



Council of Supply Chain
Management Professionals

Educating and Connecting the World's Supply Chain Professionals.™

CORPORATE SPOTLIGHT

nVision Global®

In a nutshell, what is your company all about?

nVision Global is a Global Supply Chain Services and Technology organization which began as a small freight bill auditing company in 1993. Our company has grown to include over 500 Associates, in 12 countries, which handle TMS (Order Management to Shipment Execution for all modes), Freight Bill Audit & Payment, Claims Processing, Benchmarking, Procurement, Contract Management & Rate Negotiation Services for our 4,000 users and customers globally. nVision Global will process over 150MM invoices in 2020, that make up approximately \$6.5B USD in annual freight spend.

What differentiates your company from others in the industry?

As a global company, executing services from our 7 in-country offices, we provide customer service in multiple languages and configuring our proprietary technology based on the needs of each individual customer. We have implemented our 2nd generation analytics tool, nSight Supply Chain Analytics with 1000+ KPI's and dashboards with speed in seconds so customers can make necessary decisions based on their current business. Our customers have the ability to review freight spend by provider, country, along with many other levels. Our analytic tool now has a portal for carbon footprint, as well as numerous performance measurements. Our technology is Cloud-based and accessible globally through the internet. We have over 19,500 transportation providers in our system with a robust rating engine and contract management tools to ensure all rate contracts are updated.

What is your company's most recent accomplishment?

nVision Global has customers in many different industry verticals, having most recently closed business with a Food Shipper for our Transportation Management System. After listening to the needs of this Food Shipper, we added some development of dock scheduling that allowed them to streamline the outbound shipments for customer deliveries as well as providing the standard modules such as order management, on-demand shipment quoting and a shipment approval tool, among others. Also, nVision Global was recognized by Inbound Logistics as a Top 100 IT Provider in 2020.

What is the biggest challenge your company faces in the industry?

True real time visibility of shipments for all modes, globally. Our clients' customers demand the most updated information as to shipments of orders; therefore, nVision Global applies EDI, API and other touchpoints in order to provide real time visibility in a global environment. Another key module within our Impact TMS is iExceptions where only those shipments that are outside the required delivery time/date are provided to our customers as an alert status. By providing only those that may have weather, mechanical, delayed at origin, delayed due to traffic, etc. our customers can concentrate on those alerted shipments working with the providers to make necessary adjustments.

How does your company approach recruiting and retaining talent? What challenges do you face?

As we face the new normal, recruiting and retaining talent is even more of a challenge. We are a global company and many of our Associates are working from home, especially more since COVID-19 Pandemic. The importance of consistent communication in order to ensure our Associates are updated on our business, mission statement and goals are shared in order to retain them. As for recruiting talent, having a solid succession plan with bench strength is vital and utilizing social media such as LinkedIn has been beneficial for growing the talent as needed.

Why is your company a CSCMP Corporate Member?

At nVision Global we believe we are viewed as the place where shippers, suppliers, providers, etc. can come to our website or suite of services and get the most updated information and technology pertaining to supply chain information. We provide blogs, whitepapers, webinars, and case studies that allow supply chain management to review and apply to their business. By being a CSCMP Corporate Member, we feel this mirrors what CSCMP is driving to connect, educate and develop the world's supply chain management professionals.

Finally, is there a question not asked that you would like the opportunity to share with the industry?

Supply Chain management must be viewed differently as we navigate in this new normal. Do your supply chain tools include analytic data that provides fast detailed information about your business? Data that can be analyzed via graphs, charts, csv, etc.? Make sure that you are partnering with a company that not only has one-platform for the various services to utilize such as TMS inclusive of self-invoicing, spot auction, shipment approval, order management, etc., but a partner that can provide Business Intelligence information that allows you to make the changes necessary to sustain the business.