

Federal Manufacturing Finds its Flow with Suppliers

Since 1946, Federal Manufacturing has been a leader in liquid filling and capping systems. Now, empowered by SourceDay's collaboration engine, Federal has improved its supplier relationships, increased on-time customer deliveries, and modernized its operations.



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Before & After SourceDay



“When I saw SourceDay in action, I realized it could solve a lot of problems for both Federal and our suppliers.”

– Mary Buhr | Buyer at Federal

Before SourceDay



Frequent late deliveries and lack of PO visibility



Inefficient PO processes caused incorrect invoices



Wasted time and productivity managing suppliers

After SourceDay



Easy to access data from all vendors in one place, in real-time



Supplier scorecards hold suppliers accountable



100% accurate PO Data in ERP systems

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Misses Caused by Outdated Processes

Since 1946, Federal Manufacturing has been a leading filling systems supplier for free-flowing liquids.

Managing hundreds of purchase orders daily, each containing up to 400 parts, Federal struggled to track part arrivals. Their procurement team operated in the dark. Often times, buyers would receive incorrect PO data that would lead to incorrect invoices, and missed delivery deadlines. Federal knew they needed to find a way to modernize their operations and move away from managing their suppliers and POs manually through emails, spreadsheets, and sticky notes.

Supplier Collaboration Before SourceDay

- + Difficult to grade supplier performance
- + Frequently missed acknowledgments delayed orders & payment
- + Late receipts caused manufacturing inefficiencies and costs
- + Manual process for managing POs wasted time



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Modern Supplier Portal Improves Efficiency

SourceDay's user-friendly portal consolidates the most labor-intensive steps in managing POs, grading supplier performance, and processing invoices. Buyers can easily make updates, get pricing and contact information, and send notifications. With clear visibility to each supplier's open POs and notes in a single dashboard, Federal buyers spend a lot less time tracking down updates from suppliers. SourceDay automatically marks parts as late and sends suppliers daily emails until the late parts have shipped.

Thanks to notifications from SourceDay, buyers also know when an order is pushed out and can plan accordingly. Suppliers are automatically notified when they need to take action on the portal.

“ My suppliers can look at what's past due and what is coming up without me having to bug them. Why have extra work when you don't have to? -Mary Buhr, Buyer at Federal ”

Purchase Orders

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

Cost	Cost Prop	Due Date	Due Date Prop
\$115.67	\$112.50	10/16/2019	10/16/2019
\$253.17		11/07/2019	11/07/2019
\$1,245.50		10/24/2019	11/01/2019



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Visibility Inspires Change

SourceDay integrates seamlessly with Federal's Infor CloudSuite™ Industrial - Syteline ERP system, updating it immediately with the most current data. So Federal's buyers rarely need to log in to Syteline anymore. SourceDay's user interface gives them dashboards they can customize to meet their needs. Once Federal's suppliers saw how much easier SourceDay made their jobs, they quickly came onboard.

Suppliers can find all the information they need in SourceDay's portal and easily access a history of every interaction on every PO line making it easier to hold each other accountable. "They don't have to scan documents into their computers, forward them to me or type an email. They go to one site, pull all of the information from there." - Mary Buhr, Buyer at Federal.

Suppliers also have constant access to their performance scorecard and can self-assess, so they can be more proactive in meeting Federal's needs.

“

I like that the vendors can see what we think about their on-time delivery and other factors. When you're being graded, you try harder to get that grade up.
-Mary Buhr, Buyer at Federal

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Buyers & Suppliers Meet More Commitments

After adopting SourceDay, Federal noticed a significant improvement in vendor performance. With a single dashboard for all communication and a history of every interaction, buyers and suppliers can be held accountable for their work. Plus, SourceDay's supplier scorecards measure the metrics that matter most like price variance, on-time delivery, quality, and responsiveness.

“ SourceDay is more than just a PO management system; it's a supplier management system as well. -Mary Buhr, Buyer at Federal

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With improved vendor performance, Federal is seeing less late acknowledgments. In fact, because their buyers and suppliers are working more collaboratively and efficiently, the company has been able to meet more of its commitments to customers.

Supplier Collaboration with SourceDay

- + Automated tracking ensures that PO acknowledgments don't get missed
- + Improved communication between buyers and vendors
- + Data is consolidated into one location for easier access
- + Fewer disruptions to production plans from late deliveries
- + Significant reduction in time spent updating POs



SourceDay

Summary

SourceDay is the collaboration engine that brings people, information, and processes together to modernize how companies manage orders with their suppliers, drive collaboration and ship orders on time. From Fortune 100 companies to mid-size manufacturers, thousands of organizations use SourceDay to connect their teams with their suppliers, centralize order data, and drive their businesses forward. Since 2015, SourceDay has helped more than 5,000 companies process more than \$20 billion in direct spend, across more than 20,000 POs a day.

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Founded in 1946, Federal Manufacturing has been a leading filling systems supplier for free-flowing liquid products including milk, iced-teas, juices, paint, agricultural chemicals, and more. In 2012, Federal was acquired by the ProMach family of companies. Today, Federal and Pacific fillers are the cornerstone filling system brands in ProMach's Filling Solutions Division. ProMach and the Federal and Pacific teams are committed to developing quality filling and capping equipment that will provide decades of dependable service.

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SourceDay has saved me 10 hours per week with order updates, tracking orders and emails regarding orders.” -Buhr

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