# How Napoleon Products Transformed Supplier Relationships

October 8, 2019

Louise Mayer, Napoleon Products
Clint McRee, SourceDay

SourceDay™

”That’s the wrong price.”

OVER
PAY

# ”Where are my parts?”

LATE
PARTS

# Agenda

- Napoleon Products Success Story
- The SourceDay Approach
- SourceDay Solution Highlights

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# Napoleon Products Success Story

**Louise Mayer**

ERP Improvement Manager
Napoleon Products

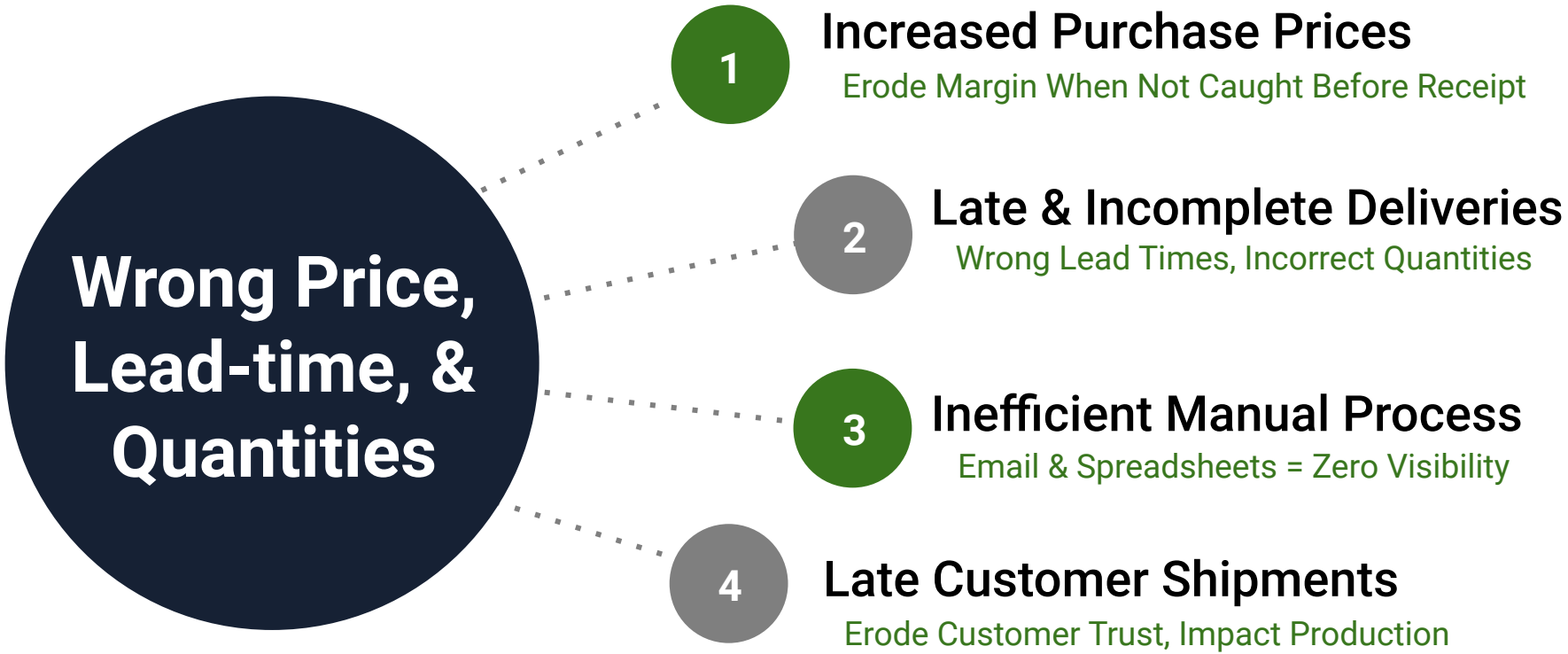
- Nearly 18 years of experience in  Supply Chain
- 15 years at Napoleon
- SourceDay user for 1 year

# THE INDUSTRY'S FASTEST GROWING BRAND

***Our Vision:*** *To inspire and enhance the most memorable experiences people enjoy in their homes.*

**Hearth** **Grills** **HVAC**

# Napoleon's Key Challenges



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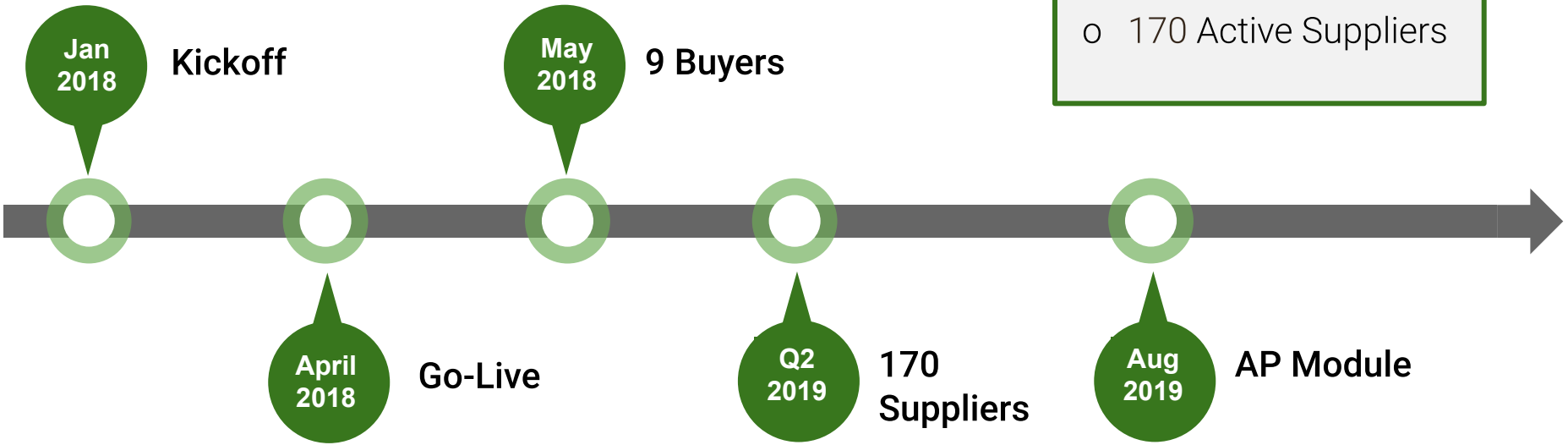
- ➔ Incorrect Pricing Caught & Fixed Before Payment (↓95%)
- ➔ 15% Improvement to On-time Delivery
- ➔ More Accurate Lead Times, with Correct Quantities
- ➔ Buyers Save ~2 hours/day

# Integration & Onboarding Process

| | |
|---|---|
| **Integration** | Integration to Visual ERP was faster than most |
| **Implementation** | Light involvement needed from IT |
| **Supplier Onboarding** | Supplier onboarding, training, and support by SourceDay |
| **Supplier Adoption** | 90% Spend and 80% of Suppliers |

# Fast Implementation

- ~9,000 POs per mo.
- 9 Buyers
- 170 Active Suppliers

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# New Addition: SourceDay A/P Automation

- ➔ 3-way match of PO, receipt & invoice
- ➔ Improved cash flow
- ➔ AP Save ~8 hours/day
- ➔ Standardized processes and improved accuracy

# Financial Impact

*“SourceDay paid for itself in less than 3 months…”*

Improve Buyer Productivity

Stop Overpaying Suppliers

Reduce Need for Safety Stock

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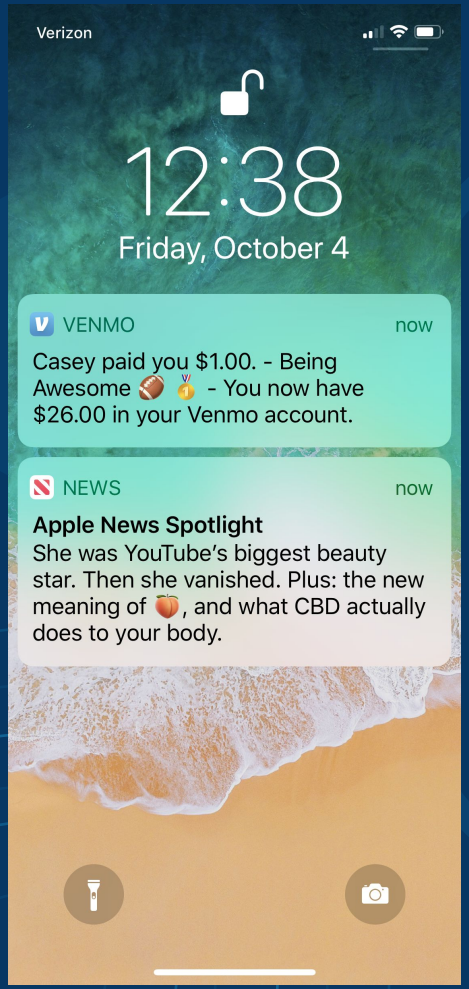
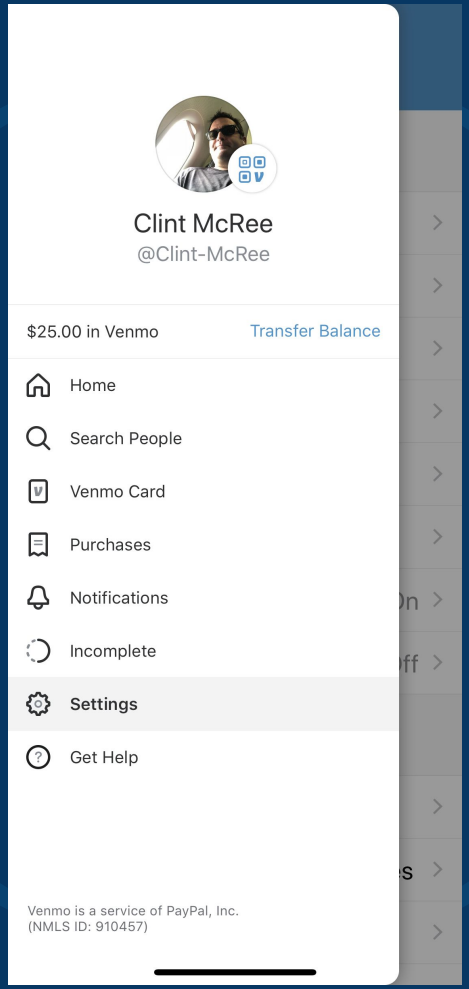
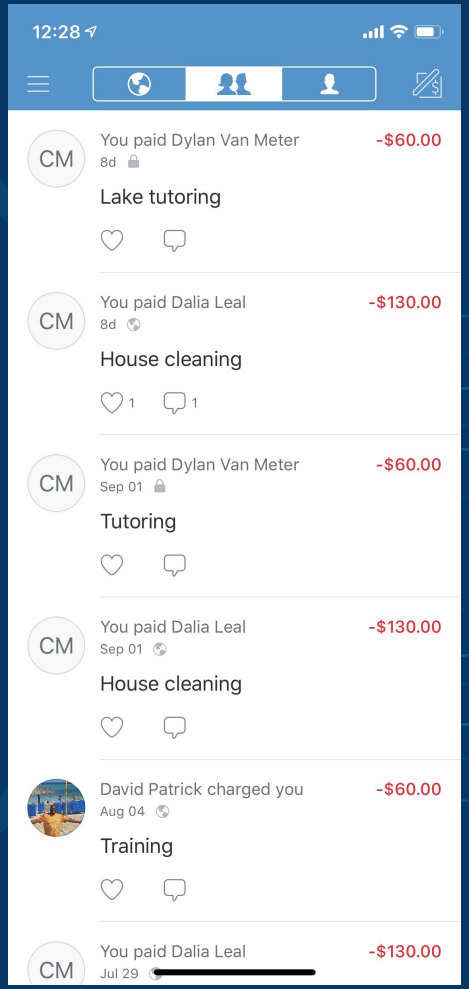
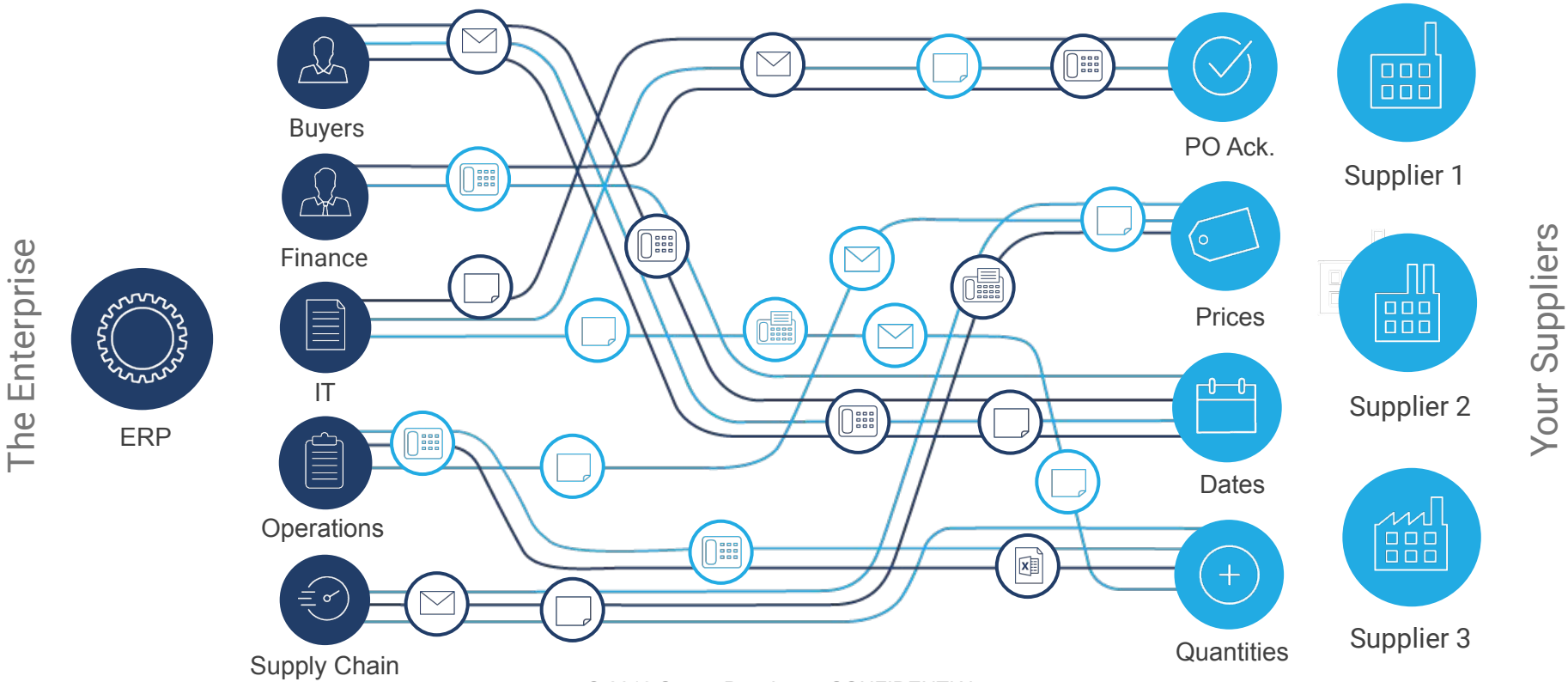
# The SourceDay Approach


Verizon
12:38
Friday, October 4
VENMO
now
Casey paid you $1.00. - Being Awesome 🏈🥇 - You now have $26.00 in your Venmo account.
NEWS
now
Apple News Spotlight
She was YouTube's biggest beauty star. Then she vanished. Plus: the new meaning of 🍑, and what CBD actually does to your body.


Clint McRee
@Clint-McRee
$25.00 in Venmo
Transfer Balance
Home
Search People
Venmo Card
Purchases
Notifications
Incomplete
Settings
Get Help
Venmo is a service of PayPal, Inc.
(NMLS ID: 910457)


12:28
CM
You paid Dylan Van Meter
-$60.00
8d
Lake tutoring
CM
You paid Dalia Leal
-$130.00
8d
House cleaning
1
1
CM
You paid Dylan Van Meter
-$60.00
Sep 01
Tutoring
CM
You paid Dalia Leal
-$130.00
Sep 01
House cleaning
David Patrick charged you
-$60.00
Aug 04
Training
CM
You paid Dalia Leal
-$130.00
Jul 29

# Supplier Collaboration is **Broken**

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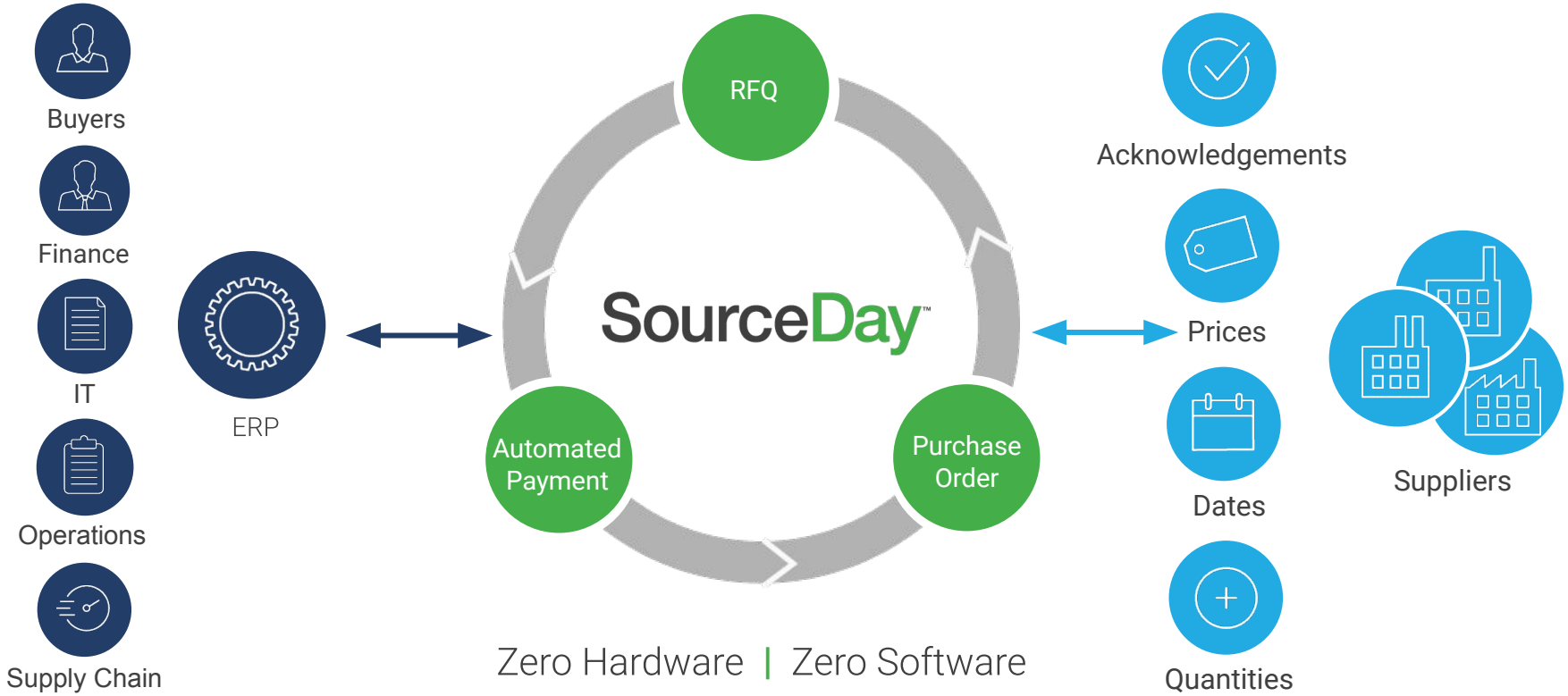
# Real-Time Supplier Collaboration

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# No Cost Supplier Onboarding Process

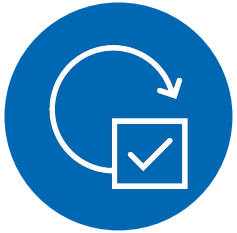
## SUPPLIER INFO

- Company Name
- Contact Name
- Supplier E-mail

## SUPPLIER NOTIFICATION

- SourceDay email to suppliers
- SourceDay contacts suppliers.
- SourceDay conducts 30-minute training

## REGULAR UPDATES



- SourceDay continues Supplier outreach
- Ongoing updates to your team
- QBR every quarter

## LIVE SUPPORT

**90% Suppliers Onboarded**

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# 100%

Accurate PO Data
(pricing, dates, quantities)

# 35%

Increase in
on-time delivery

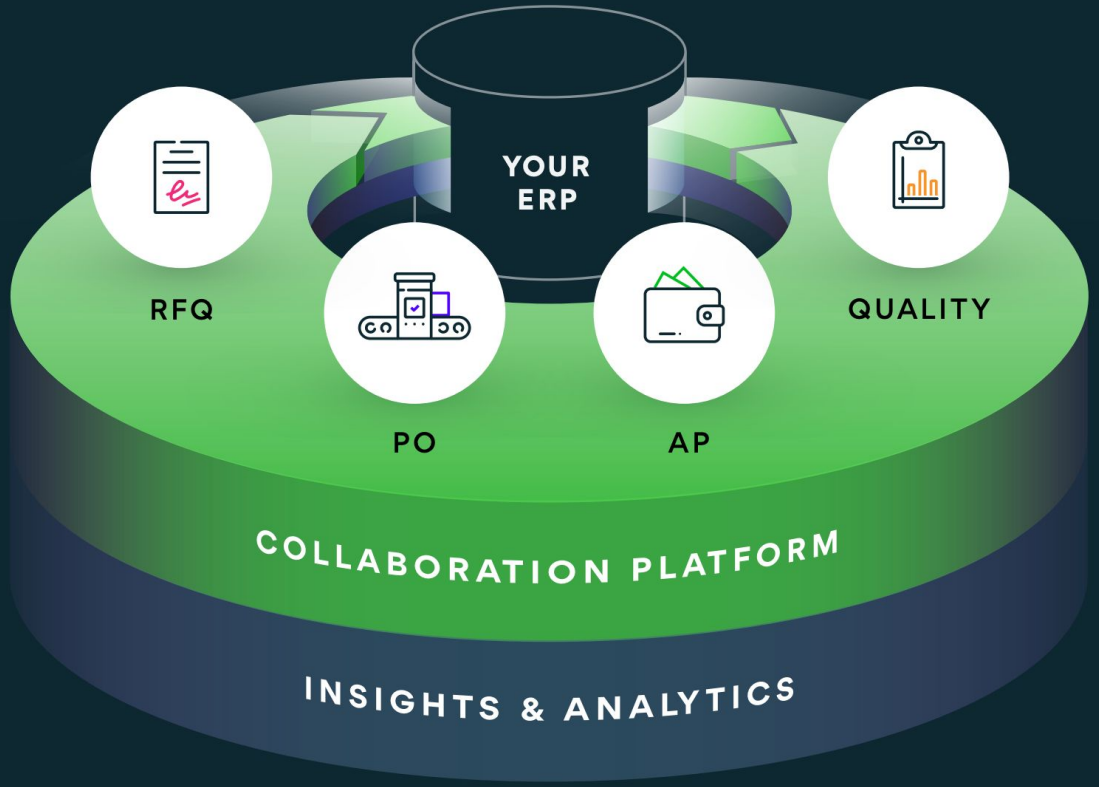
# 95%

Reduction in
Mis-matched Invoices

# 75%

Manual Work Eliminated
for Procurement Teams

# SourceDay Collaboration Platform



# Product Demonstration

If you have any questions that haven't been answered, please visit us at Booth #8

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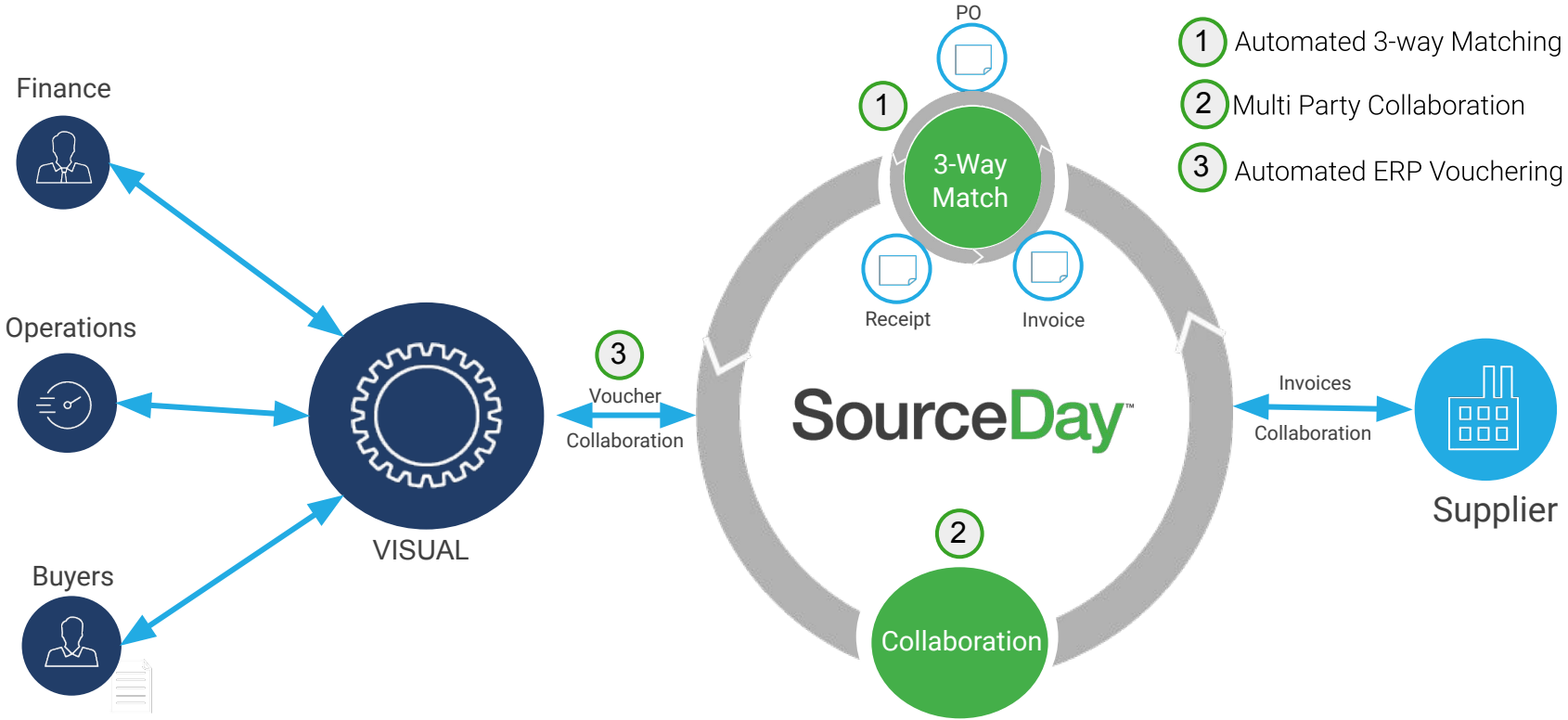
# Future State: AP Process Automation

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