EASY STEPS TO IMPROVEMENT

MAPPING SUPPLIERS TO CUSTOMERS

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The SIPOC (Suppliers, Inputs, Process, Outputs, Customers) is a very useful tool for a finance team to study its processes. It is easy to complete and can help teams build more detailed process maps and value streams.

Importantly, SIPOCs help finance teams identify the voice of the customer.

Try this today. Start with who (both internally and externally) provides what for you and your team and end with what is produced and for whom:

SUPPLIERS

- Internal finance teams
- Human resources
- Business partners
- Middle and senior leadership
- Market data

INPUTS

- Sales data
- Pricing data
- Costing data
- Tax changes
- Strategic direction
- Qualitative wording

PROCESS

Gather inputs from suppliers

Analyze / Review / Update

> Internal review

Submit to customer

OUTPUTS

- General ledger entries
- Periodic reporting
- Forecast updates
- Tax filings
- Investor updates

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CUSTOMERS

- Internal finance teams
- Business partners
- Legal entities
- Investors
- C-suite leadership

Once complete, finance teams can look for pain points and bottle necks in production and ultimately develop strategies to improve their processes.

Have fun!





