

EPROCUREMENT SOLUTIONS

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2016 Update

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Current Trends

The eProcurement and Source-to-Pay marketplace has changed considerably since Calyptus Consulting Group first compiled a list of providers in 2008. Technology change, vertical integration, and an increased focus on providing a full suite of tools have resulted in numerous vendors, both large and small, offering competitive solutions. The increased use of electronic invoicing and supplier networks has also allowed specialist vendors to provide many of the same capabilities as the large eProcurement vendors. The most significant trends since 2008 include:

- An increased use of web-based and cloud services to deliver Software as a Service (SaaS) solutions across the full spectrum of eProcurement and Source-to-Pay tools.
- Market consolidation through major acquisitions such as SAP Ariba and IBM Emptoris.
- More providers offering a full suite of services from hosting online supplier networks and catalogs to managing advanced RFx sourcing events with decision optimization tools.
- Increased use of supplier management and eInvoicing services.

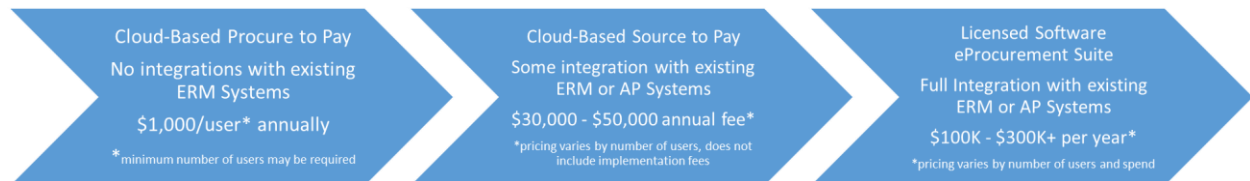
As the market continues to evolve, firms are expected to continue focusing on providing complete end-to-end solutions that assist procurement professionals in driving value for their organization. We anticipate a continued shift towards web-based and cloud SaaS applications, a larger focus on using analytics to drive strategic thinking, and further automation of procurement processes throughout the entire value chain.

For this update Calyptus Consulting Group has provided a product matrix of eProcurement providers indicating core product features as well as company profiles for each featured solution.

Pricing and Implementation

Pricing

The trend towards web-based and cloud SaaS applications has reduced the overall cost to implement eProcurement. Organizations can choose to implement stand-alone modules or an entire suite of application tools with prices varying based on the modules selected, number of users, and required integration with existing ERP and AP systems as shown below:



Discounts may be offered when purchasing full suite solutions. Opportunities for cost savings are highest for firms that are implementing eProcurement and eInvoicing solutions for the first time or for those buying licensed software products. There is less opportunity to negotiate the more strategic modules such as spend analysis and contract management tools.

Implementation

The timeframe for implementation varies based on several factors such as whether firms implement a web-based solution or licensed software product and the level of integration needed with existing systems. Common barriers to successful implementation include problems with integration to backend systems, difficulty getting suppliers set up in the new system, and a lack of end-user adoption of the new software tools.

Supplier Product Matrix

[illegible]

Company Name	eSourcing	eProcurement	Category Management	Spend Analysis	eAuction	SCM	Contract Management	Catalog Management	eInvoicing	Web-Based/Cloud
Perfect Commerce*	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Proactis*	✓	✓		✓	✓	✓	✓	✓	✓	✓
Puridom*	✓	✓		✓	✓	✓	✓	✓	✓	✓
SciQuest*	✓	✓		✓	✓	✓	✓	✓	✓	✓
SynerTrade	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Wax Digital*	✓	✓			✓	✓	✓	✓	✓	✓

*Firms identified as industry leaders in Gartner's Magic Quadrant for Procure-to-Pay Suited for Indirect Procurement, March 2015

Provider Listing

A.T. KEARNEY – PROCUREMENT & ANALYTIC SOLUTIONS

www.atkearneyprocurementsolutions.com

222 West Adams Street
Chicago, IL 60606



Company Description:

A.T. Kearney Procurement & Analytic Solutions provides comprehensive strategic services and solutions to clients seeking to improve procurement and supply chain performance, develop in-depth, analytical solutions and understand how emerging collaboration and Web 2.0 solutions can improve business performance. Services and solutions are focused on accelerating and streamlining the sourcing and supply management process, such as spend reduction and category procurement solutions, detailed data models and analytics, collaborative technologies and market-driven templates and insights. A.T. Kearney Procurement & Analytic Solutions augments the strategic sourcing expertise of A.T. Kearney, one of the world's largest and fastest-growing management consulting firms.

Core Functionalities:

Strategy development, RFx administration, Reverse Auctions, Sourcing Surveys, Spending analysis, Contract Management, and Product Lifecycle Sourcing.

Solutions and Features:

- Category Solutions & Market Intelligence
- Collaboration Enablement & Process Reengineering
- Low or Best Cost Country Sourcing
- Logistic Supply Chain Management Solutions
- Predictive Analytics
- Procurement & Sourcing Effectiveness
- Procurement & Sourcing Technologies
- Spend Analysis
- Supplier Performance & Relationship Management

Target Markets and Key Customers:

A.T. Kearney's target market is medium and large enterprises. Key clients include Motorola, Volkswagen Group, and Dell.

**Company Description:**

Aravo delivers a centralized on-demand solution that gives companies the speed, visibility, and scalability they need to effectively onboard and manage their supplier base. Aravo has a sole focus on supplier information management. Aravo provides software and cloud-based application services that help large organizations manage their supply chains and logistics, integrate computer systems, and collaborate with buyers, suppliers, and service partners. The company's Aravo 10.0 supplier relationship management software platform includes tools for cross-enterprise workflow management, global team management, collaboration, communications, and reporting and analytics.

Core Functionalities:

Catalog Management or Supplier/Transaction Network - Supplier Information Management, workflow and approval processes, and role-based dashboards.

Solutions and Features:

Aravo Enterprise is comprised of eight modules: Aravo Risk Management, Aravo Credentials & Compliance, Aravo Performance Management, Aravo Spend Visibility, Aravo Sustain, Aravo Discover, Aravo Enable, and Aravo Enforce.

Create risk management programs by providing a unified view of supplier risk across locations and markets. Allows for the tracking, management, and reporting of supplier performance, utilizing key performance indicators, scorecards, and customizable metrics.

Target Markets and Key Customers:

Aravo's target market is medium to large enterprises. Key clients include Adobe, BAE Systems, BD, BHP Billiton, Boston University, Chemours, Cisco, Comerica, DuPont, General Electric, HermanMiller, Konica Minolta, Lloyds Banking Group, Michael Kors, P&G, salesforce, Sanofi, Selex ES, and Unlever.

ARIBA (SAP)

www.ariba.com/

807 11th Avenue
Sunnyvale, CA 94089



Company Description:

Ariba, Inc. is the leading provider of spend management and sourcing solutions. Ariba helps companies analyze, understand, and manage their corporate spending to achieve increased cost savings and business process efficiency. The Ariba Sourcing Solution is a software-as-a-service solution that provides tools for strategy development, sourcing and negotiations, and monitoring and managing suppliers and agreements. This platform is complemented by the Ariba Network, an extensive supplier database of over 2 million businesses providing access to industry-leading technology, process expertise, and community-shared best practices. The Ariba Network provides sellers with the ability to manage catalogs, bids, purchases, and invoices while providing buyers with the ability to search for suppliers, negotiate savings, procure goods and services, and track spend. Ariba is now part of the SAP AG, the largest producer of enterprise-applications software.

Core Functionalities:

Spend and supplier management, spend analysis, supplier discovery, sourcing, contract management, supply chain collaboration, supplier management, payables management, RFX creation and management, bid optimization and decision support, supplier response management, category management, sourcing analysis and reporting, supplier intelligence, FreeMarkets: reverse auction solution.

Solutions and Features:

- **Ariba Spend Visibility** – provides classification support, enriched supplier data from Dun and Bradstreet, analysis and reporting, peer benchmarking, and best-practice guidance.
- **Ariba Network** – connects buyers with product and service suppliers utilizing supplier search functions, RFX management, centralized award management, facilitated collaboration, and configurable dashboards.
- **Ariba Sourcing Solutions** – suite of tools providing RFX management, sourcing lifecycle automation, automated workflow and approval-routing, sourcing event support, and category-intelligence.
- **Ariba Contract Management** – ability to create standard and non-standard contract templates, gain contract visibility through alerts and configurable reports, track contracts through a central repository, manage renewals through milestone notifications, utilize e-signatures, and manage contract compliance.

Target Markets and Key Customers:

Ariba's target market is large enterprises. Key clients include Alcoa; ExxonMobil; Owens Corning; Airbus, AstraZeneca, Bristol-Myers Squibb, Dutch Railways, The Home Depot, General Dynamics, and Honeywell FM&T, JPMorgan Chase, Reed Elsevier.

**Company Description:**

BasWare is a global provider of Purchase to Pay and e-invoicing solutions and has one of the largest electronic invoicing networks in the world. The solution connects buyer and supplier payment processes through the Basware Commerce Network, an open and interoperable network that authenticated buyers and sellers can use. The network automates invoice processing and ties invoice information to payment within a secure, closed environment. Enterprise Purchase to Pay Solution (EPP) delivers value by providing compliance and control, as well as fast return on investment. Built-in intelligent best practices, process automation, and powerful exception management increase efficiency and reduce costs. The solution automates client organization's procurement, invoice handling, and travel and expense management process.

Core Functionalities:

Purchase to Pay, e-procurement, accounts payable automation, invoice automation, and travel & expense management solutions

Solutions and Features:

- **Purchase to Pay** – automated invoice handling process including invoice to PO matching, invoice approval, and forecasting tools to manage working capital and cash flow.
- **E-Procurement** – Consumer style shopping experience with one-click catalog purchasing, configurable workflows for compliance and control, actionable spend and procurement analytics with data visualization.
- **E-Invoicing** – ability to send and receive invoices through the open commerce network, provides integration to existing financial management systems, buyer and supplier portal and activation services, supports multiple invoice formats, and has the ability to convert invoices to purchase orders.
- **E-Orders** – Electronic exchange of purchase orders, confirmations, and changes between buyers and suppliers for improved visibility and collaboration.
- Global Electronic Payment.

Target Markets and Key Customers:

Basware's target markets are mid-size and large enterprises (industrial and services companies). Key clients include Daimler, Heineken, Sonic, Tyco, Toyota, Philips, ABB, Penguin, Colliers, Pronaca, Pentair, Accor, AMS, and Panasonic.

BIRCHSTREET SYSTEMS

www.birchstreet.net

1301 Dove Street, Suite 300
Newport Beach, CA 92660



Company Description:

BirchStreet Systems provides global, multi-facility enterprises a complete procure-to-pay automation solution using cloud-based technology. Their software focuses on improving business processes by integrating eProcurement, AP Automation, Inventory Control, and Reporting and Analytics modules. BirchStreet's procure-to-pay automation system is a fully integrated, end-to-end business process which starts with identifying suppliers, continues to ordering and receiving, and ends with payment. The technology enables workflow efficiency, spend visibility, and financial controls through business process improvements and by narrowing compliance gaps.

Core Functionalities:

Electronic POs and requisitions, online request for quote, online receiving, supplier catalog management, workflow approvals, data warehouse and analytics tools, AP interface, eInvoice, and inventory control tools.

Solutions and Features:

- **eProcurement** – tailored to entities with multiple locations; includes catalog management, requisition and PO creation, approval workflows, receiving tools, and invoice integration with accounts payable. Ability to track expenditures by project.
- **AP 3-Way Auto-Match** – systems compares POs, receiving documents, and invoices to determine accurate payment amounts; automates the matching process based on customized matching rules and automates payment for conforming documents.
- **Inventory Control** – tracks and costs perpetual inventory at multiple locations, integrates with eProcurement module to increase process automation.
- **Reporting and Analytics** – contains customizable reports to create key metrics and track spend, inventory, and data across multiple locations.

Target Markets and Key Customers:

BirchStreet's target markets are in the hospitality, casino, restaurant, country club, and healthcare industries. Key clients include Hilton Worldwide, Marriott Hotels, Hyatt Hotels, Four Seasons, Interstate Hotels & Resorts, Omni Hotels, Starwood Hotels & Resorts, Fairmont Hotels & Resorts, and Campbell's Soup.

**Company Description:**

BravoSolution is a leading international provider of eSourcing solutions serving clients in over 70 countries. The integrated strategic procurement platform allows customers to drive financial performance, build procurement organizational excellence, manage risk, and influence innovation. BravoSolution has pioneered the development and promoted the use of new web-based tools and services aimed at improving the efficiency and effectiveness of the sourcing process, from requirements definition and supplier scouting to online request for quotation and dynamic negotiations.

Core Functionalities:

Savings management, spend analysis, supplier value management, sourcing tools, contract lifecycle management, supplier catalogs, purchasing management, and invoice management.

Solutions and Features:

BravoAdvantage 16 is a full suite, strategic procurement platform with enhanced Procure-to-Pay and Savings Management functionality.

- **Savings Management** – streamlines data collection, ability to manage, track, and communicate achieved savings.
- **Spend Analysis** – ability to manage costs, compliance, and risk; aggregates spend data from multiple systems, cleanse and classify data, perform multi-dimensional analysis.
- **Supplier Value Management** – provides summary data on supplier interactions; creation of fact-based improvement plans for continuous supplier development.
- **Sourcing and SourcingPlus** – create, issue, and evaluate sourcing events via a secure online solution; move from RFx to eAuction.
- **Contract Lifecycle Management** – ability to negotiate and manage contracts within an online environment; visibility across the entire organization to improve tracking, negotiation, and contract administration activities and ensure compliance.

Target Markets and Key Customers:

BravoSolution's target market is major organizations, globally. Key customers include Veolia, McDonald's, Premier Healthcare Alliance, L'Oreal, Ferrero, BBC, Hilton Hotels, Unilever, and Bosch and Siemens Holding.

**Company Description:**

Coupa Software provides Software-as-a-Service applications for financial services, food and beverage, healthcare, oil and gas, retail, and technology industries worldwide. It offers spend management, procurement, invoicing, contract management, sourcing, and supplier network solutions. Coupa also provides a set of applications that extends the spend management functions of existing ERP systems. Coupa can integrate to one or many ERP's such as SAP and Oracle as well as others. Forrester Research rated the company as a leader in eProcurement.

Core Functionalities:

Coupa's Unified Spend Suite includes procurement, invoicing, expense tracking, sourcing, inventory, contracts, spend analytics, open business network, and supplier management modules.

Solutions and Features:

- **Procurement** – provides consumer e-commerce tools to conduct supplier transactions electronically including PO management and approval routing workflows; the module includes design elements aimed at increasing end user adoption.
- **Invoicing** – utilized 2-way or 3-way matching rules to automatically process invoices and electronic payments to suppliers; includes tools for handling exceptions and approving invoices from mobile devices.
- **Expenses** – tools for capturing expense data and automated expense reporting using mobile devices.
- **Sourcing** – cloud-based source to pay solution including RFx creation and sourcing event management.
- **Inventory** – inventory management and tracking software system that provides real-time visibility into inventory levels across multiple locations; automates fulfillment and includes discrepancy reports and asset tagging tools.
- **Contract Management** – online contract management software system that provides a secure centralized contract repository.
- **Analytics** – includes both standard and customized reporting capabilities utilizing built-in dashboard tools.
- **Open Business Network** – supplier catalog management portal and vendor self-service tool.
- **Supplier Information Management** – tools for supplier information and certifications

Target Markets and Key Customers:

coupa's target market is major organizations, globally. Key customers include Salesforce, Sanofi, Swiss Re, American Express, Land O'Lakes, and UBS.

Company Description:

In October 2015 Ista, Selectia, and b-pack combined under one brand: Determine, Inc. to provide a single platform for procure-to-pay, contract management, and supply management solutions. The company's goal is to improve contract workflows across complex enterprises, make compliance paramount, and simplify management through oversight, accessibility, and transparency. Determine's integration of eSourcing, supplier management, and spend analytics with its original Contract Lifecycle Management tools provides companies with the clarity needed to transform spend and supplier information into process efficiency and realized savings.

Core Functionalities:

Spend analysis, procurement analytics, eSourcing, supplier information management, supplier performance management, contract lifecycle management, contract discovery and analytics, eProcurement, catalog management, and invoicing.

Solutions and Features:

- **Strategic Sourcing** – provides spend analysis tools to transform disparate spend data into consolidated dashboards which present normalized and classified spend data; procurement analytics tools to identify interrelated information such as sourcing, spend, contracts, supplier profiles, scorecards, and third-party data; eSourcing tools including RFx uploads, category templates, proposal comparison, sourcing event management for sealed bids and both forward and reverse auctions, and decision optimization.
- **Supplier Management** – ability to organize supplier information and develop measurement tools to maximize value and mitigate risk; tools to align goals and drive KPIs by aggregating profiles and third-party supplier information.
- **Contract Management** – full set of tools to management contract requests, authoring, negotiation, approval, execution, obligations, renewals, auditing and reporting, and contract amendments; provides enterprise-wide visibility and control over all contracts allowing stakeholder collaboration and increased process efficiency.
- **Procure to Pay** – consolidates all direct and indirect purchasing activity within a single application, automatic requisition system; provides an integrated e-commerce and catalog platform as well as catalog and invoice management tools.

Target Markets and Key Customers:

Determine's target market is small to large enterprises. Key customers include Aon, Cambridge Health Alliance, Cobalt International Energy, Dannon, endo Pharmaceuticals, First Transit, Foot Locker, Kroger, McKesson, Prudential, Office Depot, Sony Music, and Time Warner Cable.

**Company Description:**

DSSI is a recognized leader in the procurement services industry offering a full range of solutions to augment the indirect procurement requirements of organizations. DSSI's source-to-pay services are configurable to desired specifics and provide access and support to customers and suppliers. Standard interfaces allow services to be provided with customized levels of legacy system interaction. The company has in-depth expertise in the manufacturing industry, where their services provide a significant and sustainable approach to reduce material and service costs, decrease process costs and improve operational service levels.

Core Functionalities:

Performance baselining, sourcing and category management, catalog content management, purchase to pay transaction processing, performance and compliance management, and purchasing support including requisitions, purchase orders, RFx, spot buys, inquiries, claims, invoices, receiving, store room, payments, reporting, item data management, and vendor managed inventory.

Solutions and Features:

- **Administration Module** – allows users to set up locations, cost centers, GL accounts, budgets, shipping addresses, carrier account numbers and optional storeroom related information. This section also allows the administrator to maintain user information including spending limits, approving limits and default approvers.
- **Requisition Module** - access to a pre-negotiated catalog including search capabilities. Allows users to place requisitions across multiple suppliers.
- **RFQ and Spot Buy Module** - allows users to obtain best pricing for new items that are not currently available in the catalog or on items where current pricing has expired.
- **Payment Settlement Module** - provides access to invoice information.
- **Supplier Performance Module** - provides an extensive view of suppliers' performance including RFP response timing, order confirmations, shipping performance and catalog content information. Additionally, trend analysis is available for charting.
- **Customer Support Module** - allows users to initiate and track support requests online.
- **Store Room Management Module** - allows users to manage stock items along with their associated inventory levels, provides item level flexibility supporting various units of measure, reorder methods including min/max, audit tools and reporting.

Target Markets and Key Customers:

DSSI's target market includes manufacturing companies of all sizes. Key customers include Johnson Controls, Dura, Modine, Bobcat, Chrysler, Delphi, and Metadyne.

Company Description:

DNBi Supply Management Solutions provides critical operational and financial information about global suppliers with predictive analytics in a hosted Web environment. This on-demand supply risk management solution provides highly actionable insights to help users proactively manage risk, improve on-time performance, drive quality improvements, and take corrective action before supply disruptions occur.

Core Functionalities:

Supplier diversity data, supply data services, supplier risk management, supply base analysis, supplier assessment and scorecards, and corporate compliance solutions.

Solutions and Features:

- **Supplier Risk Manager** – online subscription to manage supplier relationships to mitigate risk and reduce costs.
- **Supply Data Services** – batch service to clean, link, and enrich supplier records with additional data and analytics to support supplier management strategy.
- **Supplier Diversity Data Services** – database with socio-economic, small business, and diversity classifications to meet government and industry mandates.
- **Compliance Solutions** – customizable application with configurable workflow and automated processing for monitoring, tracking, auditing, and storing data for decision support.
- **Supplier Portal** – tool for gathering and storing key information on suppliers from client data and D&B commercial database. Aggregate, validate, and enrich supplier information.
- **Scorecard Module** – supply base analysis tool including supplier profiles and aggregated view of risk by level of severity.
- **Supply Base Analysis Module** – Tool to view snapshots of risk, diversity, and compliance information within the supply base. Data visualization capabilities to identify opportunities and corrective actions.

Target Markets and Key Customers:

D&B's target markets are medium to large sized organizations. Key customers include Autodesk, Bank of America, Balfour Beatty, CDW, Houghton International, Kyocera, Adobe, Pitney Bowes, Toshiba, and Tyco.

Company Description:

EC Sourcing Group offers an internet-based e-Sourcing suite designed to facilitate a standardized, highly efficient, and best practices approach to Vendor Management and Strategic Sourcing. The FlexRFP tool automates supplier negotiation and related time-intensive tasks such as baseline data analysis, vendor qualification and on-boarding, bid management, collaborative communication, document exchange, and iterative bid analysis. EC Sourcing Group was founded by former strategic sourcing professionals with a focus on developing tools and services that are flexible, easy to use, IT friendly, and supplier friendly.

Core Functionalities:

Spend analysis, RFX and esourcing, reverse auctions, contract management, supplier management, and needs assessment.

Solutions and Features:

- **FlexRFP** – RFP management software
 - Spend Analysis – ability to aggregate data from different host applications and build and analyze custom datasets.
 - eRFX/Sourcing – includes comprehensive bid templates and offers full supplier questionnaire and survey abilities with optional scoring.
- **Reverse Auction Software Solutions** – ability to manage bids from standard commodities to complex total cost of ownership formula-based purchases and includes features to link with the eRFX module.
- **Contract Management Solutions** – allows automation of the entire contract lifecycle, includes a centralized contract repository and the ability to manage and track all types of contracts and business agreements.
- **Supplier Management Solutions** – assess vendor capabilities, financial solvency, product/service quality, and pricing.

Target Markets and Key Customers:

EC Sourcing Group targets small to medium enterprises. Key customers include Liz Claiborne, Benjamin Moore & Co, Atlantic Health Systems as well as clients in construction, financial services, manufacturing, medical services, and retail apparel industries.

**Company Description:**

Elcom is a provider of eProcurement solutions for organizations as diverse as schools and universities, medical facilities, emergency services, law enforcement, government administration agencies, and utilities. Elcom's mission and goals are to break through the traditional technology silos that have made it difficult for buyers and suppliers to transact in a seamless and cost-effective way by providing solutions that are open and promote interoperability between trading partners. The company works with clients to ensure that buyers, approvers, managers, finance and IT staff are properly enabled and self-sufficient in the use of the solution through comprehensive training and documentation. This assistance extends through to suppliers, recognizing the importance of not only addressing the needs of the buying organization but also delivering benefits for suppliers. Elcom's e-procurement solutions help address the needs of suppliers by providing a flexible set of tools and processes for both large and small suppliers to interact with buyers.

Core Functionalities:

Elcom's core product, PECOS, is a cloud based e-procurement solution offering procure to pay, e-invoicing, and sourcing applications including eRFx, eAuction, market insights, and supplier identification and qualification.

Solutions and Features:

- **Procure to Pay** – process purchase requisitions, purchase orders, goods receipts, invoices, and returns; includes multi-level electronic routing and management of approvals, and tracking spend against budget.
- **eInvoicing** – automatic processing of electronic invoices, match to purchase orders and receipt notices, and advising users on readiness for payment.
- **Supplier Identification and Qualification** – research existing supplier database and access to Dunn and Bradstreet company database
- **Request for Information** – links directly into the eAuction and RFP functions providing a short list of suppliers and creating a seamless bid process
- **Requests for Proposal** – ability to create RFPs, weight sections, and complete scoring and sensitivity analysis; provides a full audit trail to track buyer and supplier activity.
- **eAuction** – used to manage bid auctions with hard close or extended close options.
- **Market Insights** – ability to identify key data and metrics such as commodity pricing and track trends.

Target Markets and Key Customers:

Elcom's target markets are small and medium sized enterprises. Key customers include Tennessee Valley Authority (TVA), University of Glasgow, and the Oakland Unified School District.

EMPTORIS (IBM)

www.emptoris.com

200 Wheeler Rd.

Burlington, MA 01803



Company Description:

Emptoris, now part of IBM, is a leading provider of strategic supply, category spend, and contract management solutions. IBM Emptoris Strategic Supply Management solutions help procurement organizations improve performance, capture sustainable cost savings, mitigate risks, improve compliance, and directly impact financial performance. Emptoris focuses on supply and contract management software solutions that empower enterprises to realize best value and accelerate profitable growth.

Core Functionalities:

Program management, supplier lifecycle management, spend analysis, sourcing, contract management, and service procurement. Featured capabilities include contract management and source to pay.

Solutions and Features:

- **Program Management** – provides a framework to monitor procurement programs including budget and savings initiatives; ability to monitor, measure, and track program activities against goals and objectives; link goals and tasks to specific sourcing events and contracts; track and report on savings achieved by project or task.
- **Supplier Lifecycle Management** – allows users to mitigate risk using customizable risk definition and modeling capabilities, consolidate supplier intelligence, define and monitor supply management processes, and rationalize the supply base with a focus on spend and development of strategic supplier relationships.
- **Spend Analysis** – ability to consolidate, cleanse, and classify spend data from across dispersed and disparate systems; can provide enterprise-wide spend visibility, enriched spend data, and improved data accuracy.
- **Sourcing** – provides automated sourcing events from reverse auctions to complex multi-stage negotiations; provide both broad and granular visibility into corporate sourcing data.
- **Contract Management** – covers all stages of the contract lifecycle from creation, execution and discovery through renewals, renegotiation, performance monitoring and analysis; enables companies to actively manage all types of contracts, including enterprise, procurement and sales contracts.
- **Services Procurement** - enables companies to procure, control and manage complex outsourced services more effectively, including contingent labor; automates and streamlines the full procurement lifecycle for third-party services categories, including temporary labor, time and materials, and statement of work (SOW) service projects, such as IT outsourcing and business consulting.

Target Markets and Key Customers:

Emptoris targets medium to large sized enterprises and some of their key clients include Delta Airlines, Keyspan, Motorola, Kohler, Heinz, and United Healthcare.

Company Description:

Epicor is a global leader dedicated to providing industry-specific business software designed around the needs of manufacturing, distribution, retail, and services organizations. Employing a service-oriented architecture (SOA) and Web services technology, Epicor offers a comprehensive range of services with its solutions, providing a single point of accountability to promote rapid return on investment and low total cost of ownership. Epicor offers support and development centers in all of its major operating regions to help ensure that customers receive a high quality product and service.

Core Functionalities:

Enterprise Resource Planning, Financial Management, Project Accounting, Production Management, Warehouse Management, Supply Chain Management, Supplier Relationship Management, Customer Relationship Management, Retail Management, Sales Management Service Management, Product Data Management, Planning and Scheduling, Human Capital Management, Enterprise Performance Management, IT Service Management, Project Portfolio Management, Governance Risk Compliance, Professional Services Automation, and Business Process Management.

Solutions and Features:

Epicor offers an extensive range of SCM software as part of their end-to-end ERP solutions. Epicor Procurement is a Web-based purchasing solution that allows clients to manage their own buying within the framework of defined business rules and works with the core Epicor system as the Web-based face to inventory control. Working together with the Epicor Supply Chain Management suite, Epicor Procurement provides visibility to stock and the ability to generate orders to stock and stock transfer requests. Key features of Epicor's SRM Software include:

- Integration of strategic sourcing, dynamic pricing, and complex auctioning capabilities.
- Ability to Buy, sell, or source direct and indirect materials, goods, services, or spot purchases.
- Automated workflow for accelerating approvals.
- Total control of catalog management and policy enforcement.

Target Markets and Key Customers:

Epicor targets middle and large market companies in Manufacturing, Distribution, Retail and Hospitality and Services industries. Key customers include Ace Energizer, JeldWen, and North American Lumber.

Company Description:

Exostar is a leader in secure cloud-based solutions that improve identity access management, collaboration, and supply chain management for regulated industries. Founded in March 2000, Exostar was established by BAE Systems, Boeing, Lockheed Martin, Raytheon and Rolls-Royce to streamline their supply chain. Today, Exostar works with over 100,000 organizations in more than 150 countries worldwide. In 2014, Merck joined the founders to simplify and secure intellectual property (IP) exchange in the life sciences industry utilizing Exostar's solutions.

Core Functionalities:

Inventory management, order management, demand planning and forecasting, logistics management, spend management, reverse auctions, RFQ, sourcing, eProcurement, and B2B Integration.

Solutions and Features:

- **Inventory Management** – synchronized end-to-end processes for vendor managed inventory across all participants in the value chain including suppliers, logistics providers, regional carriers, and freight forwarders.
- **Order Management** – configurable process flows for procurement processes including purchase orders, BPOs, shipment notices, receipts, and invoices; exception management and master data management.
- **Demand Planning and Forecasting** – provides consolidated visibility and automated exchange of demand and supply information between all partners.
- **Logistics Management** – end-to-end visibility from PO, shipment notices, invoices, routes, and lead times; provides dynamic calculations of expected arrival times at different logistics control points, enabling quick and early identification of late shipments to final destinations; Calculates estimated arrival and departure dates according to predicted lead times for all shipments, and identifies current and potential delays.
- **Spend Management** – provides data on global spending levels to enable increased opportunity awareness, improved tracking and analysis to reduce spending, insight into purchase price variances, and reduced sourcing and contract management costs.
- **eSourcing** – ability to gather pricing and other information from current and prospective suppliers, conduct complex reverse auction and RFx activities, compare supplier capabilities, and drive process rigor amongst buyers.

Target Markets and Key Customers:

Exostar specializes in the Aerospace and Defense industry and manufacturing companies in that industry. Key clients include Boeing, Northrup Grumman, BAE Systems, United Technologies, Rolls-Royce, Merck, AstraZeneca, Lockheed Martin, Bell Helicopter, Honeywell, Raytheon, HP, Allison Transmission, Mitsubishi, Barclays, and GE Aviation.

Company Description:

GEP is a procurement solutions company, providing practical, effective services and software that enable procurement leaders to maximize their impact on business operations, strategy, and financial performance. GEP offers a complete, unified sourcing and procurement platform encompassing spend analysis, sourcing, contract management, P2P, and supplier management. The software tools cover the end-to-end requirements of medium to large sized organizations, at the transaction layer (P2P), the strategic layer (sourcing and supplier relationship management), the governance layer (spend compliance) and the analytics layer (spend dashboard).

Core Functionalities:

SMART by GEP is a unified procurement platform offering spend analysis, savings tracking, sourcing, contract management, supplier management, and procure-to-pay.

Solutions and Features:

- **Spend Analysis** – cleanses, validates, classifies, and reports spend data from all source systems resulting in accurate, actionable information with granular, item-level visibility across the enterprise.
- **Savings Tracking** – ability to plan and roll out discreet savings projects or an entire cost-reduction program; allows users to define the scope and establish savings targets for every strategic sourcing program; tracks results and measures savings performance.
- **Sourcing** – includes tools to evaluate suppliers, author new RFPs, and award contracts; ability to collaborate across offices and leverage supply markets.
- **Contract Management** – tools to bring together procurement, legal, sales and other stakeholders across the contract life cycle in one intuitive, easy-to-deploy contract administration, management and compliance solution; ability to author, collaborate and aggregate contracts in a central repository that supports performance and savings tracking, contract administration and compliance management.
- **Supplier Management** - single database of suppliers across all the procurement functions; ensures traceability and real-time visibility of supplier performance.
- **Procure to Pay** – includes item search, invoice matching, and payment authorization; access to supplier catalogs, hosted/contracted catalogs, and commercial catalogs.

Target Markets and Key Customers:

GEP's target market ranges from medium to large sized organizations in the private and public sectors. Key customers include Rite Aid, AstraZeneca, Maersk, Starwood, DuPont, Cox, Boston Scientific, and Duke Energy.

Company Description:

Hubwoo is a global provider for Source-to-Pay electronic solutions and Supplier Network Management, connecting companies through cloud-based, comprehensive spend management and collaborative business process automation solutions for goods and services through its business network. Global solutions integrate with any ERP or financial system to drive adoption, compliance, and savings. The Business Network has more than 150 large enterprise buying customers, 130 million cataloged items, and 300,000 daily users in more than 70 countries.

Core Functionalities:

Spend analysis, supplier qualification, sourcing tools, auction, contract management, catalog, invoicing, reconciliation and payment processing, and services approval. System integration with SMART, Oracle, SAP, PeopleSoft, Ariba, Microsoft Dynamics AX, JD Edwards, and Infor.

Solutions and Features:

- **The Business Network** – easily find suppliers that meet organizational criteria, solicit bids, and negotiate contracts. Gain access to global firms, access extended supplier information, solicit electronic quick quotes or full RFx.
- **eSource** – allows all global sourcing activity to be managed in a single desktop application. Complete cloud-based negotiation solution that encompasses project management, RFx creation, auctions, supplier management, and constraint-based optimization.
- **eContract** – cloud-based contract life cycle management application that provides a centralized electronic database of all contract types. Supports repeatable processes for contract authoring including best practices and legal standards.

Target Markets and Key Customers:

Hubwoo's target market is mid-size and large organizations, globally. Key customers include Caterpillar, BASF, Honeywell, Shell, Michelin, Nationwide, Campbell's, Bombardier, Dow, Citgo, Philips, Infosys, and Kone.

IBX BUSINESS NETWORK

www.ibxplatform.com

400 Broadacres Drive, 4th Floor
Bloomfield, NJ 07003



Company Description:

The IBX Group was acquired by Capgemini in 2010 and now operates as the IBX Business Network. IBX provides on-demand software for sourcing and procurement that increase spend under management and improve compliance. IBX delivers a complete set of services and solutions for efficient purchasing, providing support for the sourcing, procurement, and payment processes. IBX believes that the right procurement solution can have a positive impact on a business, not only operationally but also strategically. This is achieved by catering to the needs of the CTO (by building on existing technology investments while introducing Cloud-based solutions and quick implementation times) the CEO (via increased profitability and better transparency) and HR (via minimal training, increased user satisfaction and retention).

Core Functionalities:

Spend analytics, contract management, eSourcing, contract compliance and optimization, RFx tools, sourcing event management, cloud-based purchase to pay, electronic invoicing, and supplier networking. Managed service offerings including implementation, change management, supplier services, training, and onboarding are also available through in-house consultants.

Solutions and Features:

- **IBX Source-to-Contract** – includes spend analytics, contract management, and eSourcing tools such as spend implementation and data refresh, contract compliance and optimization services, and RFx and sourcing event management.
- **IBX Purchase-to-Pay** – cloud-based solution that automates and supports the entire purchase to pay process; includes automated RFx tools, end-user request management, e-invoicing, and supplier self-service; all spending is captured within the system.
- **IBX Supplier Network** – includes catalog management, advanced search capabilities, supplier interaction tools, profile management, quote and bid features, and order and invoice management services; suppliers register through a self-service interface and buyers can invite and collaborate with suppliers.

Target Markets and Key Customers:

IBX targets enterprises of all sizes. Key customers include Ericsson, SEB, Volvo Group, Duette Post World Net, Skanska, Novo Nordisk, Warner Brothers, and Luftansa.

Company Description:

i-Faber is a subsidiary of Unicredit providing web-based procurement services. I-Faber offers customized IT solutions, available as software as a service, in order to support customers throughout the entire purchasing process. It operates a digital marketplace that offers negotiation processes, document management services, auction and bid monitoring, supply chain integration software, and order management tools.

Core Functionalities:

Supplier qualification and evaluation management, catalog purchasing management, organization of tenders for electronic supply, auction sales, definition and management of supply contracts, order and delivery management, invoice management, and purchase monitoring.

Solutions and Features:

- **SOLVE** – Vendor management solution enabling integrated and shared management of approved vendor lists; ability to manage unsolicited proposals, completion of pre-qualification questionnaires, qualification process management tools, and supplier performance monitoring.
- **E-Catalog** – allows for the automatic creation of catalog orders and management of purchasing requests; web-based interface allows business units to choose goods and services from the electronic catalog.
- **Negotiation and Contract** – suite of tools enabling on-line processing of all procedures related to solicitations from advertisement to contract award; on-line management of the entire purchasing process from requisition to negotiation and order creation.
- **Contract Management** – tools to manage the entire contract life cycle from development to termination; ability to internally share and streamline purchasing contracts, define templates and best practices, and create a company contract archive.
- **JOINET** – supplier collaboration solution enabling order life cycle management and monitoring to streamline information exchange between buyers and suppliers.
- **Procurement Dashboard** – online contract dashboard with full visualization of target KPIs.

Target Markets and Key Customers:

i-Faber targets medium to large organizations, including food and beverages, banking and insurance, industrial goods, chemical-pharmacy, construction and engineering, oil and gas, telecom, and utilities and services.

**Company Description:**

Ivalua is a leading provider of spend management cloud solutions. Ivalua customers realize savings by improving visibility, streamlining and standardizing processes, and increasing Procurement and Finance productivity. The Ivalua Buyer 8 platform provides a full suite of tools to fit the needs of procurement, sourcing, supplier management, and contracting processes. The company's complete suite of end-to-end procurement modules is built on a common code base allowing for accelerated performance, simplified deployment, and increased stability across all functions and roles.

Core Functionalities:

The Ivalua suite includes modules for supplier management, sourcing, contracts, procurement, invoicing and purchasing intelligence.

Solutions and Features:

- **Supplier Management** – provides all supplier information in a single integrated database; includes supplier onboarding and qualification tools and alerts and notifications for missing credentials.
- **Sourcing** – tools to manage all types of sourcing events from spot bids to full strategic sourcing, RFx preparation, proposal evaluation, and awards.
- **Contracts** – central repository for providing visibility in all contracts throughout the organization, ability to manage and automate contract renewals, price changes, expirations, and terminations.
- **Procurement** – tools for creating and approving requisitions, placing orders, tracking contracted expenses, managing receipt and fulfillment activities, and tracking expenditures against budgets.
- **Invoicing** – ability to capture invoices electronically, reconcile against orders, receipts, and payment vouchers, and manage and track expense reporting.
- **Purchasing Intelligence** – cube-based spend analysis tools including automated processes for data cleansing and classification.

Target Markets and Key Customers:

Ivalua targets medium to large organizations. Key clients include Denny's, Whirlpool, Scotiabank, Serta, FannieMae, Select Medical, CACI, SpaceX, Generali, Sheridan, DelTaco, and Veolia Environmental.

MOAI TECHNOLOGIES

www.moai.com

100 First Avenue, Suite 900
Pittsburgh, Pa 15222



Company Description:

Moai Technologies' family of solutions include logistics, sourcing, procurement, spend management, contract management, quality management, and wide variety of Global commerce solutions. Moai Technologies' comprehensive e-Sourcing solution allows for the continuous management of the sourcing process by enabling companies to connect spend analysis, sourcing process management, sourcing management, and contract management functions within the organization. Moai's CompleteSource™ is designed to be flexible and scaleable, and offers comprehensive e-Sourcing consulting services, including limited or full-service e-Source hosting or enterprise software.

Core Functionalities:

Spend analysis, sourcing management, contract management, eRFx, reverse auctions, multi-stage negotiations, and decision support.

Solutions and Features:

- **Spend Analysis** – ability to view and analyze purchasing spend data across complex, multi-location, and multi-purchasing organizations; includes a data warehouse repository, content data management, pricing data management, supplier data management, and ad-hoc purchasing activity analysis and reports.
- **Sourcing Management** – ability to create online negotiation scenarios that are unique to a particular organization, business practice or industry; includes detailed RFx using multi-line, multi-parameter bidding, weighted scoring, total landed cost model, reverse auctions and sealed bids, bid comparison tools, and data management functions.
- **Contract Management** - provides companies with the ability to manage supplier relationships and the resultant contracts, terms, conditions, nested obligations and complex pricing that are unique to a particular organization, business practice, or industry; includes enterprise-wide contract standardization and contract compliance management tools.

Target Markets and Key Customers:

Moai Technologies target market is Global 2000 enterprises and mid-sized to large companies. Key clients include General Electric, Eastman Chemical, UPS, Cessna Aircraft, Bell Helicopter, Merrill Lynch, Textron, Target Department Stores, Mervin Stores, Traconi, Boise Cascade, Office Max, and large government customers.

Company Description:

Newtron AG provides process optimization and automation solutions. The company offers eProcurement and supplier relationship management solutions as well as consulting services, managed procurement projects, and project management. Newtron's applications and services offer customized solutions to companies seeking to take control of their sourcing & procurement processes. The company's focus is on automating procurement processes for direct goods and new product development. Newtron's solution is also suited for capital goods and for indirect MRO goods, in which the purchase volume is high enough to warrant strategic sourcing, rather than catalog buying. It is especially strong in the automotive and plant engineering sectors.

Core Functionalities:

Inventory management, material management, catalog management, eProcurement, electronic requisitions, service procurement, billing, and invoicing, RFx creation, sourcing event management, auctions, contract management, and supplier relationship management. SAP and other ERP integration is also available.

Solutions and Features:

- **eProcurement** – trading platform that includes catalog purchasing from multiple suppliers and flexible approval and authorization workflows; includes both vendor managed and customer managed inventory functionality, electronic requisitioning, and billing and invoicing tools.
- **eSourcing** – RFx system that supports the overall solicitation workflow including RFx creation, invitation, and system-supported offer evaluation and contract award; includes auction tools for reverse auctions and sealed bids and contract management tools.
- **Supplier Relationship Management** – includes tools for supplier self-assessment, supplier evaluation, quality management, advanced product quality planning, complaints management, risk evaluation, and reporting.

Target Markets and Key Customers:

Newtron targets middle market companies with a focus in Europe. Key clients include Husqvarna Group, Axel Springer, Quehenberger logistics, Bitburger, VAC, Resch Frisch, Grammer, Schon Klink, Benning, BiLFINGER, Post, and Gegenbauer.

Company Description:

Oracle is a leading enterprise software company providing a range of tools for managing business data, supporting business operations, and facilitating collaboration and application development. Oracle Fusion Applications is an open, standards-based enterprise application system that can be integrated into a service-oriented architecture designed to help companies improve performance, lower cost, and realize improved results. Oracle Fusion Procurement provides a full suite of procurement tools designed to provide intelligence to understand spending patterns, employee expenses, and supplier performance. It uses analytics to pinpoint opportunities and monitor trends while integrating sourcing with contract management.

Core Functionalities:

Sourcing tools, negotiation workflows, spend and data analytics, contract management, procure to pay including invoice matching, and supplier management.

Solutions and Features:

Oracle Fusion Procurement is a modular suite of procurement applications designed to work as a complete procurement solution or as modular extensions to existing procurement applications; includes analytics, sourcing, and contract management capabilities

- **Sourcing** –includes negotiation planning, guided negotiation creation, online supplier negotiations, collaboration tools, consolidated view of sourcing activities, spreadsheet support for supplier responses and award analysis, and award analysis tools.
- **Procurement Contracts** – enterprise contract management, guided contract creation, deliverable tracking tools, and contract deviations management.
- **Self Service Procurement** – module for managing employee requests for goods and services; includes catalog management, requester analytics, flexible accounting rules, and tools to enforce contract compliance and improve efficiency.
- **Purchasing** – provides support for centralized, decentralized, and hybrid procurement organizations; includes multi-currency and multi-language support, order processing and change management tools, and the ability to control approvals by amount, business unit, account segment, item, category, and location.
- **Supplier Qualification Management** – organizes supplier data into meaningful qualifications, ability to survey suppliers, and leverages internal and external data sources.
- **Supplier Portal** – web-based supplier self-service with consolidated supplier work area, supplier agreement collaboration, change order management, and electronic invoicing.

Target Markets and Key Customers:

Oracle is a very large enterprise software company with a large share in their markets. Their target market ranges for small and medium sized companies to large enterprises. Key clients include Citibank, Ford, Neiman Marcus, 7-11, IRS, Fagor, Achilles, Kodak, and Revlon.

PERFECT COMMERCE

www.perfect.com

2713 Magruder Blvd, Suite A
Hampton, VA 23666



Company Description:

Perfect Commerce provides procurement, sourcing, and supplier network software and services to the enterprise and public market sectors. Perfect Commerce offers a complete procurement software solution set through its software as a service (SaaS) platform, which consists of applications and services that deliver immediate efficiencies to all types of customers. These solutions work with virtually any existing procurement or ERP system - including SAP, Oracle|PeopleSoft and others.

Core Functionalities:

Contract lifecycle management, control and compliance, spend analysis, catalog content management, eCommerce management, sourcing event and auction management, invoicing, and supplier networking.

Solutions and Features:

- **PerfectAnalyze** - scalable, flexible, and secure spend-analysis solution that provides procurement departments with full visibility into enterprise-wide spending.
- **PerfectSource** - sourcing solution that supports supply chain management with RFx management and control that allows users to conduct competitive online events in real time; supports both RFx and auction events; includes a supplier scorecard module and centralized solution to manage all requests for sourcing activities.
- **PerfectContract** - allows users to automate contract creation, streamline approval and authorization workflow, centralize contract content, monitor upcoming renewals, report and analyze contract data, and improve overall contract compliance.
- **PerfectShop** - catalog management solution that provides customers with a robust, user-friendly shopping experience for indirect purchasing.
- **PerfectProcure** - provides easy-to-use, enterprise-wide, self-service purchasing; includes module for automated receipt processing and approval.
- **PerfectInvoice** - automates key invoicing functions to enable more efficient processing and faster approval of invoices.
- **eCommerce** - suite of specialized B2B hosted solutions that enable large sellers to manage all their purchasing, supply chain, and payment requirements.

Target Markets and Key Customers:

Perfect Commerce targets medium to large sized organizations. Key clients include Valeo, Sain-Goban, New York State, Marathon, Manpower, Honeywell, PG&E, Johnson Controls, L'Oreal, and Rolls Royce.

PROACTIS

www.proactis.com

35 New England Business Center Drive
Suite 230
Andover, MA 01810



Company Description:

PROACTIS is a leading provider of cloud based spend management, source to contract, purchase to pay, and supplier commerce solutions. PROACTIS specializes in helping organizations improve operational and financial performance by improving the way they buy all types of goods and services. The company serves clients in commercial industries as well as the public sector and not-for-profit organizations. PROACTIS' Spend Control and eProcurement offerings offer a highly integrated, modular suite of solutions to reduce cost, improve efficiencies, and mitigate risk.

Core Functionalities:

Supplier management, sourcing, contract management, content management, purchasing, invoice receipt, invoice processing, employee expenses, supplier network, electronic commerce, and eMarketplace.

Solutions and Features:

- **Source to Contract** – includes supplier relationship management tools to assist in structuring and streamlining the entire supplier lifecycle; offers sourcing event management tools, RFX management, quick quote, eAuction, and public posting modules; provides a central contract repository, event monitoring, and performance analysis for managing the contract lifecycle; content management tools such as supplier catalogs, contract items, and services.
- **Purchase to Pay** – includes modules for creating and releasing purchasing documents such as requisitions and purchase orders, purchasing workflows, receiving, automated invoice matching, validation, and payment authorization, and employee expense management tools.
- **Supplier Commerce** – provides a complete supplier network and eMarketplace to manage supplier catalogs and allow users to buy items from key suppliers; ability to streamline transactions with suppliers through eCommerce tools.

Target Markets and Key Customers:

PROACTIS targets medium to large sized organizations globally. Key clients include Clarins Paris, Cancer Research UK, NHS, Trident, IMI Critical Engineering, CBRE, Wolseley, and AppWales.

Company Description:

Puridiom provides procurement and AP automation and solutions for medium to large organizations of all industries. Puridiom offers self-service procurement tools that enable cost control, spend visibility, and increased contract compliance. From front-end requisition and approval workflows, to comprehensive procure-to-pay solutions, Puridiom's tools can help clients analyze and find the best solutions for their organizations. Puridiom offers clients a choice of cloud-based or on-premise platforms, full integration with existing ERP systems, support for all spend categories, and implementation strategy consultation.

Core Functionalities:

Spend analysis, bid evaluation, procure-to-pay, eProcurement, sourcing, contract management, invoicing, outsourcing, accounts payable, inventory management, and travel expense management.

Solutions and Features:

- **eProcurement** – Requisition, purchase order and approval workflow processes including requisition entry, creation, and modification; integrates with existing ERP and accounting systems; ability to create any type of request.
- **Procure to Pay** – provides end-to-end process automation tools in a comprehensive all-in-one product; includes self-help tools and modular design.
- **Sourcing** – includes RFx engine, online collaboration, bidding events including auctions, questionnaire-based analysis, best and final negotiations, and approval workflows throughout the entire process.
- **Contract Management** – offers contract document generation, document repository and contract warehousing, milestone and event tracking, approval workflow routing, contract templates, contract history and audit trail, supplier contract performance, and contract reporting and analysis tools.
- **Invoicing** – automates the receiving and recording of invoices, includes invoice matching and electronic payment tools.
- **Inventory** – tracks and manages bin locations, forms management, monthly usage and forecasting tools, backorder capabilities, and order tracking tools.

Target Markets and Key Customers:

Puridiom targets medium to large sized organizations. Key clients include Hershey Foods, Gillette, Blue Shield of CA, General Electric, and Kroger.

Company Description:

SciQuest is a leading provider of cloud-based business automation software for spend management offering industry-specific functionality, content, and supplier connections. SciQuest helps clients streamline business processes, improve contract compliance, and capture value beyond savings. In September 2013, SciQuest acquired CombineNet, a leading provider of advanced sourcing software. The acquisition expanded SciQuest's strategic sourcing capabilities with an advanced tool that improves procurement decisions for complex spend categories.

Core Functionalities:

Spend analytics, sourcing, supplier management, eProcurement, inventory management, contract lifecycle management, and accounts payable.

Solutions and Features:

- **Spend Director: e-Procurement Software** – supplier enablement, catalog management, contract compliance tracking, and end-user shopping platform.
- **Spend Radar** – spend analysis software including visual reporting and spend analysis module and consolidated spend categorization.
- **Sourcing Director** – ability to create events, manage bids, and award contracts electronically. Includes configurable workflows, RFx templates, content libraries, and auto scoring for supplier questionnaires.
- **Advanced Sourcing Optimizer** – ability to collect and evaluate multiple price and non-price data elements simultaneously. Includes a guided workflow to create strategic eSourcing events, ability to prompt suppliers to provide more competitive RFP and E-Auction responses, create and compare what-if bid analysis scenarios, and decision tools based on cost, value, risk, and business rules.
- **Total Contract Manager** – end-to-end contract management software with tools to increase visibility and accessibility to contracts across the entire organization.
- **Total Supplier Manager** – automated supplier management from discovery, information gathering, registration, qualification and selection, to risk and performance management.
- **Accounts Payable Director** – fully automated accounts payable process, includes dashboard of AP activity, comprehensive audit trail, and self-service supplier invoicing portal.

Target Markets and Key Customers:

SciQuest's target markets range from small to large enterprises. Key customers include Toshiba, Safeway, Eastman Chemical, Kimberly-Clark, Levi's, and multiple institutions of higher education.

SYNERTRADE

www.synertrade.com

205E 42nd street - 20th Floor
New York NY 10017



Company Description:

SynerTrade S.A. develops and implements software technologies to increase companies' innovative potential, competitiveness, and productivity for medium-sized companies. The company offers operative procurement, strategic procurement, collaboration, controlling, sustainability, risk management, and supplier management. It also provides consulting services in the areas of interim management, operative purchasing, strategic purchasing, cost reduction program, e-sourcing strategies, and reorganization processes. The company's product suite comprises various applications for business processes in product development and life cycle management; purchasing and supply chain; and performance management and controlling.

Core Functionalities:

Category planning, RFx and tendering, contract management, auction, catalog management, order tracking, procure to pay, inventory management, supplier management, spend analysis, and supplier scorecards.

Solutions and Features:

- **Source to Contract** – tools for implementing material group strategies, tendering solicitations, conducting auctions, creating custom RFx documents and award scenarios, and contract management.
- **Procure to Pay** – ability to manage supplier catalogs, track global procurement processes and information throughout the value chain, implement electronic procurement and invoicing processes, and managing, entering, and tracking managed inventory assets.
- **Supplier Management** – provides a complete supplier database, automated supplier registration and qualification, supplier assessment tools, and solutions for creating and managing supplier measures and managing quality.
- **Spend** – ability to create cash flow based analysis at the individual document level; includes tools for measurement, analysis, and monitoring of purchasing performance and supplier scorecards.

Target Markets and Key Customers:

SynerTrade targets medium to large sized organizations. Key clients include Alstrom Transportation, Sodial, Shiseido, Leifheit, and Engie.

Company Description:

Wax Digital is a leading provider of eProcurement solutions in the UK, delivering source to pay solutions to mid and large sized organizations around the world. Wax Digital's web3 software solution is available via the cloud on a modular basis or as a comprehensive, standalone suite. The company focuses on providing seamless integration with existing back-office and ERP systems. Key system benefits include data visibility, supplier management, improved compliance, full audit capabilities, and lower administration, improved adoption, and coherent analytics.

Core Functionalities:

eSourcing, contract management, supplier relationship management, savings tracking, supplier information management, and analytics.

Solutions and Features:

- **eSourcing** – ability to setup and conduct electronic tenders and auctions and manage supplier data, contracts, and supplier relationships through an easily accessible cloud platform.
- **Contract Management** – centralized cloud-based contract management solution that can be used to streamline approval and review processes and analyze and communicate contract data; provides a fully auditable solution.
- **Supplier Relationship Management** – tools for evaluating, on-boarding, and monitoring suppliers; includes supplier profile management, centralized supplier performance repository with scorecards and KPI tracking, and project management tools.
- **Savings Tracker** – ability to create savings tracking documents based on sourcing events, record and monitor savings agreements with suppliers, track spend against savings benchmarks, and analyze estimated savings against actual spend.

Target Markets and Key Customers:

Wax Digital targets medium to large sized organizations. Key clients include Nissan, Sungard, Virgin Atlantic, soverign, British Sugar, Thomas Cook, and the World Wildlife Fund.

Selecting a Provider

Given the level of market fragmentation and large number of providers offering similar solutions, organizations must consider a variety of factors when choosing the right eProcurement tools to implement. Here are thirteen key questions to consider:

1. Is my organization looking for a cloud-based solution or on-site installation?
2. Does my eProcurement solution need to interface with existing ERP and Accounts Payable systems?
3. Which eProcurement functions have the most potential to impact my operations and drive organizational efficiencies?
4. Am I interested in using the full suite of Source-to-Pay tools or just a few key modules?
5. What level of implementation support does my organization need?
6. Are additional consulting services something I might want to take advantage of in the future or am I just looking for software tools?
7. How scalable does the solution need to be to accommodate future organizational growth?
8. Will access to an existing supplier network provide value to my organization or do I want to establish my own supplier catalog portal?
9. How much will my internal processes have to change to maximize the benefits of using an eProcurement tool?
10. What functionality does my organization require to ensure end user adoption?
11. What is my required return on investment for implementing an eProcurement solution?
12. Will I need additional data protection and back-up services from my selected provider?
13. How complex do I anticipate it will be to implement a solution? How many systems will I need to integrate?