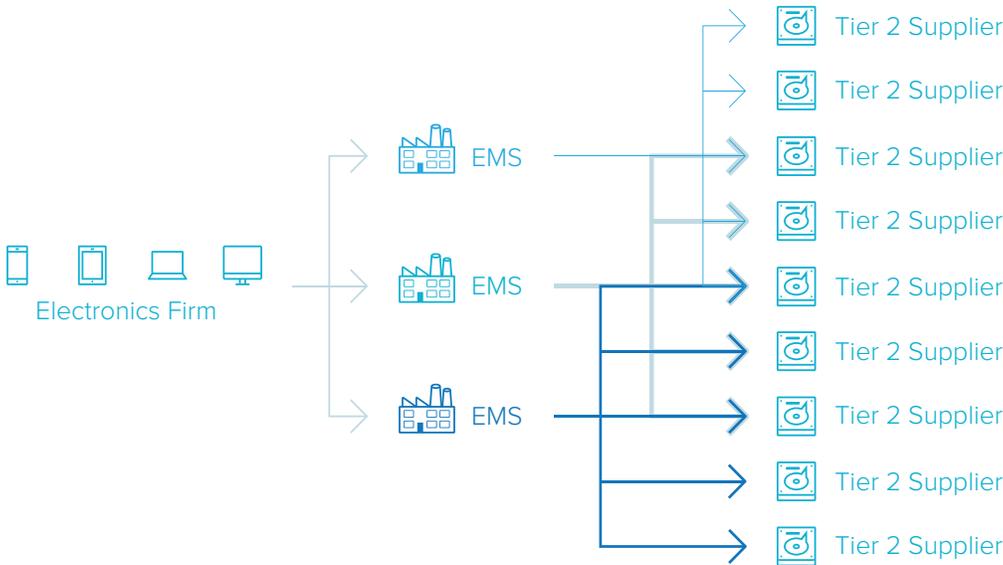




# Second Tier Visibility

Outsourced manufacturing is becoming the norm, especially in electronics.



Manufacturing and sourcing of components is done by [Electronic Manufacturing Service \(EMS\)](#) firms. This magnifies the challenges category managers have in analyzing spend across the EMS and tier 2 suppliers.

There are several reasons to work towards a unified view of of all component, supplier and spend data across EMS and tier 2 suppliers. Using this data, Category teams can:

1. Help designers **choose the right components** at design time. They would restrict the use of components that are known to have supplier or obsolescence risk, and promote the use of components that have been sourced before at a good price and with good quality.
2. **Track and manage price discrepancies** for the same components across different products and different EMSs. This can significantly lower costs by arming category managers with the right data to negotiate with EMSs, and for the EMSs to in turn negotiate with tier 2 suppliers.
3. **Manage risks better** e.g., if a tier 2 Supplier could be at financial risk, the category manager can guide designers away from the components supplied by the tier 2 supplier, and they can make sure that critical components have at least 2 suppliers.

Ultimately, getting a unified view of component, supplier and spend data is the only way Category teams can ever manage their supply chain at the tier 2 level. Without it, they are reliant on the EMS to tell them where they are issues and where they need help - making them reactive to challenges rather than proactive in managing them.

## Data challenges magnified by outsourcing

Let's take the example of an electronic device designed by a firm called Healthcare Device co. Designers at Healthcare Device co. will design and test a new electronic device using several off the shelf components, in their design system. This results in a Bill of Materials, which might contain several hundred components. This design BOM is then sent to the EMS, who finds eligible tier 2 suppliers and prices out the components, and gives back a 'costed BOM.'

After approval, this Costed BOM becomes the point of reference for pricing for the device. Given the complexity of this data, and the changes between Costed BOMs and Design BOMs, electronic firms find it hard to:

1. Match components across design BOMs and costed BOMs
2. Get a unified view of components across different electronic devices
3. Get a view of all their interactions with tier two suppliers

## Tamr helps alleviate data issues

Tamr provides the visibility needed to answer sophisticated procurement questions in a rapid time frame. It does so through the elimination of the data preparation bottleneck and the quick generation of comprehensive, accurate data sets that can be used for analytics.

Tamr's approach to preparing data for downstream analytics is fundamentally different from traditional methods, which rely on manual effort and rules. The approach focuses on a unique combination of machine learning and expert feedback to combine, clean, and classify data sources -- making the method more scalable, faster, and significantly more flexible.

**Capacitors**  
 Electronics > Passives > Capacitors > 512 Child Categories  
 Category Owner: Eliot Knudsen, Last edited by: Scott Williams, 1:16pm yesterday

**SUMMARY** | Edit | SCORECARD Out of 5 | Add feedback

Our strategy is to buy as many capacitors at a low cost as we can from a minimal amount of suppliers and then move inventory interally as needed.

**\$897.9M** Total Spend | **14** Suppliers | **924** Parts | **36** SITES

View: Last 12 Months

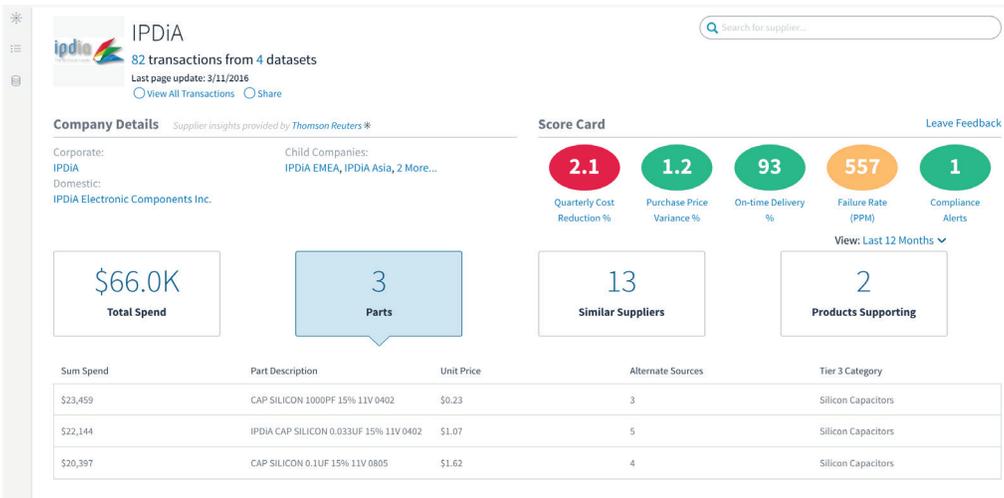
Business	Op_unit	PO Amount	PO Creation
Utilities	Item	Item	Item
Utilities	Item	Item	Item
Utilities	Item	Item	Item
Utilities	Item	Item	Item
Utilities	Item	Item	Item

[View All Transactions](#)

**Activity** | Comments

- Wed 1/6/16 4:32 PM  
Pricing changes (last 30 days)  
157 SKUs, \$172.3M spend  
[View changes](#)
- Wed 12/2/15 2:32 PM  
New SKUs qualified (last 30 days):  
47  
[View changes](#)
- Wed 12/6/15 4:32 PM  
Pricing changes (last 30 days)  
112 SKUs, \$136.2M spend  
[View changes](#)
- Wed 11/24/15 1:47 PM  
New SKUs qualified (last 30 days):  
38  
[View changes](#)

Using Tamr, firms can get a single view of suppliers and components even if the underlying data - such as BOMs and Supplier information - resides in separate formats, and in disparate systems and spreadsheets.



In addition, Tamr can bring in and match external data such as Supplier Risk, as well as benchmark and commodity information.

## Better data results in better decisions

With this single view of suppliers and components, our customers have been able to make data driven decisions with Tier 2 suppliers. The use of Tamr results in:

- Lists of preferred and blacklisted components managed by the commodity managers, which is used by designers as a guide in which components to use. This has reduced the number of components in use and significantly **simplified the supply chain**.
- Removal of component price discrepancies across EMS's, resulting in **significant cost savings**.
- Faster identification and elimination of components that are likely to become obsolete, reducing exposure to **obsolescence risk**.
- **Rapid response** from the commodity teams to engineering events (such as new components being introduced or changed out) & supplier events (such as parts being phased out, mergers & acquisitions, financial risk) and become more proactive in their approach to supplier management.

## About Tamr

Tamr, Inc., provides a [data unification platform](#) that dramatically reduces the time and effort of connecting and enriching multiple data sources to achieve a unified view of siloed enterprise data. Using Tamr, organizations are able to complete data unification projects in days or weeks versus months or quarters.