



Cascades

E-commerce initiative

**April
4th
2017**

Cascades switches to e-commerce with its suppliers.

Here's why and how your trading method will change ...

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- In line with Cascades' strategic plan, we are reviewing our approaches and operating methods of **procurement**.
 - Procurement management is now supported by the **SAP Ariba** technological tool.

Our strategic plan

We are currently restructuring our business processes. The goal of this initiative is to reinforce our customer approach by optimizing and standardizing our methods.

MODERNIZATION

of our assets

OPTIMIZATION

of our supply chain

INNOVATION

toward new products

Our strategic plan



*Through **personalized and mutually beneficial** partnerships, we are counting on **support from our suppliers** to continuously create **value for our customers.***

Cascades' initiative



- In line with Cascades' strategic plan, our **Procurement Service** is reviewing its approaches and operating methods
 - Centralization and **standardization** of our procurement processes
 - Introduction of the **SAP Ariba computerized tool** in support of our procurement activities

Changes for our suppliers



- **Transactions with Ariba**
 - accepting POs
 - sending invoices
 - any other document transaction
- **Automated calls for tender with Ariba**
 - procurement handled by a team of experts

What we expect from our suppliers



- **Register** on the Ariba Network or **add** Cascades as a customer
- **Transact** with **migrated** Cascades units only on the Ariba Network (consult the list of units in the process of being migrated)
- Provide electronic **catalogues** of your products on Ariba at Cascades' request

What we expect from our suppliers



- **Respond appropriately** to calls for tender from the Centre of Expertise and communicate **directly with your Category Manager** during the process
- Communicate directly with the **Procurement Shared Services Centre** for all that is **transactional** (document transaction and administrative services)



Thank you for your
cooperation!

Contact us

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