerts for needed "wake-up calls" to take action

## **Confidence spotting supplier risk early:**

leverage AI-powered curation to identify and distill risk insight from millions of online sources. Prioritise across financial, operational, legal and regulatory, as well as reputational risks. Subscribe to e-mail alerts that prompt your attention and trigger proactive outreach to suppliers

## **Confidence spotting supplier led innovation:**

uncover current and prospective suppliers' innovation ideas and case studies, and constructively drive your incumbents and lead conversation with stakeholders

## **Confidence talking to your leadership about suppliers:**

armed with insight, conversations with your leadership team are proactive, not reactive. They relate to actionable matters you can influence, plus the rich data leads to heightened commercial leverage with your key supply partners

## JOIN OUR WEBINARS

For more information and senior networking, we invite you to join one of our informative webinars where we demo all the key functionality of IntelligenceHub and exclusively preview new features. We will also present a lively facilitated conversation with prominent Chief Procurement Officers on the topic of the Supply Intelligence Gap and why closing it matters more than ever.

To register or for more information, just click

