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How UEC Modernized Their Procurement Processes with SourceDay

Brian Maden, Global Supply Manager at UEC, shares how implementing SourceDay allowed Universal Electric Corporation to modernize their procurement processes after 95 years and meet more commitments to customers.

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Before & After SourceDay

"I've never seen any other providers offer the kind of automation, flexibility, and functionality of SourceDay."

– Brian Maden | Global Supply Manager at UEC

Before SourceDay

Frequently missed PO acknowledgments leading to delayed parts

Resources tied up in unnecessary buffer stock

Inefficient processes led to incorrect invoices

Manual PO processing monopolized buyers time

After SourceDay

Data from all vendors in one place, in real-time

Ensure timely acknowledgments from vendors

100% accurate PO Data in ERP systems

Buyers save time and can manage POs by exception

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Update Processes to Better Serve Customers

For over 95 years, Universal Electric Corporation used manual processes to collaborate with suppliers on orders. As a global manufacturer, their procurement team was accustomed to performing time-consuming and labor-intensive tasks such as tracking down acknowledgments from suppliers, often on the other side of the world. With POs containing hundreds of parts, UEC's buyers spent a significant amount of time adjusting production timelines based on delays. These outdated processes led to lost orders, missed acknowledgements, and delayed order receipts. Brian Maden, Global Supply Manager at UEC, knew something needed to change.

> "You shut down your customer if you don't get a part...If a supplier loses a PO or fails to acknowledge one, the clock starts ticking all over again. We make sure we get parts well in advance since late receipts create huge manufacturing inefficiencies." -Maden

Purchase Order Collaboration Before SourceDay

+ Margin erosion due to the cost of ordering parts well in advance
+ Frequently missed acknowledgments delayed orders & payment
+ Manufacturing inefficiencies and costs due to late receipts
+ Manual process for managing POs wasted time

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Centralize Data & Automate Procurement

SourceDay combines all of UEC's purchase order data from every vendor, for every buyer in one place, making PO updates easy to manage. With automated acknowledgements and notifications, buyers can maintain complete visibility over every stage of the PO lifecycle. UEC's ERP systems (Infor CloudSuite ™ and Industrial - Syteline) share data automatically with SourceDay, making it easier to forecast, plan and adjust production plans to minimize disruption, lower safety stock, and ship to customers on time.

After discovering SourceDay, Maden completely changed his approach to PO management. "I'd never seen any other providers offer the kind of automation, flexibility, and functionality of SourceDay."
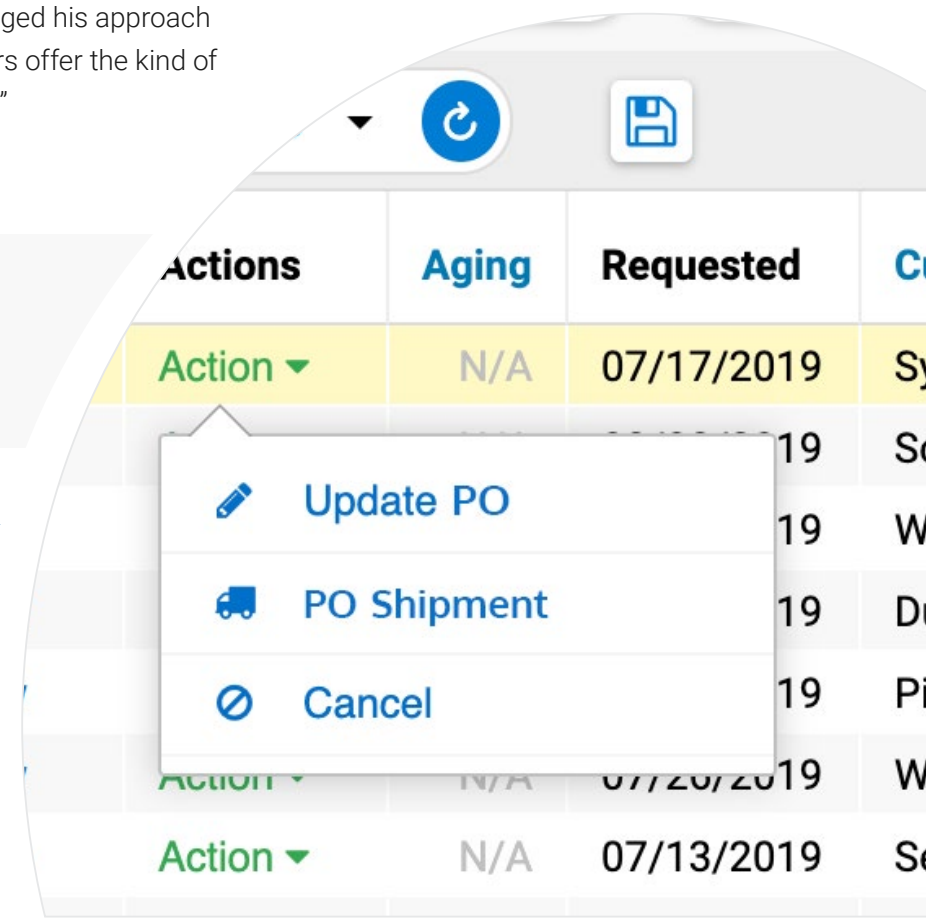
" "Sourceday solves all of our hot button issues and is reasonably priced - so we went for it."
-Brian Maden, Global Supply Manager at UEC "

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

Actions	Aging	Requested	Cu
Action ▾	N/A	07/17/2019	Sy
		19	So
✎ Update PO			
🚚 PO Shipment		19	W
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⊘ Cancel			
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Action ▾	N/A	07/26/2019	W
Action ▾	N/A	07/13/2019	Se

SourceDay Sparks Supplier Collaboration

Adopting a cloud-based SaaS solution, like SourceDay, allows UEC to simplify its supplier communication. Now, UEC can easily track open orders and communicate with vendors over changes. All of the PO data, invoices, and buyer/vendor communications are accessible in a single dashboard, plus SourceDay keeps a historical record of every interaction between buyers and vendors so it's easy to search for a specific PO update and hold supply chain partners accountable. If a vendor changes the order or promise date in SourceDay, the buyer can accept the changes in SourceDay and the ERP is automatically updated.

Now, UEC's top 25 suppliers are also reaping the benefits of SourceDay's collaboration platform. UEC's suppliers weren't charged for access to the platform, and they were trained by SourceDay's support team for free.

" "SourceDay has listened to our needs and suggestions to accommodate our specific requirements and our buyers are successfully using the software on a daily basis." -Brian Maden, Global Supply Manager at UEC "

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Buyers Manage by Exception & Meet More Commitments

After implementing SourceDay, Maden recognized a decrease in the amount of disruptions to production plans due to delays. With fewer late deliveries, UEC was able to increase production. Using real-time data in a single dashboard, their procurement team can quickly access a snapshot of what is happening with their POs, filter, and drill into details to pinpoint issues and problem solve on POs that may cause delays.

With SourceDay, UEC found a solution that they were able to quickly implement without a complicated training process or a heavy burden on their suppliers.

"If your organization lives and dies by data that's in the business system, you must understand it and make sure your data is good data. SourceDay offers a centralized location that makes vendor updates easily accessible, promoting users to be accountable for ensuring data is up to date and accurate. Buyers are thus empowered to be more effective and productive." -Maden

Purchase Order 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
+ Decreased disruptions to production plans due to delays
+ Significant reduction in time spent confirming PO acknowledgments

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.

UEC

Founded in 1924 and based in Pennsylvania, Universal Electric Corporation (UEC) develops and manufactures commercial strength, customizable electrical power distribution products. Their innovative solutions are designed to fit the electrical power needs of any business in any industry. Specifically, the company provides these solutions to data centers, retail chains and grocery stores and the health care, higher education and industrial manufacturing markets globally.

"SourceDay is one-stop shopping and makes the entire procurement process much easier." -Maden