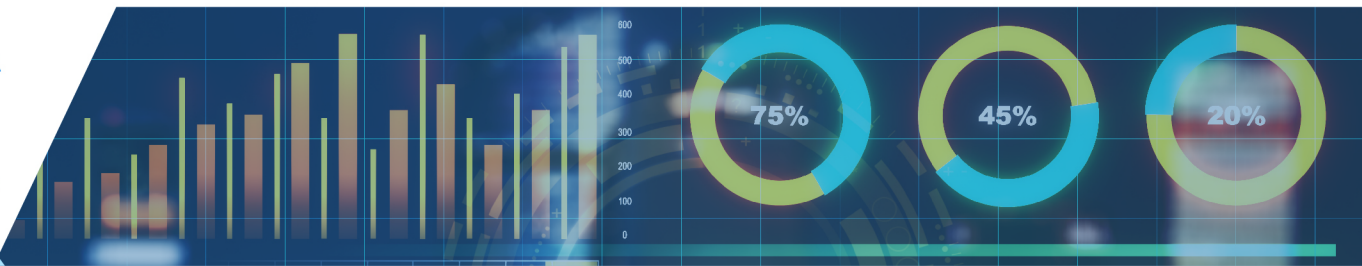


# SUPPLIER MANAGEMENT VENDOR MANAGEMENT CONSULTANTS

Jon Cimmino – Founder, CEO

 [www.suppliervendor.com](http://www.suppliervendor.com)



# MISSION AND **VALUE** PROPOSITION

- ❖ Help businesses reduce risk and lower costs through the creation of a world-class vendor management program. Enable strategic management of a vendor portfolio to maximize benefits. Identifying strategic vendors is a primary goal.
- ❖ Cultivate an AI-First Culture: Empower our teams with dedicated AI tools and training, ensuring every employee is an 'AI-augmented' professional capable of delivering superior service and strategic outcomes.



# PROFESSIONAL HISTORY

Based on our professional history, we intend to enable small, medium, and large companies to succeed in managing vendor portfolios in a complex business environment.

## PERSONAL EXPERIENCE:

After spending over 15 years in a vendor management role, Jon decided to create his own company to help companies develop and maintain a successful vendor risk management program. Jon holds an MBA degree in management and a Bachelor of Science in Business Administration.

## PRIOR EXPERIENCE:

- Travelers Insurance Company – Vendor Management Office
- UnitedHealth Group – Vendor Management Office



# SERVICES SUPPORTED



- ☒ Risk Assessments
- ☒ Vendor remediation management
- ☒ Vendor relationship management
- ☒ Vendor identification
- ☒ Spend analysis and classification
- ☒ Comprehensive risk monitoring and screening for new and current vendors using a risk database (unlimited scans in the database)
- ☒ Risk reporting on vendor portfolio with emergency alerts for vendor issues that are triggered during risk scans
- ☒ Ranking and rating of risky vendors based on financial credit scores
- ☒ Consultations available to assist in the development of risk assessments, vendor remediation, and other key aspects of a vendor management program
- ☒ Process outsourcing
- ☒ Executive-level and team reporting to enable a successful vendor program



# WHY HIRE?

- Flexible and adaptable to the latest business environment challenges, utilizing advanced Artificial Intelligence models
- Diligent focus and understanding of the unique needs of a vendor management portfolio
- Ability to work with overseas vendors and affiliates
- Experience interacting with executives for reporting and analytics purposes
- Process improvement skills for implementing multiple projects
- Expert advice on deploying Third Party Risk Platforms such as OneTrust (TPRM Module)
- Cost-effective and month-to-month contract



# ACCOMPLISHMENTS



**Performance History:** Successfully implemented key Vendor Management Office (VMO) functions, achieving recognized success and commendation from Senior Leadership at two Fortune 100 companies.



**Drove Cost Efficiency:** Developed and maintained a robust supplier spend database, leading to vendor consolidation and realized cost savings.



**Established Centralized Governance:** Identified, built, and launched a comprehensive vendor portfolio and centralized contract repository by collaborating cross-functionally with corporate leadership.



**Oversaw High-Value Portfolio:** Strategically managed a portfolio of over 500 vendors across critical business domains, including IT, Finance, and International operations.



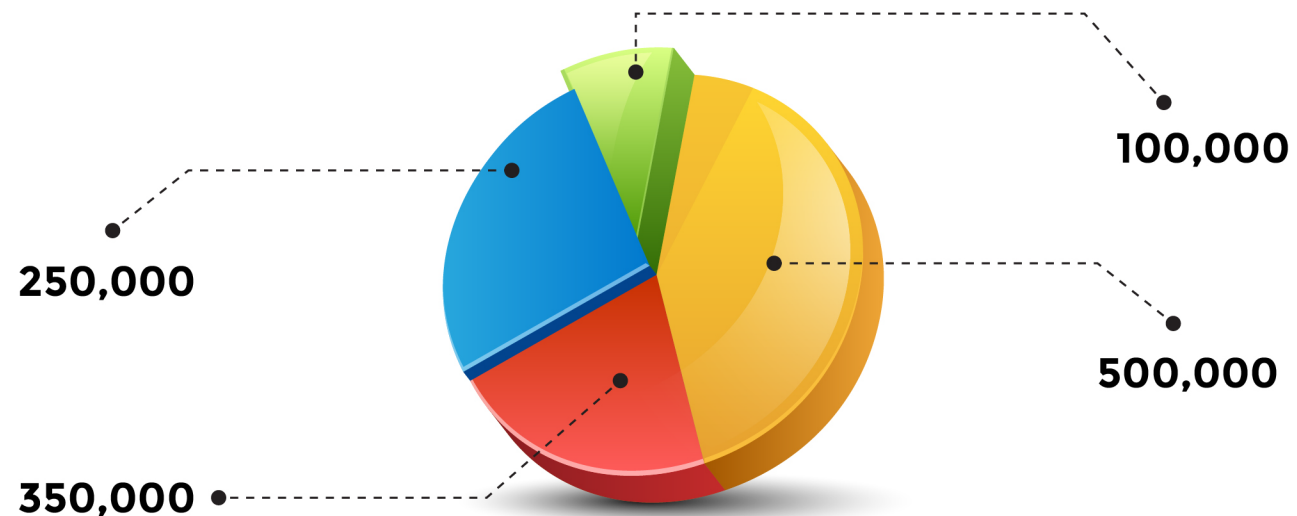
Managed vendor relationships for companies with a contracted value of over **\$1billion annually**



# SAMPLE REPORTS – SUPPLIER RISK OVERVIEW

VENDOR NAME	CONTRACT COST	FINANCIAL RISK	CUSTOMER SUPPORT RATING	ON-TIME DELIVERABLES	STRATEGIC/TACTICAL VENDOR	EXECUTIVE SUMMARY
COMPANY 1	100,000	A	A	ON-TIME	TACTICAL	SUPPLIER SPEND INCREASING IN Q4
COMPANY 2	500,000	B	C	LATE	TACTICAL	DELIVERABLES FREQUENTLY MISSED
COMPANY 3	250,000	C	B	LATE	STRATEGIC	POOR PERFORMANCE OVERALL FOR STRATEGIC VENDOR
COMPANY 4	350,000	C	C	ON-TIME	STRATEGIC	POOR FINANCES, HIGH CUSTOMER SUPPORT RATING

## CONTRACT COST



# SAMPLE REPORTS – RISK ASSESSMENT

## VENDOR RISK ASSESSMENT TEMPLATE

#	RISK ASSESSMENT DESCRIPTION	RISK RATING	NOTES	RISK RATING KEY
1	RISK ASSESSMENT PROCESS FAILURE	LOW		LOW
2	FAILURE TO ADHERE TO PRIVACY LAWS	MEDIUM		MEDIUM
3	CUSTOMER DATA SECURITY BREACH	HIGH		HIGH
4	BREAK DOWN OF INFORMATION SECURITY TEAM	N/A		N/A
5	BREACH OF NON-DISCLOSURE AGREEMENTS.			
6	EXTERNAL PARTY ACCESS TO NON-PUBLIC INFORMATION			
7	ASSET MANAGEMENT POLICY BREACH			
8	NON-DISCLOSURE/CONFIDENTIALITY BREACH			

# PROGRAM COSTS AND DETAILS

## DEVELOP A NEW VENDOR MANAGEMENT PROGRAM OR BUILD OUT AN EXISTING PROGRAM.

- ❏ \$150,000 to \$450,000 annually– access to vendor management platform and vendor risk screening software is a separate fee based on estimated usage
- ❏ Month-to-month contract available
- ❏ Includes benefits such as vendor risk assessments, score-carding, vendor performance reviews, and remediation
- ❏ Dedicated staff
- ❏ Complete backups of data



**BOOK A FREE CONSULTATION:**

☎ 860-578-7732

✉ [info@suppliervendor.com](mailto:info@suppliervendor.com)

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