



SMC Corporation of America Saves 5 Hours Per Week With SourceDay

Account Representative Kenny Zielinski shares how adopting SourceDay freed him from spreadsheets and emails and reduced his workload by 5 hours a week.





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Before & After SourceDay



Everything is in one place, visible to me and my customer so there is never a risk for miscommunication or a missed item. I cannot think of a single thing I was doing before that hasn't been improved with SourceDay.

– Kenny Zielinski | Account Representative at SMC

Before SourceDay



Inefficient manual process for POs



Hours spent digging through emails, sticky notes, and searching for info



Errors in POs due to miscommunication



Slow communication and responsiveness with customer

After SourceDay



Real-time, single source of data on POs



Decrease time spent managing orders by 1 hour per day



Minimize risk for manual errors and missed acknowledgements



Improved communication and customer relationship building with customers



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Automating the Manual and Time-Consuming Process of Supplier Collaboration

As a supplier to many major manufacturers, SMC Corporation of America has hundreds of sales representatives managing thousands of accounts. Managing every order and line item is a manual process that includes countless emails, phone calls and spreadsheets. Kenny Zielinski, an Account Representative at SMC Corporation of America receives up to eight POs per day from one customer alone, each with multiple line items, precise specifications, varying due dates, and multiple changes.

“ Like many suppliers, I have been using four separate systems to keep track of all of the orders, acknowledgments and communications with my customers - spreadsheets, email, phone and texts. While the combination of systems works, I am limited with what I can do to manage open orders and communicate with my customers. ”

Supplier Collaboration Before SourceDay

- + 4 separate systems to track open orders
- + Difficulty communicating with customers
- + Limited ability to manage open orders & see status
- + Undocumented phone & text conversations with manufacturers
- + Forced to sift through months' worth of emails to find PO information
- + Time-consuming & error prone manual process for updating POs



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Adopting SourceDay for Free

Zielinski was presented the opportunity to streamline his labor-intensive tasks with a cloud based software solution—not by a vendor salesperson, but by his largest customer account. His customer switched to SourceDay for all of their PO management and asked him to jump on board, making it free to SMC. All Zielinski had to do was agree to forego his manual systems for an automated solution.



I was actually excited to have a better way to manage the account. I had my own way of managing orders and communications but it was very manual. SourceDay consolidates every aspect of account management into a single system that is easy to use with minimal training required. It's an ideal buyer-supplier collaboration tool.



Purchase Orders

See real-time data in a single web interface for every detail of your PO

Vendors: SourceDay Non-SourceDay

		ERP Create Date	Type	PO	PO Li
Inc.		02/22/2019	R	2600	1
s Inc.		02/22/2019	R	2600	2
rts Inc.		02/22/2019	R	2600	3
arts Inc.		02/22/2019	R	2600	4
butor		02/22/2019	R	2900	1
butor		02/22/2019	R	2900	2
butor		02/22/2019	R	2900	3
butor		02/22/2019	R	2900	4



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User-Friendly Solution Eliminates Manual Processes & Centralizes Data

Zielinski learned the SourceDay system in only one hour. Any questions he had were quickly answered via phone by SourceDay support staff. "I was impressed with how simple it was to use," he says. "Having everything in one spot where it can be read whenever, as well as having the entire history documented makes it a breeze to track orders and every customer interaction."

After adopting SourceDay, Zielinski's entire workday changed. "The first thing I do every morning is check order updates and in the past, this cross-checking process was tedious but necessary. With a single click, SourceDay helps me keep track of which orders are open and which need to be closed."

Supplier Collaboration with SourceDay

- + 1 hour to learn the platform
- + Alerts for late orders
- + Notifications for acknowledgments
- + Easily check off acknowledgments
- + Flags Urgent & "Hot" items
- + Email notifications for urgent requests & order updates





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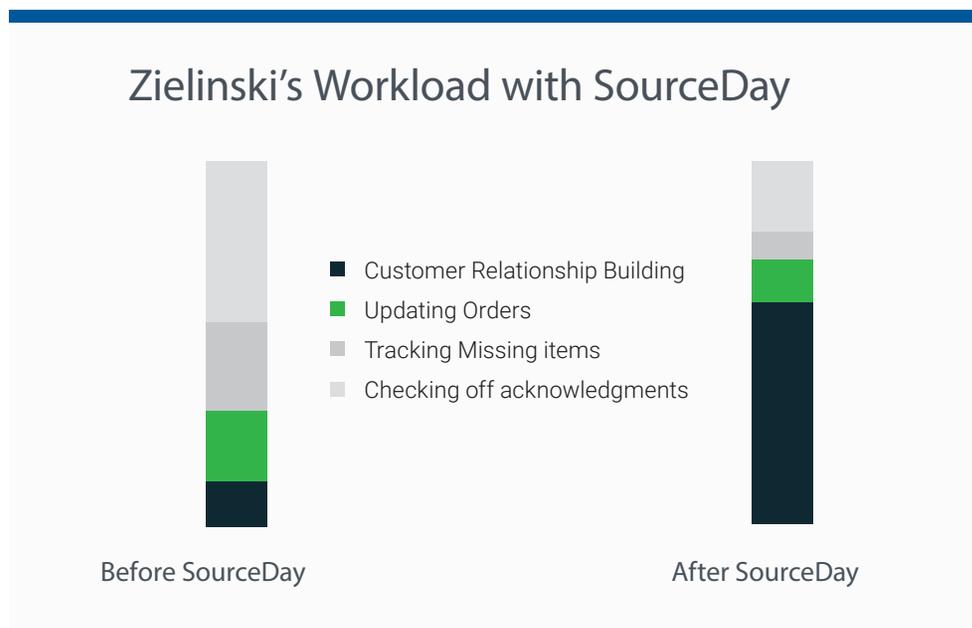
Results

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SourceDay Reduces Manual Labor by 5 Hours Per Week

Since adopting SourceDay, SMC has dramatically improved its collaboration and communication with its customer, established a real-time, single source for all PO-related data, and minimized its risk for manual errors and missed acknowledgments.

Zielinski estimates he saves at least one hour per day using SourceDay compared to the manual process of the past. This allows him more time to focus on customer relationship building.





SourceDay

Since 2015, Austin startup SourceDay has helped manufacturers and distributors improve their supply chains and grow their businesses. SourceDay removes waste and mistakes from global supply chains by freeing teams from unorganized email messages and cumbersome spreadsheets. More than 100 manufacturers use SourceDay to manage the billions of dollars that they spend on the materials they need to make their products. Managing spend through SourceDay's centralized platform eliminates human error and inefficiency while dramatically improving a company's ability to maximize margin and meet customer commitments on time.

SMC

SMC is a global leader in pneumatic technology, providing the industry with technology and products to support automation. For more than 50 years, SMC has been a recognized brand through sales, technical, supply and after-sale services in world markets.

“

My relationship with my customer has improved because I can be more responsive and communicate faster.

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