

BUSINESS CASE :



Upon resale by the Group Carrefour, the distributor DIA wanted to set up its own solution for its suppliers.

In 2011, DIA and Corporate LinX collaborated on the implementation of a supplier offer and managed to put it into place within a short period of 2 months. The S.A.G.F. program (Support Services Gestion Suppliers) was launched.

SAGF & VOUS

OBJECTIVES :

- Encourage suppliers to opt for transfer payments in order to gradually abandon the management of cheque payments
- Allow the supplier to pilot online its outstanding costs with DIA for all its stores Europeans
- Provide a forecast of future cash according to the calendar deadlines
- Offer suppliers to activate early payment if they so desire
- Improve the working capital of the Group's divisions by optimizing internal processes and supplier conditions
- Relieve accounts payable by reducing the number of supplier contacts wanting to know their account position.

IMPLEMENTATION :

- Provision of a supplier service involving all the teams linked to the supplier relationship, namely: Purchasing, Accounts Payable, Treasury and SAP teams
- Development of a differentiating offer for the Group's suppliers
- Creation of internal and external marketing materials
- Presentation of the approach to internal teams
- Establishment of a supplier service
- Marketing campaigns, telephone follow-up and dedicated telephone support for suppliers.

