



# OneSource

A Sonepar Company



# Standards as a Universal Language

**Customer Matters Workshops:**  
SMEs in Supply Chains



## Presenter

**Jerry Battley,**  
Quality Assurance  
Manager

- 17 years in supply chain leadership (Canada, Mexico, and the United States)
- Jerry's team develops technology solutions to maintain effective processes and controls, and leverage data to drive decision making.
- President of Sonepar Pride, an LGBTQ+ employee resource group, and part of Sonepar's DE&I Journey (2022+)



## Who is OneSource?



OneSource is an electrical and industrial distributor with 19 locations across California, Arizona, Hawaii, and Baja California (Mexico). We serve the commercial, residential, utility, contractor, and industrial markets.



OneSource is an operating company of Sonepar, a global organization providing B-to-B distribution of electrical products, solutions, and related services.



**OneSource is an ISO 9001:2015 and ISO 14001:2015 certified organization.**

# Supply Chain Expectations



Simply provide...

- What is needed
- When it is needed
- Where it is needed



Just a few challenges:



Product availability



Global interruptions



Labor availability



Labor skillset/training



Invoicing, bill payment/processing



Transportation



Material handling equipment



Technology (i.e., EDI, Barcoding, Connectivity)



... and so much more.



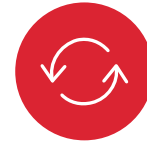
# Setting Expectations



Determine the  
Language!



Determine the  
How!



Measure,  
Manage, and  
Improve!

# What are the Benefits?



Customers can determine:

- ✔ That we have established what we do.
- ✔ That we have structure and leadership.
- ✔ That we have a plan.
- ✔ That we manage changes.
- ✔ That we manage nonconformance
- ✔ That we are always seeking to improve
- ✔ That we are audited, and audit ourselves



Customers choose to do business with us:



It is easy to determine that we meet their own management systems requirements.



Some contracts require standards adherence.



We speak the same language.

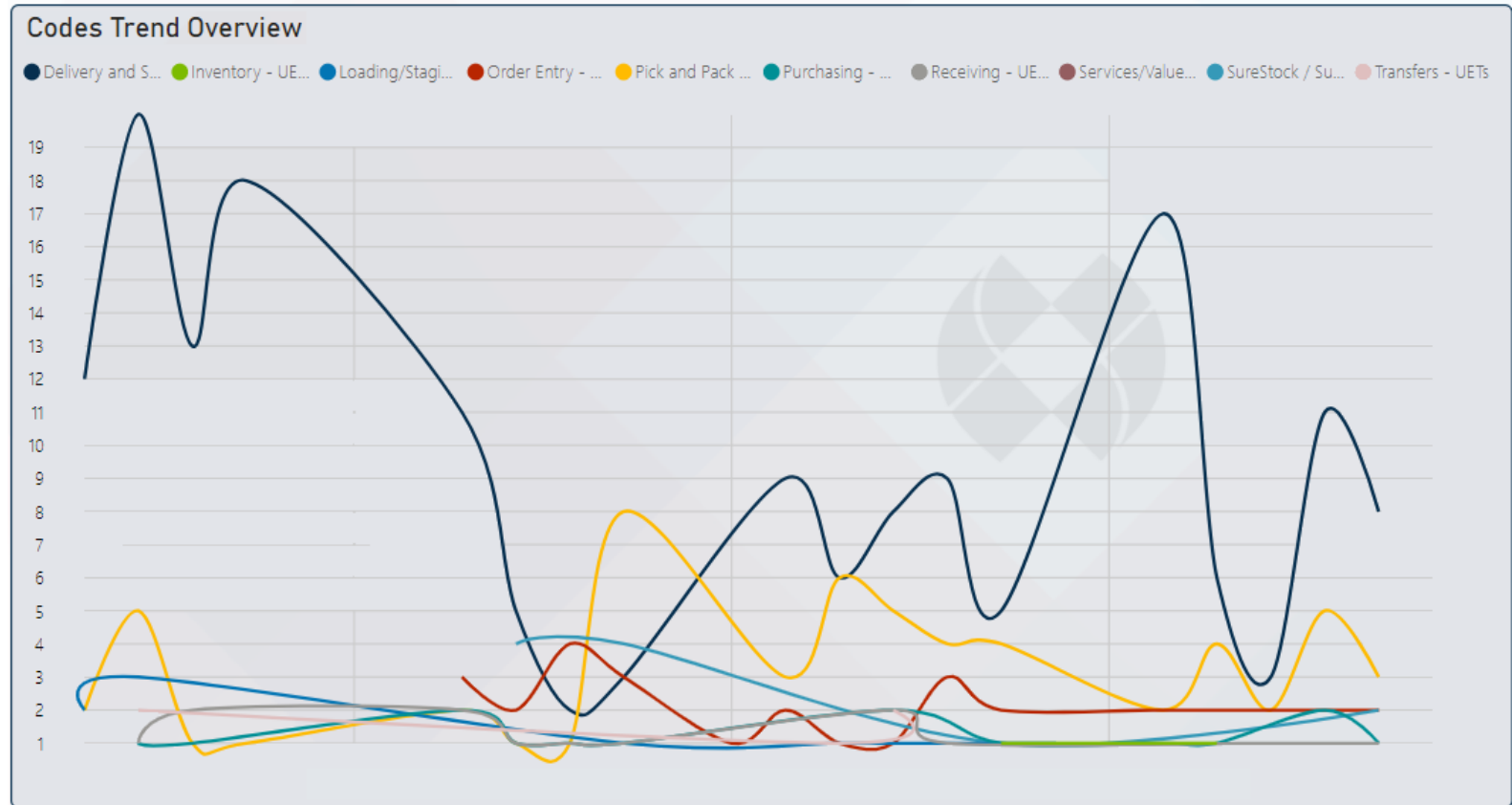


# Managing Performance



OneSource

Non-Conformance  
Tracking



Visual Edited for Sharing

# We Speak the Same Language

