



ChainLink
SRM

Take Back Your Supply Chain

*Leveraging ChainLink SRM for
Total Supply Chain Control*

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The Supply Chain Challenge



Reactive supply chains are **vulnerable** supply chains.

- Every disruption is a crisis
- Communication through spreadsheets and PDFs shared on email, untracked phone calls, and text messages, etc.
- Manual chase consumes buyers' time and attention
- Customer impact: Late shipments, missed production windows, and cost overruns.
- Lack of foresight leads to overcorrection

What lies at the root of all these issues?

The Problem

Every supply chain problem can be traced back to one root cause: the absence of a single, trusted operational truth that aligns visibility, intelligence, and automation across the business.

The Effect

Supplier relationships are built on a culture of distrust and competition rather than a culture of collaboration.

Why Visibility Matters



Ever had a mystery box show up on the dock? What about:

- Duplicate orders.
- Late shipments.
- No response on an RMA request.
- Radio silence from suppliers.

Visibility changes the game.

It gives you warning.

It lets you plan.

It allows you to become ***PROACTIVE***.

Proactive Supply Chain Management leads to a healthier supply chain and supplier relationships

Why Intelligence Matters



Have you ever missed a **customer delivery deadline** because of?

- Parts shortages.
- Quality failures.
- Unplanned downtime.
- Last-minute freight costs.
- Lack of supplier communication.

Predictive Intelligence changes the game.

- It sees trouble coming.
- It alerts you early.
- It helps you respond fast.
- It turns surprises into strategic decisions to **avoid** disruptions.

Why Automation Matters



Ever spent **days chasing suppliers** for answers?

What about:

- Endless emails.
- Missed approvals.
- Duplicate data entry.
- Late supplier updates.
- Constant follow-ups just to stay on track.

Process Automation changes the game.

- It **eliminates the busywork**.
- It helps you intervene strategically.
- It keeps everything moving without you pushing.
- It frees your team to focus on real problems, not paperwork.

Bringing Them Together – ChainLink SRM



ChainLink SRM is an end-to-end engine for supply chain clarity.

Create a **single source of truth** across procurement, quality, logistics, operations, and engineering.

Every document and message is **tracked, confirmed, actionable, and accessible.**

Every supplier is part of an **automated, collaborative workflow.**

Every decision is made with **real time, real world insights.**

It's not just procurement software—

It's **an enterprise-wide single source of supply chain truth that achieves visiblee, intelligent, process-driven collaboration throughout the supplier ecosystem.**

How We Achieve a Culture of Collaboration



Supply chains run on **business processes**—
But they depend on **communication**.

ChainLink SRM connects both:

- Standardized workflows
- Supplier collaboration
- Tracked messages
- Real-time reporting
- Easy, consistent execution
- Critical decision-making at the right time

**When process meets communication,
you get true supply chain control.**

Real-Time Visibility in Action



With visibility, you don't have to assume—you **know**.

- ✓ **Automated, process-driven onboarding** confirms all of the normal onboarding information as well as quality, security, environmental and other certifications.
- ✓ RFQs and answers to questions reach all bidders—clearly, simultaneously, and on time with responses in one location for evaluation.
- ✓ Procurement docs land where they need to—on time, every time.
- ✓ AP sees quality issues **before** invoices are paid.
- ✓ Quality teams engage in the **full RCCA process**, not just RMAs.

And every order is anchored by:

- **PO Acknowledgment**
- **Advanced Shipping Notice (ASN)**
- **Order Status Updates**

Visibility turns process into performance.

Predictive Intelligence in Action



With predictive intelligence, you don't just react to problems—you prevent them at every stage of the supplier relationship.

- ✓ **Supplier Onboarding:** Predictive intelligence reviews compliance records to flag potential risk factors before new suppliers are approved and facilitates annual renewals and compliance evidence.
- ✓ **Strategic Sourcing:** Predictive models identify at-risk or non-compliant suppliers when making sourcing decisions during supplier selection.
- ✓ **Procure-to-Pay:** Predictive lead-time analytics forecast late shipments, helping procurement teams adjust schedules and inventory before delays hit production.
- ✓ **Quality Management:** Scan defect trends and supplier quality scores from historical procurement data to flag risks for non-conformance or failure rates in real time.
- ✓ **Compliance & Sustainability:** Continuous monitoring of regulations, ESG requirements, and supplier certifications ensures proactive compliance planning before audits.

And every decision is made with:

- Good Data
- Up to Date Analysis
- Automated Compliance Monitoring

Predictive Intelligence turns supplier data into actionable foresight across the entire ecosystem.

Process Automation in Action



With process automation, you don't have to push the process—it flows on its own.

- ✓ **Supplier Onboarding:** Automatically collect and verify company profiles, certifications, compliance documents, and banking information, and more—no endless forms or emails.
- ✓ **Strategic Sourcing:** RFQs auto-route to approved suppliers, responses are captured centrally, and bid evaluations can proceed without manual data wrangling.
- ✓ **Procure-to-Pay:** POs, invoices, and payment approvals sync through **direct ERP integration**, eliminating rekeying and duplicate entry.
- ✓ **Quality Management:** Automated performance notifications, corrective actions, and compliance monitoring trigger automatically—so nothing falls through the cracks.
- ✓ **Collaboration & Status Requests:** Late deliveries, missing documents, or risk alerts trigger **automated reminders** to suppliers—no chasing, no bottlenecks.
- ✓ **Audit & Compliance:** Certifications, ESG documentation, and regulatory deadlines are monitored continuously with alerts before anything expires.

And every workflow is anchored by:

- Custom Process Design
- Strategic Manual Intervention for Approvals
- Automatic Regulatory Compliance
- Routes and Queues

Process Automation turns manual effort into seamless execution across the entire supplier lifecycle.

Enterprise-Wide B2B Collaboration



The problem?

Disconnected departments. Disjointed processes. Disrupted communication with suppliers.

The result?

Inefficiency, slow responses, and stalled growth.

ChainLink SRM fixes this.

- ✓ **Visibility** based on a **single source of truth** for all supply chain data
- ✓ **Supplier collaboration with intelligence and automation** built into the process—secure, structured, and trackable
- ✓ **Cross-functional workflows with automation** that break down silos and free up resources

The outcome?

Faster execution. Fewer mistakes. Truth-driven collaboration.

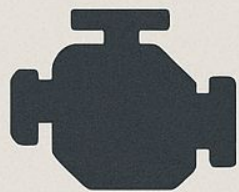
And a supply chain your partners can count on.

Story Time

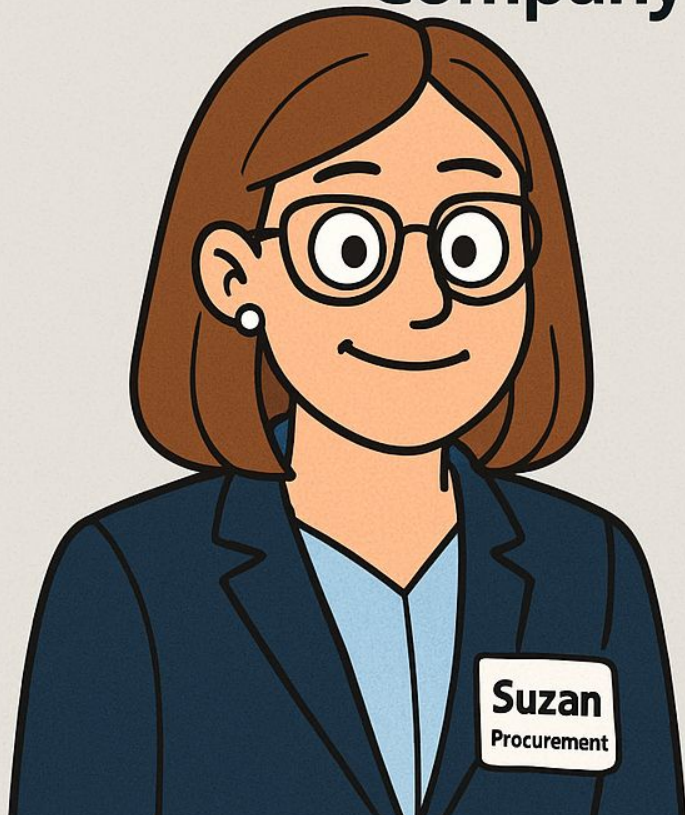
A Tale of Two Companies (And Their Supply Chains)



**Best
Transmission
Company**



**Amazing
Engine
Company**





Onboarding

Suzan

- Logs into ChainLink SRM to check the status of three new supplier applications.
- Sees the automated application hasn't advanced because required proof of certification still missing.
- She doesn't need to do anything else.

Carl

- Opens email and frantically combs through inbox.
- Can't find documentation, so he has to call the supplier.
- Now he is waiting on another email with new attachments

Onboarding



The **Supplier Onboarding Module** is designed to facilitate supplier onboarding with business process automation.

ChainLink SRM transforms supplier onboarding from a disconnected administrative task into an integrated, cross-functional business process that accelerates time-to-productivity, ensures compliance, and drives operational efficiency across sourcing, procurement, and quality.

Key Features

- **Configurable onboarding requests:** create a request with unique requirements based on various supplier types and compliance needs.
- **Smart Forms:** enforce completeness before the prospective supplier is allowed to return the request and associated information, thereby reducing errors and rework
- **Reliability and Traceability:** remove the reliance on untracked email for submission of onboarding documents and use ChainLink SRM for safe, secure, and trackable submissions.
- **Automation:** allow ChainLink SRM's automation to facilitate the communications and next steps throughout the process including approvals



RFQ

Suzan

- Logs in and clicks *Create New RFQ*.
- Completes the guided RFQ form and attaches necessary documentation.
- Selects a group of suppliers for participation from the system.
- She sees that one of the suppliers has expired certifications so she removes that one from the list.
- She sends the RFQ with tracking and visibility.

Carl

- Opens email again.
- He creates a new email titled *RFQ*.
- Manually enters email addresses to receive the RFQ and attaches documentation.
- Sends the email wondering if all of them got it.
- Receives bounce notification from two of the nine suppliers due to spelling errors.
- Has no other tracking information.



The **RFQ platform** is designed to **automate and enhance** strategic sourcing activities.

Following a defined workflow process tailored to the customer's needs, with an intuitive UI that provides an easy learning curve for users with customizable data elements and forms, the platform provides:

- **Automated RFQ Distribution:** Standardized quote requests sent to selected suppliers with a structured response format.
- **Real-Time Supplier Bidding & Comparison:** Instant visibility into pricing, lead times, and supplier capabilities.
- **Centralized Quote Management:** A single platform to track RFQ responses, negotiations, and historical supplier performance.
- **Approval & Integration Workflow:** Built-in review and approval mechanisms that integrate with existing ERP and procurement systems.



Procure-to-Pay

Suzan

- Suzan creates a new PO in her ERP system.
- She clicks send in the ERP window.
- She doesn't need to do anything else, and has full tracking and visibility
- While in the ERP system, Suzan sees she has four POAs, 7 ASNs, and 3 status messages waiting – all of which are tied to POs.

Carl

- Creates a new PO in his ERP system.
- He clicks export to PDF.
- Carl then creates an email to the supplier with the PDF attached.
- Carl clicks send on the email and still has **no** tracking or visibility.
- Carl assumes the supplier receives the email and will fulfill the order on time.
- Carl does not receive POAs, ASNs, or status messages consistently from his suppliers.

Procure-to-Pay



The **P2P platform** is designed to provide **end-to-end supply chain visibility** through structured business process and B2B collaboration.

ChainLink SRM elevates procurement from reactive and transactional to proactive and strategic by enforcing process, capturing cost-saving opportunities, and enabling agile supplier execution through custom workflows:

- **ERP Integration:** Available automated bi-directional updates with existing back office infrastructure to increase efficiency and reduce the impact of change.
- **Enforced Purchase Order Acknowledgment:** Require suppliers to provide acknowledgment information within a given timeframe or risk nullification of the PO.
- **Full Support for ASN:** Customizable ASNs with label printing capability.
- **On-Demand Order Status:** Request a tracked update from your supplier at any point in the process.
- **Full Tracking of Delivery and Receipt Actions:** Every message and action throughout the process is tracked with user-identified time and date stamps.
- **Customizable Messages and Message Types:** Generic templates exist for PO, POA, Order Status, ASN, Reject Notice, RMA, RCCA, Invoice, and Remittance Advice with flexibility to add your custom messages.



Supplier Quality

Suzan

- An incoming order is inspected and rejected by quality.
- Quality sends a reject notice to the supplier from the ASN with complete tracking and visibility.
- Supplier receives the reject notice and responds in ChainLink SRM with an RMA to start the RCCA process.
- The supplier repairs the mistake.
- Every action is tracked and visible. Suzan did not need to get involved.

Carl

- An incoming order is inspected and rejected by quality.
- Quality emails the supplier about the issue.
- Quality does not know if the supplier receives the email and waits patiently.
- Quality continues waiting.
- Then Quality waits some more.
- Finally, Carl has to calm the quality team and call the supplier to resolve the issue.
- Carl leaves a voice mail.
- The supplier finally returns Carl's call, outside the return window.
- The supplier does not repair the mistake.

Supplier Quality



Supplier Quality is a key strategic component of Supply Chain Transformation.

The ability to create a Reject Notice on incoming parts or materials and then communicate with the supplier in real time to resolve the issue is a tremendous boost to productivity to help the supplier improve their overall quality and performance as well as reduce their payment delays.

- **Full Tracking and Audit Capability:** Each message is tracked and timestamped with time and date of the action as well as user(s) involved to assure and validate delivery and receipt.
- **Create Reject Notices Directly from the ASN:** Simplify the creation of a Reject notice to a supplier with a single-click Reject creation from the ASN form
- **Full Support for RCCA:** Bi-directional conversation to complete the Root Cause and Corrective Actions process in a timely manner with all tracking.
- **Cross-department visibility:** Tracking view enables quality Issues to be visible to AP clerks during the invoice approval and settlement processes

Business Outcomes



We've seen the gaps.

Disjointed tools. Manual processes. Limited visibility.

Here's how ChainLink SRM drives impact:

- ✓ **Onboarding** – Accelerates supplier readiness with automated, verified intake
- ✓ **Sourcing (RFQ)** – Ensures competitive quotes with full transparency and audit trail
- ✓ **Procure-to-Pay** – Drives accuracy and accountability from PO to payment
- ✓ **Supplier Quality** – Closes the loop on rejections and RCCA with built-in workflow

The result?

→Eliminate surprises. Engage faster cycle times.

→Enjoy a smarter, more trusted supply chain.

In Conclusion... Take Control of Your Supply Chain



Every supply chain failure begins with **broken truth**—when data, teams, and systems fall out of sync.

That fracture breeds **mistrust, silos, and reactivity**.

The way forward isn't just another tool—

Its a new way to operate: **shared visibility, predictive intelligence, and process automation** aligned around an enterprise-wide single source of truth.

When alignment returns, **collaboration replaces competition**, and supply chains move with **clarity and confidence** instead of chaos.

This is how you take back your supply chain.

Questions?



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Thank You

Demo



Integrating your suppliers and distributors with your business systems is key to making your supply chain a competitive advantage.



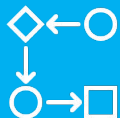
Big Picture Insight

Get a consolidated view of supplier activities and data aggregation all in one system. With an intuitive user interface, its easy to get started and anyone can use it – no technical expertise required.



Collaborative Supply Chain Visibility

Incorporate strategic touchpoints throughout the Procure-to-Pay process to ensure visibility and proactive supply chain management.



Enterprise-Grade Workflow

Get scalable process automation and enforcement with sophisticated queue management, automated routing and forwarding and built-in backup coverage.

Why ChainLink SRM?



Single Source of Truth

All supplier communications are accessible in one place for all departments. Any message type can be supported for standard or one-off communications.



Develop suppliers into strategic partners with improved supplier collaboration with faster onboarding, better contract management, natural communications and more efficient issue resolution.



Unmatched Flexibility

Our solutions are customized to your needs with configurable workflows and routing to support and augment your existing processes for supplier onboarding, contract management, and procure-to-pay or others.



We provide an Open API architecture that allows for smooth integration with existing systems. This enables data aggregation from multiple sources to provide a single, reportable data set.

Notes to Doug



- Set the context for ERP integration and supplementation; not competing with existing infrastructure.
 - Mention don't dwell on lunch and learn topics. "I already talked about this in the lunch and learn... come by the booth if you weren't there."
 - Need a strong use case with one single point using 3-5 screenshots to demo visibility, intelligence, and automation to lead into 'gut punch' - business outcome based final payload conclusion.
 - Clear sales call to action
-
- Outline: Problem, solution = combination of visibility, intelligence, and automation, introducing ChainLink SRM, Slides with screenshots for how onboarding, sourcing, and procurement are transformed, final payload with CTA