



# Digitizing Manufacturing & Distribution Supply Chains



Manufacturer Sales reps were once the keepers of information and managers of relationships.

Times have changed and so have customer expectations.



### B2B E-COMMERCE MADE EASY

Fast and affordable automation of all sales channels.  
Reduce costs. Increase Sales.



Dealers now expect an online portal to view detailed catalogs, place orders and receive real-time confirmation, track shipments and manage invoices. Digitizing and standardizing your **order-to-cash process with all dealers and buyers** improves the customer's experience and your profits.



**Balancing demand & supply and managing inventory is another challenge.**



As best-in-class manufacturers attempt to mitigate supply chain disruption and improve inventory turns, they are finding it essential to enhance collaboration with all suppliers. Modern collaboration & visibility tools are needed to manage a continuous, collaborative and complex flow of information across their extended supplier community for just-in-time manufacturing processes

Over 40% of data required by transactional systems such as MRP/ERP, TMS and WMS originates from (or is augmented by) external trading partners such as suppliers and carriers. When combined with analytics and automation, supply chain transactional data, derived from suppliers and carriers, drives end-to-end visibility at the SKU level. The infusion of data and advanced insights into the operational processes of global supply chains is a key enabler that drives significant value to wholesale and distribution eco-system.

# Software-as-a-Service Solutions for Multi-Enterprise Integration



An **outsourced EDI/API Management** solution that enables organizations to manage all their transactional data exchange with all B2B Trading Partners and gain end-to-end **visibility** of the **supply chain**



A **Trading Partner Onboarding portal** used by enterprises to automate the process of onboarding large communities of Trade Partners including **self-service testing & certification of EDI, XML & JSON data**.



Spice Web enables enterprises to automate and digitize their **Purchase Order Management** process with **small, non-EDI capable suppliers**



Spice Trade automates and digitizes the enterprise's **customer sales order desk**. It enables small and **non-EDI dealers** to place and track orders.



A **catalog item data management solution** that automates the exchange & synchronization of **product master data** between buyers and suppliers and facilitates **new item setup** in ERP/Ecom

# Improve customer satisfaction. Lower manufacturing & inventory costs.



A major barrier to supply chain integration comes from an over-reliance on legacy EDI/ERP infrastructure which is difficult to extend in native form to multiple, far flung business partners who have varying IT capabilities. Spice's modern technology includes web portals that can help quickly onboard and engage trading partners of all sizes and IT capabilities.



Automate the exchange of Forecast, Shipping Schedule, PO, Shipment Advice, Labels, Invoice and many other business documents. Connect dealer customers and suppliers – all on the same visibility platform.

This highly configurable solution has a deployment time of 6-8 weeks enable the manufacturer with full visibility to their Global Trading Partner Community.



## Benefits from deepening and widening trading partner integration

“Enhanced data integration across the manufacturing supply network, which includes suppliers, contract manufacturers, co-packagers, third-party logistics (3PL) providers and dealers, will help **reduce "coordination waste."** This is the cost of manually managing and using information along the supply chain and is estimated at 5%–10% of market revenue.”

- IDC.



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