

Enhancing Visibility Between Buying Group Members in 5 Steps

enable

Being a member of a buying group brings numerous benefits. This “strength in numbers” approach results in better prices and rebates for the products each member needs, the ability to negotiate higher tiers of rebate programs, reduced costs for freight and delivery, centralized purchasing and decreased administrative burdens. However, to take advantage of all this, the members themselves need to have visibility across the supply chain. Follow these 5 steps to make this possible.



1. Identify Existing Roadblocks

Identify the main pain points that can be eliminated from increasing visibility. Arrange meetings with departments within the buying group and key members to understand the bottlenecks. Subsequently, the quicker you get to the root cause, the faster you can get your buying group working like a well-oiled machine.



2. Eliminate Data Silos

Buying groups that have been operating with disparate software systems and spreadsheets for years have likely built up a number of data silos. This is a definite prohibitor of good visibility. Data is the most valuable asset for a buying group. By analyzing the data available at multiple stages in the supply chain and removing the existing silos, you can gain critical insights for improved decision-making.



3. Establish Clear Metrics and KPIs

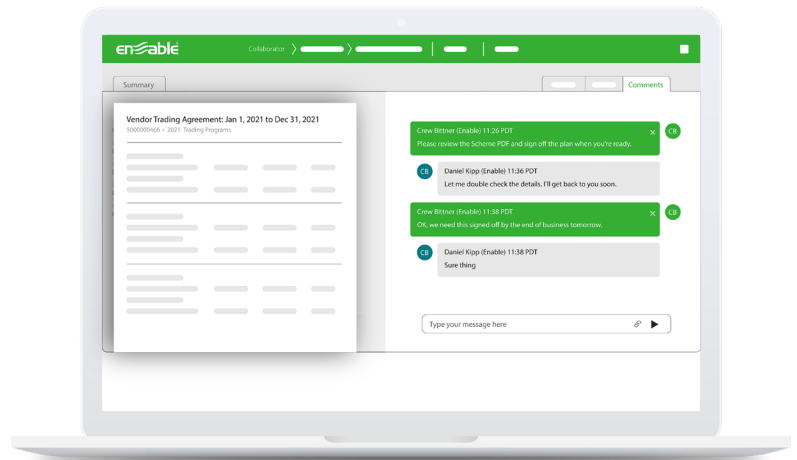
KPIs and metrics consistently provide visibility of what is currently happening at a level of detail that is useful and easy to comprehend, letting you know if (and where) things are going wrong and prompting you to make decisions to fix areas of underperformance. These metrics should be aligned with the company’s overall goals and objectives. All members should be aware of these metrics and be held accountable for their performance.



4. Invite Your Members to Collaborate

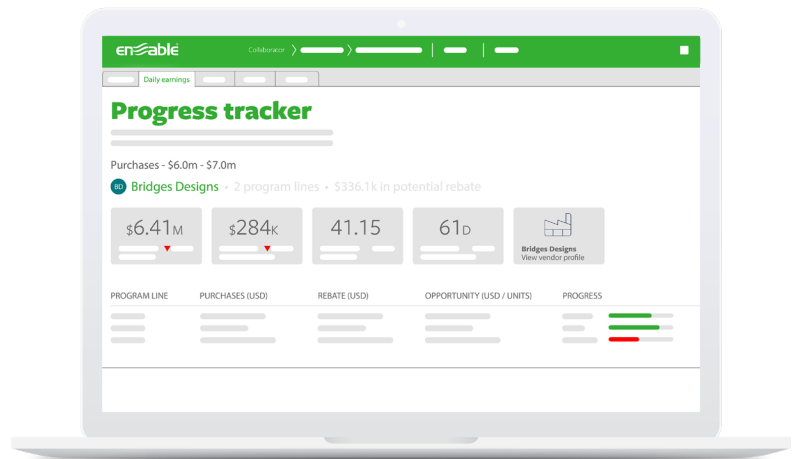
Communication is the key to a successful buying group as members likely rely on the group to know how much they're making in rebates. Therefore, it is important to keep communication clear and effective with all your members to bring greater visibility and improve transparency.

Luckily, Enable's Collaborator lets you engage in real-time with your members and align and track progress on common goals. By referencing the same set of terms within your trading agreements and directly delivering information in real-time you can ensure greater visibility and gain alignment between yourself and your trading partners.



5. Share and Track Progress with Your Members Via Partner Dashboard

Partner Dashboard from Enable gives your members the option to share progress tracking with their trading partners and will have the latest information to make informed purchasing decisions. Securing this visibility allows members to maximize earnings for themselves while contributing to group targets. This then allows you to have more strategic conversations with the members and the influence they can have.



Want to see how Collaborator and Partner Dashboard can enhance visibility for your members? Visit us at <https://enable.com/> to schedule a demo.