

Bristlecone is an Industry leader

in helping clients maximize the strategic value of their supply chain.



Bristlecone has an in-depth understanding of the strategic sourcing, contract management and procurement issues in several industries, including high technology, semiconductors, consumer packaged goods, food products and discrete manufacturing.

Strategic Sourcing Services

Proliferation of suppliers and supplier contracts, inability to exploit sourcing leverage, difficulty in reducing maverick spending and lack of ability to clearly measure supplier performance are some of the issues large and mid-sized enterprises alike are tackling today. Bristlecone can help you address these issues through a combination of our operational expertise in procurement processes as well as our experience in implementing supplier relationship management systems at leading companies.

Expertise in Strategic Sourcing

Our expertise in sourcing arises from the depth of practical experience in procurement management that many of our consultants brought to Bristlecone from their earlier careers. This deep operational expertise and first-hand understanding of issues facing purchasing executives allows us to bring unparalleled insights to our clients – either while performing assessments or implementing sourcing solutions.

Bristlecone's expertise encompasses mapping and implementation of all aspects of a supplier relationship management solution, including the following functional areas:

- Sourcing such as Category Management, Contract Management and Supplier Negotiation and Collaboration
- eProcurement including Requisitioning, Ordering and integration with financial systems for Settlement
- Supplier Enablement including catalogs and portals
- Sourcing Analytics, including spend analytics and optimization; supplier and commodity rationalization
- Data Management and integrity of supplier and product data

By implementing supplier collaboration capabilities using SAP SRM at a large automotive manufacturer, cycle time was reduced from 4 weeks to 1 week.

Why Bristlecone?

We focus on obtaining business, not technical results. Our deployment methodology enables us to perform a rapid assessment of your supply chain environment or a fast implementation of your supply chain system.

SAP has discontinued support for the Requisite cataloging tool within SRM and is asking customers to migrate from Requisite to MDM cataloging platform. Contact us to see how we can assist you with this migration.

SAP Strategic Sourcing Expertise

We have a deep understanding of the SAP SRM solution, and have implemented the solution at numerous companies worldwide in multiple industries, covering a broad set of capabilities including contract management, sourcing and procurement. At these clients, we combined our experience in procurement and sourcing with our SAP SRM expertise for fast business results.

Bristlecone is also a development partner of SAP SRM. Our participation in the product's continuing development gives us deep knowledge of its inner workings, which we leverage to your advantage to ensure that SRM is not only correctly mapped to your needs and quickly implemented, but is fine tuned to maximize your performance requirements. Our understanding of the internals of SAP SRM also allows us to design and rapidly deliver efficient customizations to your SAP SRM system.



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For additional information on how we can help you with either an assessment of your strategic sourcing processes or implementation/extension of your SAP SRM system, please contact us at sales@bccone.com or visit www.bccone.com.