



Magic Supplier Collaboration

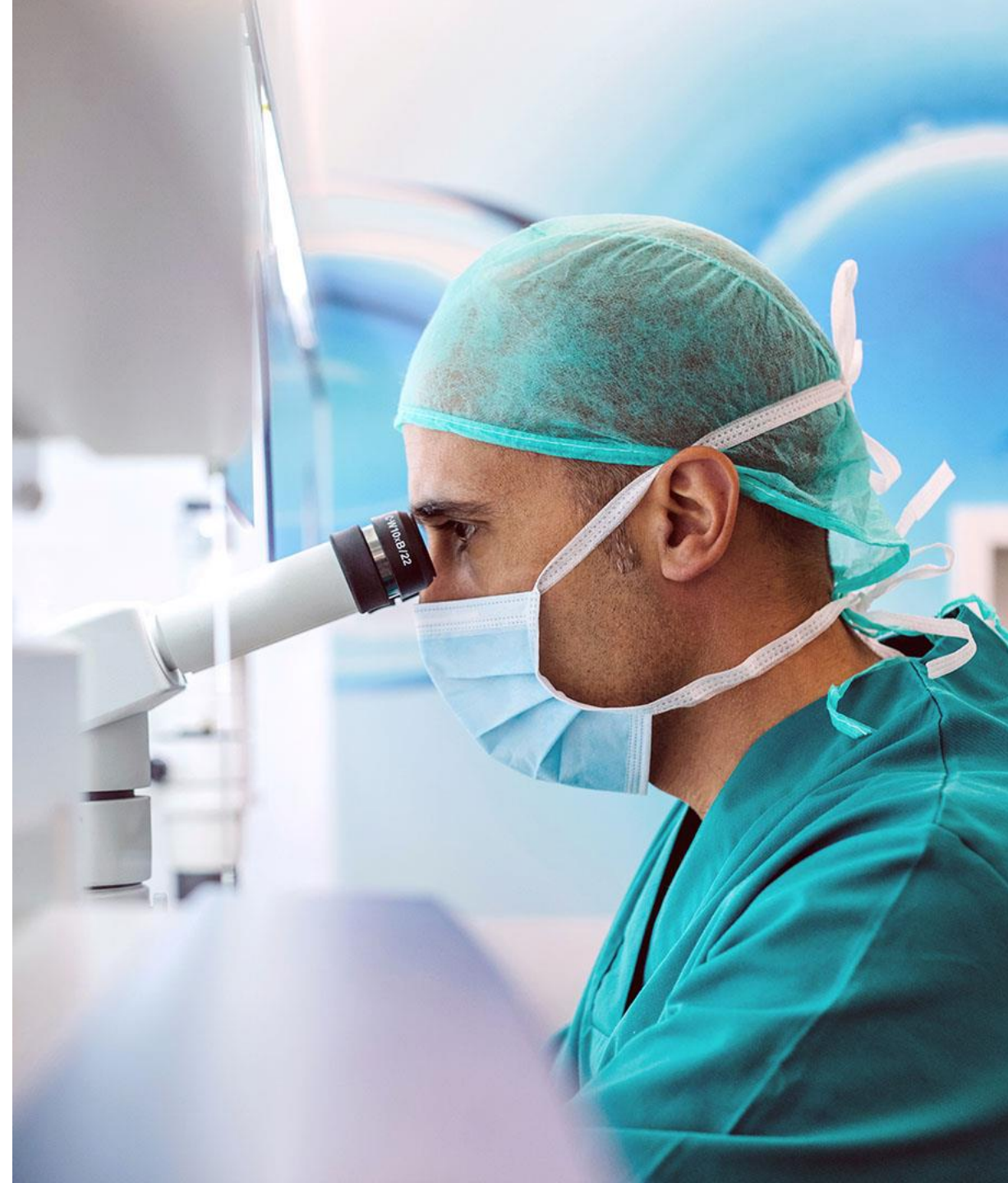
Make Cytiva Sourcing and our suppliers more effective through better processes and systems

June 2020





The Global Life Sciences Leader
you already know



Supplier Collaboration - Digital support for Request for Quote (RFQ) management and enablement of secure supplier access to real-time part information ("drawing access")



Problem Statement:

- Email based ad hoc RFQ process and lack of standardized RFQ templates
- No system support for RFQ process and for sharing of data with suppliers
- Lack of transparency and traceability for RFQ's, supplier initiated changes and supplier change notifications
- High level of manual non-value adding work to share part data with suppliers
- Person dependent RFQ process

Goal:

- Easy-to-use Supplier portal
- Digital RFQ process tailored for LS needs
- Standardized RFQ templates to fit LS needs
- Secure "drawing access" for supplier to parts Supplier provide to Cytiva
- Intuitive bi-directional collaboration tool to request and share data

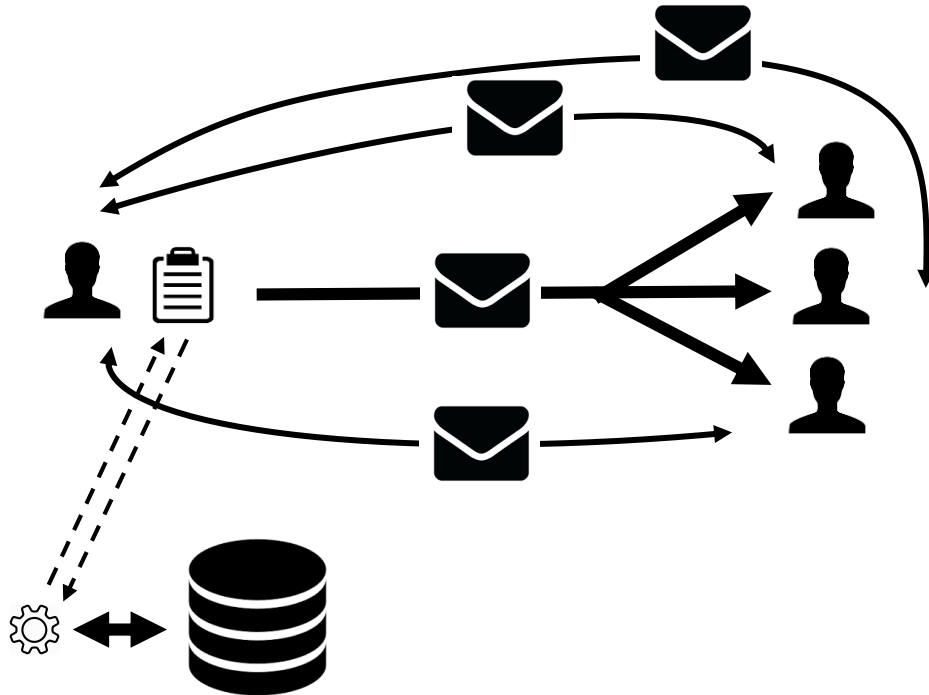


Launched to users: February 2020

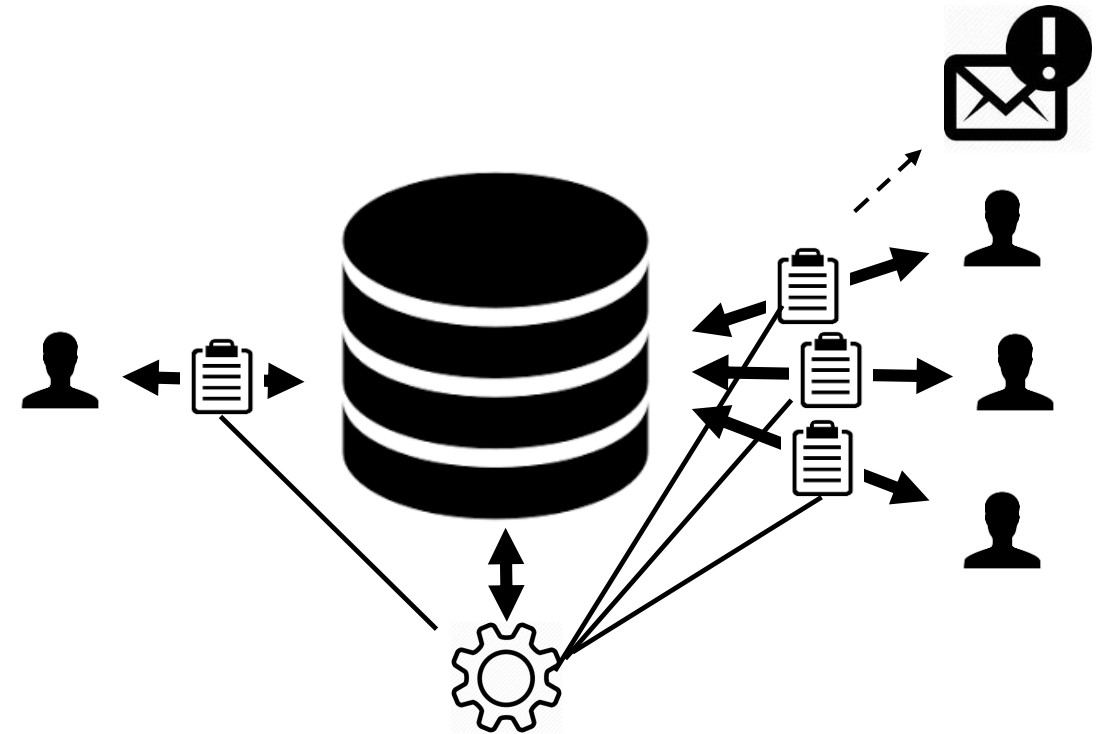
Managing Supplier Collaboration Processes



As-Is (manual uploading & update & **many emails**)



To-Be (seamless communication and updating)



Benefits with the Supplier Collaboration Portal



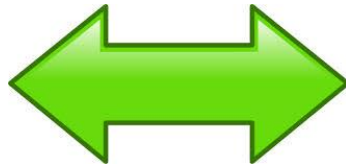
- Instant bi-directional communication tool for highly flexible, instantaneous and paperless communication between our company and our suppliers
- One-Stop-Shop to access Cytiva part info (access EBL's, specifications, general standards), RFQs, respond to Cytiva questionnaires and surveys
- Controlled access for suppliers to documents like standard policies, procedures and engineering specifications
- No need for supplier to store Cytiva part related info on local servers
- Collaborate with suppliers on production readiness (supplier production part approvals) and change requests (either party can initiate such requests) as well as quality concerns and ongoing improvement:
- Electronically request, review, enrich, and approve specification data from suppliers. Capture the data using common, user-friendly templates for multiple specification types.
- Contact info for Cytiva persons will be maintained in the Magic Supplier Portal (buyers, QA, SQ...)



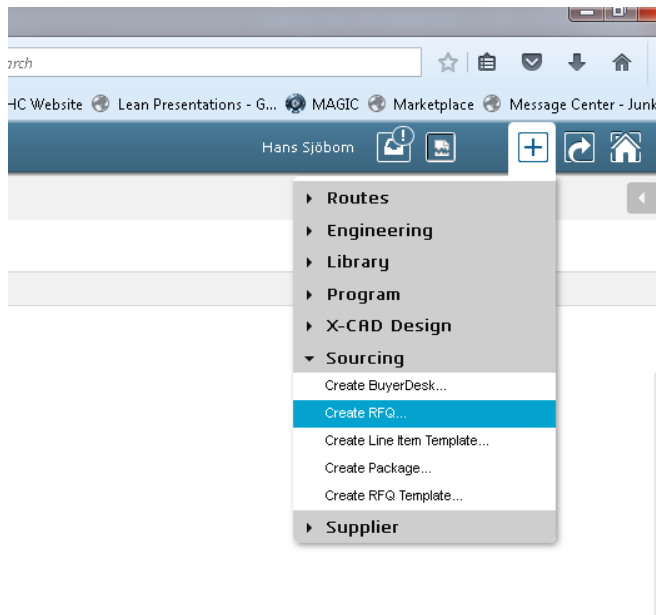
Basic setup/structure for Supplier Collaboration



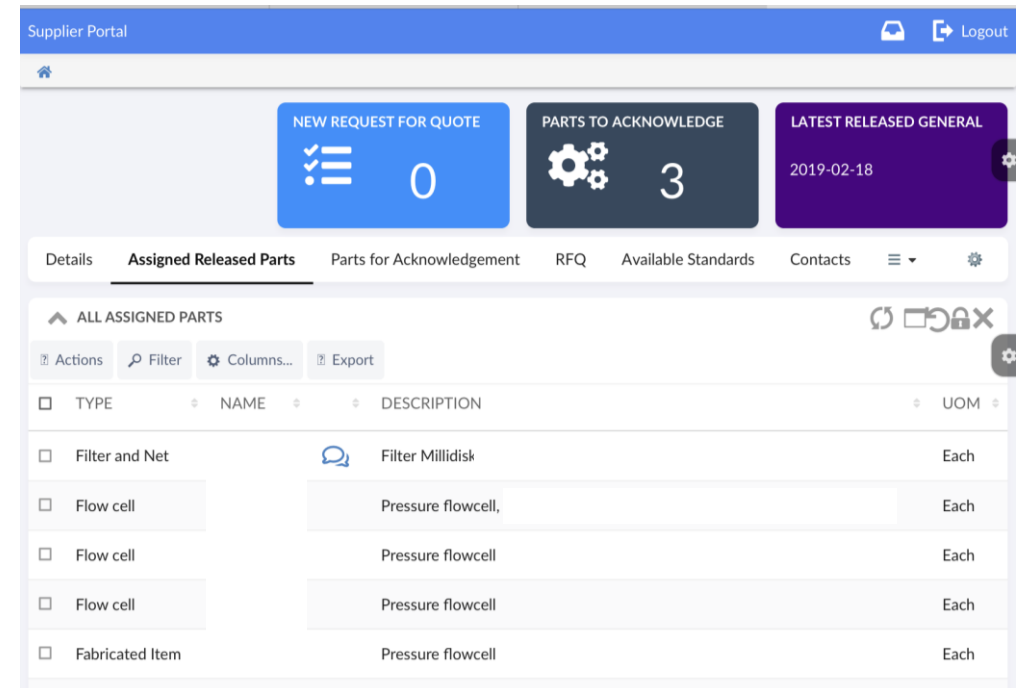
Cytiva Staff (buyer) work in internal PLM system (Magic) for managing Supplier Collaboration Processes.



Supplier access to "own" parts and Bill of Materials, manage RFQ response, and collaborate on part changes with Cytiva Sourcing via the Supplier Portal.



Cytiva



Magic Supplier Collaboration Portal

This is how the Supplier Collaboration Portal looks like

The screenshot displays the Supplier Collaboration Portal interface. At the top, a blue header bar contains the text "Supplier Portal" and a "Logout" link. Below the header, three prominent action cards are shown: "NEW REQUEST FOR QUOTE" with a count of 0, "PARTS TO ACKNOWLEDGE" with a count of 6, and "LATEST RELEASED GENERAL STANDARD" dated 2019-02-18. An orange callout box labeled "Indicators for new actions" points to these cards. Below the cards is a horizontal navigation bar with tabs: "Details", "Assigned Released Parts" (which is active), "Parts for Acknowledgement", "RFQ", "Available Standards", "Contacts", "Shared Doc", "Wiki", and "Recent Objects". An orange callout box labeled "Main menu to navigate from" points to this bar. The main content area is titled "ALL ASSIGNED PARTS" and features a sub-menu with "Actions", "Filter", "Columns...", and "Export". An orange callout box labeled "Sub menu" points to this sub-menu. Below the sub-menu is a table with columns: TYPE, NAME, DESCRIPTION, and UOM. The table lists various parts, including "Filter and Net", "Flow cell", "Fabricated Item", "Spare Part", and "Tool". A tooltip "Click to open the discussion panel" points to a speech bubble icon in the first row of the table.

Supplier Portal

Logout

Indicators for new actions

NEW REQUEST FOR QUOTE 0

PARTS TO ACKNOWLEDGE 6

LATEST RELEASED GENERAL STANDARD 2019-02-18

Details Assigned Released Parts Parts for Acknowledgement RFQ Available Standards Contacts Shared Doc Wiki Recent Objects

ALL ASSIGNED PARTS

Sub menu

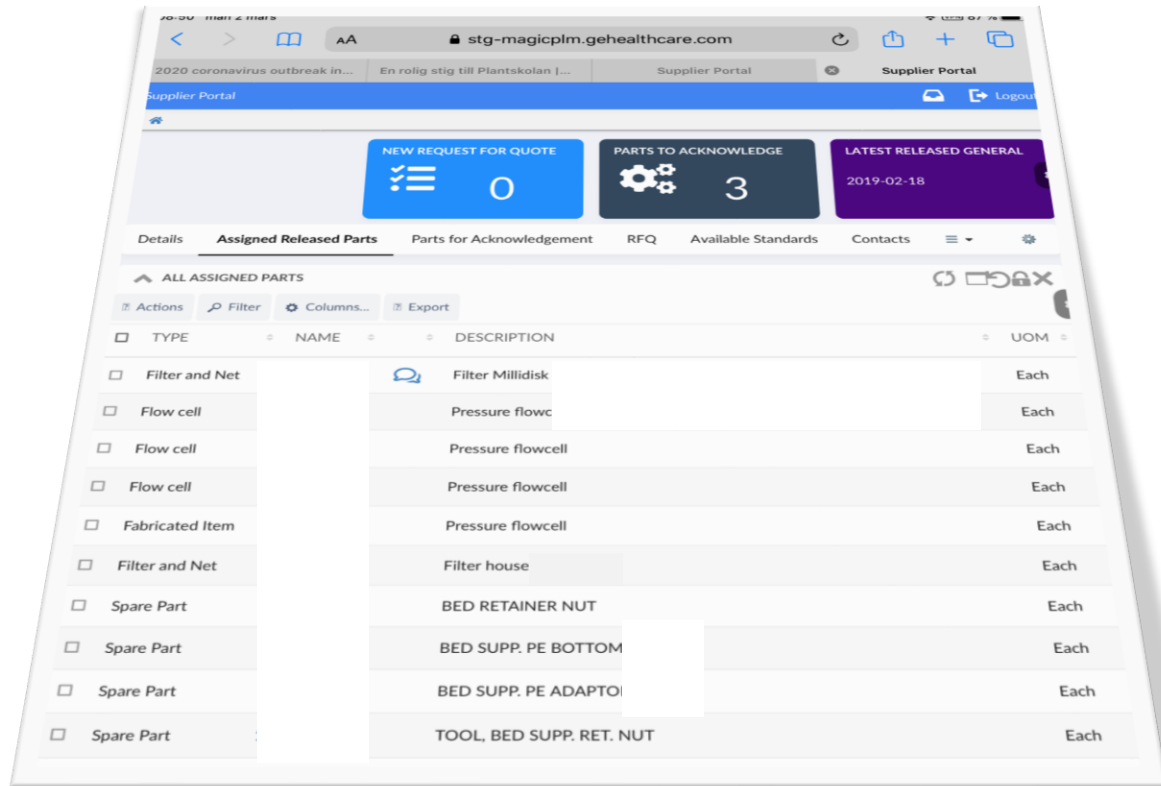
Main menu to navigate from

Click to open the discussion panel

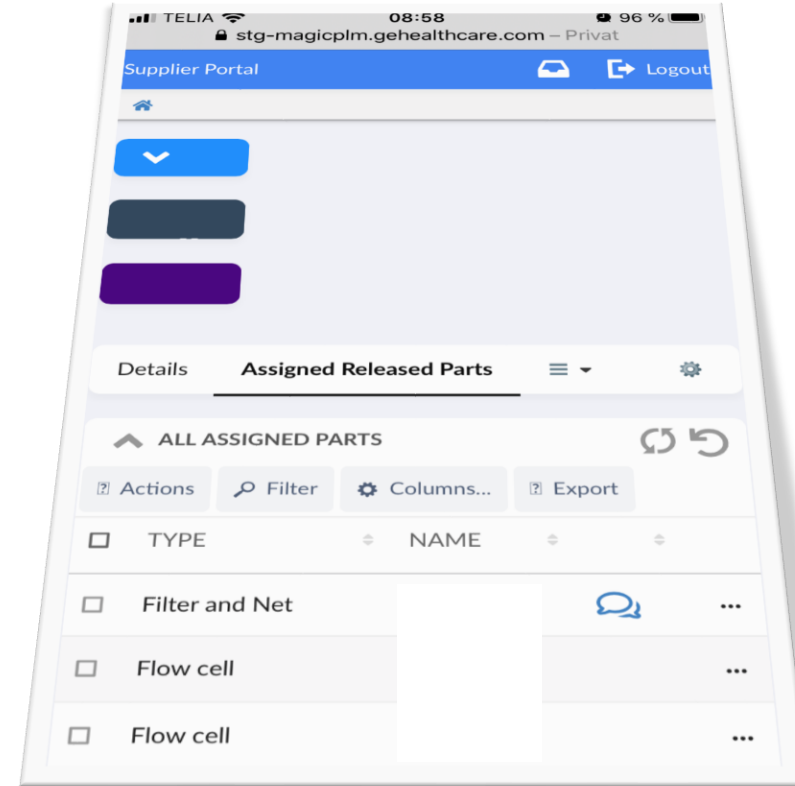
TYPE	NAME	DESCRIPTION	UOM
<input type="checkbox"/>	Filter and Net	Filter Millidisk	Each
<input type="checkbox"/>	Flow cell	Pressure flowcell,	Each
<input type="checkbox"/>	Flow cell	Pressure flowcell	Each
<input type="checkbox"/>	Flow cell	Pressure flowcell	Each
<input type="checkbox"/>	Flow cell	Pressure flowcell	Each
<input type="checkbox"/>	Fabricated Item	Pressure flowcell	Each
<input type="checkbox"/>	Filter and Net	Filter house Sartorius	Each
<input type="checkbox"/>	Spare Part	BED RETAINER NUT	Each
<input type="checkbox"/>	Spare Part	BED SUPP. PE BOTTOM	Each
<input type="checkbox"/>	Spare Part	BED SUPP. PE ADAPTOR	Each
<input type="checkbox"/>	Spare Part	TOOL, BED SUPP. RET. NUT	Each
<input type="checkbox"/>	Spare Part	NOZZLE SEAL KIT 1.0	Each

This is how the Supplier Collaboration Portal looks like on a tablet & smartphone

Tablet



Smartphone



Supplier Feedback from first roll-out wave



Overall positive feedback from the three initial suppliers

Supplier A:

"We see that we will be able to handle the approval of documentation and specifications in a constructive and structured way.

The big advantage is that we can gather everything in one place and visually see which cases are open.

We look forward to the system being developed as it visually makes it easy to work."

Supplier B:

"In general, this tool looks very positive. Data is linked and the risk of missing information is very small. E-mails have the characteristic that they can disappear in the crowd... In short, the opportunity to increase the quality of the information is considerable."

Thank you

