

Tamr Powers Procurement Analytics That Drive Down Component Cost and Improve Payment Terms

Traditional Development Of A Single View Of A Supplier Is Unscalable

A highly diversified manufacturing corporation was facing a major obstacle around generating a single view of their suppliers. The company had successfully grown organically in many industries for multiple decades but the primary driver of growth over the years has been mergers and acquisitions. The result of this model is an operating environment with numerous information silos spanning multiple business units. Specifically, one of the organization's business units was maintaining over a dozen ERP systems, making the manual construction of a single view of a supplier very expensive and time consuming. Also, any inaccuracies could have damaged the company's ability to negotiate prices and payment terms with a reputable supplier for common parts that divisions ordered, ultimately harming profitability.

The business firmly believed that the best way to gain a unified view of their suppliers was through the creation of a supplier master list, within their governance system, that would ultimately contain over a hundred thousand supplier records from their ERP systems. Using this list, they could power sourcing analytics to help drive down component costs and improve payment terms. Unfortunately, maintaining this file manually was complicated, slow, and costly for several reasons:

- **High volume and frequency of transactions** means that new suppliers are added to the list at a pace that makes manual review processes (such as deduplication) infeasible
- **New ERP systems** are on-boarded regularly
- **Different users of data have different requirements.** For example, operational teams would like supplier subsidiaries to be treated as different entities for payment purposes, whereas analytics teams want a global view of a supplier to ensure consistent payment terms
- **Expertise on sourcing data was spread across the globe**, including ERP system owners, database architects and administrators, and operations personnel



Problem

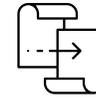
Highly diversified manufacturing corporation was attempting to integrate over a dozen ERP systems to construct a single view of a supplier in a business' supplier master list for procurement analytics. However, their traditional 'top-down' manual approaches were not scalable



Solution

Tamr implemented a unique 'bottom-up' approach to data integration through a combination of machine learning and expert sourcing from across the organization. This enabled the customer to create a clean, reliable supplier master list for procurement analytics

- **Integrating multiple data sources for enrichment added to the complexity of management** (e.g. integrating D&B to ensure correct name/attribute values as well as AddressDoctor for address verification)



Impact

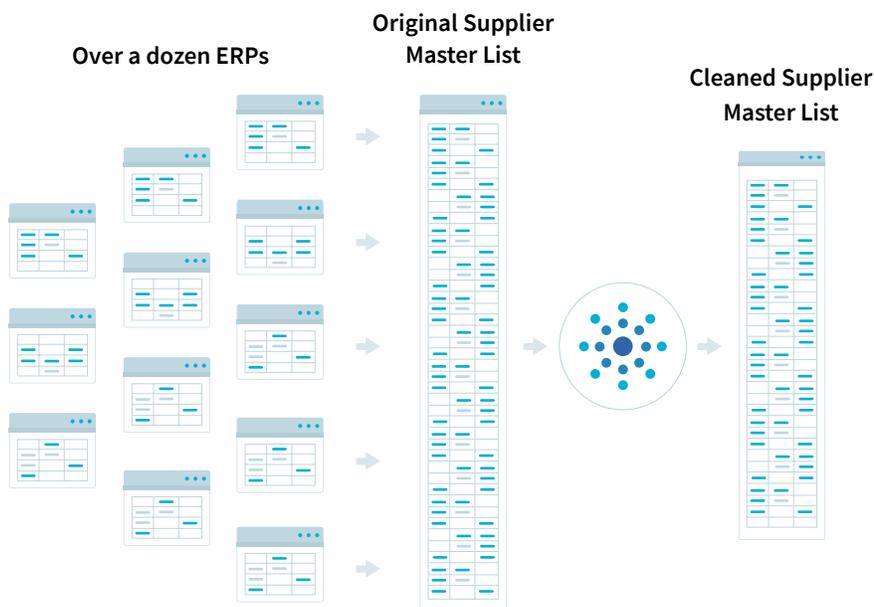
Tamr created a unified view of all suppliers across the business and eliminated 33% of the original records in the supplier master list due to identification of duplicates. The supplier master list is being used across the enterprise for analytics to drive down component costs and improve payment terms

Tamr’s Disruptive Approach Unlocks New Integration

The organization knew that they needed to implement an integration solution that:

- **Automates the integration workload** as much as possible
- **Continuously re-evaluates** the supplier master list for duplicates
- **Utilizes the expertise of employees** across the organization’s businesses
- **Easily integrates with multiple data sources** for enrichment, including D&B and AddressDoctor

Upon extensive review of options, the company decided that Tamr would be the ideal solution for building supplier master records across ERP systems to power strategic sourcing analysis. They were most impressed by Tamr’s “bottom-up”, probabilistic approach to data integration, which proved to be more scalable than traditional “top-down” manual approaches due to the sheer volume and variety of data sources. Specifically, the company leveraged Tamr’s machine learning algorithms to continuously re-evaluate and remove potential duplicate entries, driving automation into a previously manual process. Where Tamr was unsure of a potential match, it solicited input from experts across the organization who would most likely understand a certain data set. Finally, Tamr easily integrated enrichment sources like D&B and AddressDoctor, demonstrating its flexibility in working with other enterprise services.



The combination of machine learning and expert sourcing from across the organization enabled Tamr to clean up a total of 33% of all suppliers in the business’ supplier master list

Tamr Creates A Single View Of A Supplier To Power Advanced Analytics

Tamr's initial implementation was targeted at de-duplicating the business' supplier master list to create a single view of a supplier for sourcing analytics. The combination of machine learning and expert sourcing from across the organization enabled Tamr to clean up a total of 33% of all suppliers in the business' supplier master list.

Tamr was also used to look across multiple business' governance systems for overlapping suppliers and identified a significant overlap, which was used to drive more accurate analytics at a corporate level.

Looking into the future, Tamr's unique approach will allow future data sources to be integrated at a fraction of the time and cost, given its algorithms are continuously learning from expert input. Additionally, given the success of Tamr's initial implementations, the customer is planning on quickly adding new data sources (e.g. ERPs, governance systems, enrichment sources) and extending the solution to new domains (e.g. downstream EDWs).

About Tamr

Tamr is the enterprise-scale data unification company trusted by industry leaders like GE, Toyota, Thomson Reuters, and GSK. The company's patented software platform uses machine learning supplemented with customers' knowledge to unify and prepare data across myriad silos to deliver previously unavailable business-changing insights. With a co-founding team led by Andy Palmer (founding CEO of Vertica) and Mike Stonebraker (Turing Award winner) and backed by founding investors NEA and GV, Tamr is transforming how companies get value from their data.

To find out more or register for a demo visit tamr.com