

Making e-Business Happen: Research on Solution Providers

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Executive Summary

In the past decade, implementing systems such as eSourcing and eProcurement has become a widely accepted business practice to automate supply management activities and to develop a transparent supply chain. As organizations of all types and sizes continue to undertake strategic supply management initiatives, they should consider the best available “eSolutions” in Strategic Supply Chain Management, Procurement, Sourcing, Auctions, Supplier Management, and Contract Management. Various incentives driving strategic sourcing and “eSolution” initiatives range from lowering transaction costs to improving compliance and spend visibility in the supply chain. Automation in supply management is now viewed as necessary to effective, world-class excellence.

An organization’s selection of a provider begins with a decision for hosted/installed or on-demand solutions and ends with which features and offerings are required for their needs. The supplier landscape for the eSourcing and eProcurement market is very diverse. Calyptus researched such 39 solution providers ranging from local to global to international companies. Of the providers researched some offer specific capabilities such as eSourcing or eAuction, while others offer many elements as part of their offering suite or a comprehensive SRM offering and some that offer eSourcing and eProcurement capabilities within a collaborative product lifecycle management environment. Calyptus’ ‘Making e-Business Happen: Research on Solution Providers’ report includes a Supplier Product Assessment Matrix, an easy tool that shows worldwide supplier capabilities in the following categories: eSourcing, eProcurement/eRequisitioning, Category Management, Spend Analysis, eRFx, eAuction, Supplier Performance Management, Contract Management, and ePayables. Some of those suppliers are women-owned enterprises as well as international organizations. The matrix is followed by detailed descriptions of each provider including general company and contact information, the providers’ core functionalities, their solutions and solution features as well as a brief description of their target markets and key customers.

Supplier Product Assessment Matrix

Company Name	eSourcing	eProcurement/ eRequisitioning	Category Management	Spend Analysis	eRFX	eAuction	Supplier Performance Management	Contract Management	ePayables
Acuity Sourcing	✓		✓		✓	✓	✓		
A.T. Kearney- Procurement Solutions	✓		✓	✓	✓	✓		✓	
Aravo							✓		
Ariba (Procuri)	✓	✓	✓	✓	✓	✓	✓	✓	✓
BasWare		✓	✓		✓		✓	✓	
B2B Centrum/Intelligo					✓	✓			
BravoSolution (Verticalnet)	✓			✓	✓	✓	✓	✓	
cc-hubwoo	✓	✓	✓	✓	✓	✓	✓	✓	✓
Combine Net	✓	✓		✓	✓	✓	✓		
Dun & Brandstreet			✓	✓			✓		
DSSI		✓	✓	✓	✓			✓	✓
EC Sourcing Group, Inc.	✓		✓	✓	✓	✓			
eDynaQuote	✓			✓	✓	✓			
Elcom	✓	✓		✓					
Emptoris	✓		✓	✓	✓	✓	✓	✓	
Epicor		✓	✓	✓	✓	✓	✓		✓
Exostar	✓	✓			✓	✓	✓		
Fogbreak				✓			✓	✓	
Global eProcure		✓		✓	✓	✓		✓	
Healy Hudson	✓	✓	✓		✓		✓		
i2	✓			✓			✓	✓	
lasta	✓		✓	✓	✓	✓			
IBM Global Services	✓	✓	✓				✓		
IBX (Portum)	✓	✓	✓			✓	✓		
ICG Commerce	✓	✓	✓	✓	✓	✓	✓	✓	✓
i-Faber		✓		✓	✓	✓	✓	✓	
Ketera (IBM Partner)		✓	✓	✓	✓	✓	✓	✓	
Moai Technologies	✓			✓	✓			✓	
newtron	✓				✓	✓			
NewView Technologies		✓			✓		✓		
Oracle		✓	✓	✓	✓		✓	✓	✓
Perfect Commerce		✓	✓	✓	✓	✓	✓	✓	
Prorizon		✓	✓	✓			✓	✓	
Purchasing Net, Inc		✓	✓		✓	✓	✓		✓
Quadrem		✓	✓	✓	✓	✓	✓		✓
SAP		✓	✓	✓	✓		✓	✓	
SynerTrade	✓			✓	✓	✓	✓	✓	
Verian Technologies		✓	✓		✓		✓	✓	✓

Acuity Sourcing™ - Procurement Strategies, Inc.

<http://www.acuitysourcing.com>

2300 Montana Avenue, Suite 430

Cincinnati, OH 45211

(513) 385-9555

**Company Description:**

Acuity Sourcing™ is a business unit of Procurement Strategies, Inc. ("PSI"), a woman-owned small business enterprise based in Cincinnati, Ohio. Acuity Sourcing™ provides its clients with progressive procurement solutions. Since inception in 2004, Acuity has been providing strategic procurement solutions for business, school and government clients seeking world-class value from their supply chain. Acuity helps these organizations cut costs and improve performance through its specialized technology and services.

Core Functionalities:

On-demand application with enterprise-level sourcing and supplier management tools in an extremely flexible, low-cost package

Solutions and Features:***Solutions:***

Sourcing Project Management, Sourcing Category Management, expediSOURCE™ (A web-based software application that is modeled after Acuity's approach to services)

Features:

Auction Management, Bid Management, Custom User Interface, Customizable Fields, Customizable Functionality, Customizable Reporting, Data Import/Export, Forms Management, Legacy System Integration, Mobile Access, Reporting, Solicitations, Supplier Management

Target Markets and Key Customers:

Middle market companies, school districts and governments (Representative: Top Ten US Financial Institution, City School District with 71 schools serving nearly 37,000 students, County Government with a population of 335,000 across 467 square miles)

A.T. Kearney- Procurement Solutions

<http://www.atkearneyprocurementsolutions.com/>

222 West Adams Street

Chicago, Illinois 60606

(312) 648-0111

**Company Description:**

The software company formerly known as eBreviate was purchased by A.T. Kearney and is now part of A.T. Kearney Procurement Solutions. A.T. Kearney Procurement Solutions provides comprehensive strategic procurement services to clients with needs that range from tactical cost savings to outsourced strategic sourcing services to complete procurement transformation. The company provides comprehensive strategic procurement services to clients with needs that range from tactical cost savings to outsourced strategic sourcing services to complete procurement transformation. A.T. Kearney Procurement Solutions augments the strategic sourcing expertise of A.T. Kearney, one of the world's largest and fastest-growing management consulting firms.

Industry Specialties:

Aerospace & defense, Automotive, Communications & media, Consumer industries & retail, Financial institutions, Government, High tech & electronics, Pharmaceuticals/health care, Process industries, Transportation & travel, Utilities

Core Functionalities:

Strategy development, RFx administration, Reverse Auctions, Sourcing Surveys, Spend analysis, Contract Management

Solutions and Features:***Solutions:***

Sourcing Support Solutions, Spend Reduction Solutions, Category Procurement Solutions, Collaborative Solutions, Technology Solutions

Features:

Categorized Spend Data, Savings Opportunity Assessment, Recommended Sourcing Implementation Plan, eSourcing Spend Management Technology, Opportunity Identification, eAuction, Category Profiles, Supplier Communications Support, Negotiations Support, Recommended Award Scenarios

Target Markets and Key Customers:

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

Aravo

<http://www.aravo.com/solution/>

400 Montgomery St., Ste. 1040

San Francisco, CA 94104

(415) 292-0840

**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 Internet 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 3.0 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

Solutions and Features:***Solutions:***

AravoSIM: provides real-time, global views into all supplier information and processes, delivering standardization, supplier self-service, and visibility across the source-to-pay lifecycle

AravoSustain: offers the first commercially available, web-based sustainability program management platform, ensuring brand protection, risk mitigation and compliance across the global supply chain

Features:

Automation and management of the entire supplier information lifecycle; Green Sourcing and Procurement

Target Markets and Key Customers:

Aravo's target market is medium to large enterprises. Key clients include Accenture, Oracle, States of Florida and North Carolina and US Navy

Ariba

<http://www.ariba.com/>

807 11th Avenue

Sunnyvale, CA 94089

(650) 390-1000

**Company Description:**

Ariba, Inc. is the leading provider of spend management solutions. Ariba helps companies analyze, understand, and manage their corporate spending to achieve increased cost savings and business process efficiency. Ariba Enterprise Sourcing is a strategic sourcing platform that supports sourcing collaboration and requirements development, multiple negotiation options, and complex bid analysis. This core platform is complemented by an extensive supplier database and a growing number of “category sourcing kits,” which include commodity-specific market and supplier intelligence, and process templates. Ariba Enterprise Sourcing is a key component of Ariba Spend Management which combines analysis, sourcing, and procurement functionality to automate the spend life cycle.

Core Functionalities:

RFx, Auction, Analysis, Contract management, Supplier intelligence/ FreeMarkets: reverse auction solution/ “market-maker” operations/ Ariba Enterprise Sourcing, Ariba Category Management, Ariba Analysis solutions

Solutions and Features:***Solutions:***

Ariba Enterprise Sourcing is differentiated by its functionality breadth and by Ariba’s accompanying supplier-profile database and library of category sourcing kits. However, Ariba Enterprise Sourcing will prove most compelling as an integrated component of the Ariba Spend Management suite. The suite gives Ariba an edge in its ability to support broader Total Cost Management (TCM) initiatives, spanning analysis, sourcing, and procurement execution.

Features:

QuickSource: a hosted self-service solution that empowers buyers to initiate and fully manage online negotiations with suppliers.

Ariba Enterprise Sourcing: an extensive sourcing platform that supports collaborative requirements development and complex bid analysis; knowledge and process management; and flexible and integration negotiation formats, including weighted, multi-parameter, multi-line item RFx, and reverse auctions.

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

BasWare

www.basware.com

60 Long Ridge Road
Stamford, CT 06902
(203) 487-7900

BasWare

Company Description:

BasWare is a global provider of Enterprise Purchase to Pay and Financial Management solutions. Headquartered in Finland, the company has 8 subsidiaries in Europe and the US and over 60 value-added resellers in 30+ countries. BasWare 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:

Enterprise Purchase to Pay: a suite of procurement, invoice automation and travel & expense management solutions that work together to meet client specific requirements from purchase to pay

Solutions and Features:***Solutions:***

Purchase to Pay, Procurement solutions is a suite of off-the-shelf applications that consist of: BasWare Purchase Management, Supplier Portal and Catalog Feeder solutions. These solutions come with built-in best practices for purchasing, including catalogs and standardized methods for service and one-time-purchasing. BasWare's built-in best practices help manage, control and automate Purchase-to-Pay process.

Features:

Multi-company, Multilanguage environment, Catalog management, Product and product group management, Catalog and non-catalog buying, Contract management, Requisition and purchase order management, Multi-level approval process, Automatic orders enabled either by XML or email, Delivery confirmation, Extensive reporting, and Supplier performance tracking.

Target Markets and Key Customers:

Basware's target markets are mid-size and large enterprises (industrial and services companies). Key clients include Panasonic, Novartis, PWC, DHL Express, and Deloitte.

B2B Centrum/Intelligo

<http://www.b2bcentrum.cz/>

Trábohostická 14

100 31 Prague 10

+420 2 6130 5494



The Intelligo logo consists of the word 'Intelligo' in a blue, sans-serif font. A small blue dot is positioned above the 'i' in 'Intelligo'. The logo is enclosed in a thin blue rectangular border.

Company Description:

B2B Centrum a.s. is the leading provider of e-marketplace, e-auction and e-procurement solutions in the Central and Eastern European region. The company creates and operates electronic marketplaces and implements and leases such marketplaces for specific clients. Intelligo is their first electronic marketplace for business-to-business e-commerce. The goal of Intelligo is to increase efficiency during procurement and sales of goods.

Core Functionalities:

B2B System, a software platform for B2B marketplaces. B2B system was developed using technology from Oracle. The software is a private marketplace to those clients who wish to operate their own procurement (e-procurement) or sales (e-sales) B2B marketplace.

Solutions and Features:**Solutions:**

Intelligo, the Company's industry buy-side portal, and GeM (Government eMarketplace) are used by more than 4,000 businesses, government agencies, and other organizations to assist them in managing their purchases. These capabilities, which include implementation, consulting, and technical support plus state-of-the-art technology background enables B2B Centrum to provide complex and at the same time individually tailored buying, sourcing and supply chain solution for both small and medium enterprises and international corporate organizations across wide range of business areas.

Features:

Request for Quotes, Tenders, Reverse Auctions, eProcurement, Catalog Management or Supplier/Transaction Network, and eAuctioning.

Target Markets and Key Customers:

Small and medium sized companies and state authorities. Key customers include major Czech companies like Elektrárny Opatovice, Fakultní nemocnice Brno, GE Capital Bank, Karosa Vysoké Mýto, Královopolská strojírna, Lovochemie Lovosice, Mostecká uhelná, Metro Blansko, Ostroj Opava, Tatra Kopřivnice, Škoda Steel, Vítkovice, ŽŽAS Žďár nad Sázavou, Živnostenska banka.

BravoSolution

<https://www.bravosolution.com/>

Gruppo e Italia - Via Rombon, 11

20134 Milano

+39 02 2105121

**Company Description:**

BravoSolution is a leading international provider of eSourcing solutions. BravoSolution is a major provider of supply management solutions in Europe, with an expanding presence in Asia, helping clients to improve their sourcing process through a balanced combination of technology and professional services. In October 2007, announced acquisition of Verticalnet a leading US provider of on-demand supply management solutions for Global 2000 enterprises and mid-market companies, acquisition will create a US\$60 (EUR40) Million Supply Management Solutions Leader with a strong presence in US and Europe. A firm believer in the strategic impact of internet technologies on buyer-seller interactions, 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:

Global e-Sourcing, Enterprise Sourcing, and Professional Services. Company mission is to assist its clients in the improvement of procurement processes through innovative web-based technologies and services.

Solutions and Features:***Solutions:***

Global e-Sourcing: a fully assisted online negotiation service, Enterprise Sourcing: customized and highly flexible web-based platform design to support the entire sourcing cycle, and Professional Services such as spend analysis and rationalization, category management, global supplier scouting, planning and support of eSourcing programs, online negotiations management, strategic sourcing, procurement category management, market ops support, e-sourcing program implementation, global supplier scouting and e-sourcing education, and developing purchasing best practices.

Features:

Spend Analysis, eRequirements, ePurchaseRequest, eRFx, eAuction, eReporting, eTenderAdvertising, eVendor Management, eCollaboration, eEvaluation, eContract Management.

Target Markets and Key Customers:

BravoSolution's target market is major organizations, globally. Their focus has been in Europe but is moving more aggressively to the US via acquisition of Verticalnet. Key customers include Hilton International, Novartis, Telecom Italia, Vodafone, and Home Office.

hubwoo (formerly cc-hubwoo)

<http://www.hubwoo.com/>

23, rue d'Aumale
75009 Paris - France
+33 1 53 25 55 00

**Company Description:**

Hubwoo is a global provider for Source-to-Pay electronic solutions and Supplier Network Management. The company manages the largest Business to Business eProcurement Community in the world with more than 70 buying corporations (50 of them Fortune 1000) and over 13,000 connected suppliers in 44 countries worldwide. Allows large companies to automate procurement processes, connect with suppliers, access customized electronic catalogs and execute electronic transactions. The company has developed a highly secure infrastructure, built around a high capacity transactions hub, allowing for global operations 24/7/365, with 100% accuracy of transaction tracking and performance monitoring.

Core Functionalities:

Hubwoo covers the entire purchasing process, from Sourcing to Payment. Provide enhanced management of the three main phases of the purchasing process (Sourcing, Procurement and Invoicing) delivering their clients savings on goods and services and reductions on process-related costs. Hubwoo enables purchasing organizations to concentrate on their strategic purchasing mission of supplier relationship management, and automate their business transactions using an integrated suite of tools, processes and services delivered on-demand "Software as a Service" (SaaS).

Solutions and Features:***Solutions:***

e-Sourcing on demand, e-Procurement on demand, e-Invoicing on demand, Content Management, Transactional Hub, Supplier Order Management, Hubwoo Services, and Infrastructure Security

Features:

Hosted eProcurement system that includes the standard functionalities of SAP EBP (Enterprise Buyer Professional) in addition to powerful onDemand features developed by Hubwoo. It can be implemented in dedicated or in shared ASP (Application Service Provider) modes. eSourcing features are Spend Analysis (Data collection, cleaning and concentration, Publication of purchasing data, InfoCubes, Diagnosis, and Strategic and/or tactical recommendations) Sourcing Management (New supplier identification, Access to public e-catalogues, Events management (RFI, RFP, RFQ, auctions and reverse auctions), and Contract Management (Catalog management, Repository implementation, Contract creation system and workflows, and Contract life cycle management)

Target Markets and Key Customers:

Hubwoo has the economies of scale due to large scale implementation projects, and has technology and infrastructure in place allows for eProcurement solutions that facilitate the roll-out and implementation of enterprise-wide indirect purchasing policies. Their target market includes large enterprises and key customers include Shell, Danone, Heineken, and StatOil.

CombineNet

<http://www.combine.net.com/>

15 27th St.
Pittsburgh, PA 15222
(412) 471-8200

**Company Description:**

CombineNet is an advanced sourcing technology company; its optimization-driven solutions deliver the best total cost of goods and services based on the buying organization's business needs while significantly increasing the speed and efficiency of the sourcing cycle. CombineNet has introduced the concept of Expressive Commerce™, an innovative, technology-enabled business practice which combines the best of traditional buyer-seller sourcing negotiation with an advanced online capability to collect and analyze expressive business proposals. Via Expressive Commerce™, buyers and suppliers are collaborating within a richer, more expressive marketplace for communicating demand and supply options for mutual gain. The company's online procurement and strategic decision support software helps companies manage their bulk purchasing processes. Its system allows potential bidders to propose a variety of terms for each deal and then finds the optimal bid based on a given set of parameters.

Core Functionalities:

Advanced technologies for advanced sourcing strategies. CombineNet's optimization-driven Advanced Sourcing Application Platform (ASAP) enables a strategic approach to sourcing, Expressive Commerce™, which combines the interaction and expressiveness of traditional, face-to-face negotiations with an advanced online capability to collect and analyze expressive proposals alongside an organization's business goals and operational constraints.

Solutions and Features:***Solutions:***

On-demand Advanced Sourcing Application Platform, Expressive Commerce™, on-demand commodity sourcing solutions, Packaging Manager™, Services Sourcing Manager, Transportation Sourcing Managers (Truckload Manager, Ocean Manager, LTL Manager, Air Freight Manager), Strategic Sourcing and Planning Consulting

Features:

ASAP as Category specific products or fully custom project-based solutions, Expressive Bidding® where suppliers can provide clients with their absolute best proposals, providing flexibility and creativity in the way they respond to client RFPs, Scenario BuilderSM provides a "What if?" analysis, allowing the sourcing team to analyze supplier proposals in the context of their internal business rules, constraints and preferences. Other features include Item Configuration, RFx/Bid Collection Configuration, Event Management, and RFI/Assessment Creator.

Target Markets and Key Customers:

CombineNet's target markets range from small to large enterprises. Key customers include H.J. Heinz Company, Procter & Gamble, Siemens, and the United States Postal Service.

Dun & Bradstreet Corporation (D&B)

<http://www.dnb.com/>

103 JFK Parkway
Short Hills, NJ 07078
(973) 921-5500

**Company Description:**

DNBi Supply Management combines 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 insight their clients can use to help them proactively manage risk, improve on-time performance, drive quality improvements, and take corrective action before supply disruptions occur.

Core Functionalities:

DNBi Supply Management: a comprehensive application featuring guided navigation and delivery of clear, actionable information. It was designed by supply chain professionals for supply chain professionals. Easily deployed, this application enables rapid time to implementation.

Solutions and Features:***Solutions:***

The DNBi Supply Management solution analyzes and links essential supplier information. Using machine-learning technology, DNBi Supply Management provides real-time insight into supplier conditions and financial stability. DNBi Supply Management supports advanced and comprehensive supply risk management processes for leading manufacturers, by delivering: Predictive alerts, Collaborative research workspace, Supplier assessments, Supply base scorecarding to pinpoint at-risk commodities or supplier groupings, to allocate internal resources where extra attention is most needed, Access to the industry's largest and most actionable database of suppliers worldwide

Features:

DNBi Profiles, D&B Predictive Scorecard, DNBi Alerts, DNBi Research, D&B Supplier Assessments, DNBi Search, Supplier Information Reports, Supplier Locator, Supplier Qualifier Report, Supplier Scope, Supplier Diversity Data Services, Supply Market Analysis, Supply Opportunity Assessments, Supply Optimizer, Supplier On Ramp, and Supply Data Services.

Target Markets and Key Customers:

D&B's target markets are medium to large sized organizations and key customers include Honeywell, Raytheon, Goodrich, United Technologies, and Johnson & Johnson.

DSSI

<http://www.directsourcing.com/>
26261 Evergreen Road, Suite 250
Southfield, MI 48076
(248) 208-8375



Company Description: DSSI, LLC is a global provider of purchasing services. DSSI is an experienced purchasing services company offering a full range of solutions from sourcing management, procure-to-pay processing, and consulting to full BPO outsourcing. DSSI's focus on purchasing and experience interfacing with legacy and existing procurement systems ensures their solutions meet client needs. 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:

DSSI provides client-driven purchasing solutions that range from discrete consulting engagements to a hosted e-procurement suite that provides a comprehensive purchasing infrastructure for clients, buyers and suppliers to transact business online, to complete outsourced purchasing initiatives.

Solutions and Features:

Solutions:

Epic™ is a three-sided, web-based system that allows clients, suppliers and DSSI buyers to transact business online. Epic™ is loaded with functionality including workflows, budget tracking, vendor managed ordering, sourcing, invoicing and status reviews. BuyCentric® is for companies that recognize the competitive advantage of outsourcing non-core activities. DSSI's extensive, best-in-class procurement practices and multi-company spend aggregation positions clients to generate greater cost savings than can be achieved through internal sourcing initiatives. ProCentric™ is for companies looking to tap into DSSI's vast indirect procurement knowledge and capabilities to meet overall purchasing goals. SourceCentric™ is for companies seeking a hosted procurement solution that will enable them to centralize spend, reduce maverick buying and strengthen corporate compliance, as well as eliminate the daily, low-value, transactional grind that typically consumes an indirect purchasing organization.

Features:

Professional Sourcing and Commodity Management, Transactional Processing, hosted eProcurement suite, multi-client aggregation, supplier intelligence and spend category expertise, spend analysis, benchmarking and audit services.

Target Markets and Key Customers:

DSSI's target market includes manufacturing companies of all sizes. Key customers include GD&S Automotive, Modine Manufacturing Company, Jernberg Industries, Inc., Metaldyne, and Atwood Mobile Products.

EC Sourcing Group, Inc.

<http://www.ecsourcinggroup.com/>

18 Cattano Ave, Suite 2B
Morristown, NJ 07960-6846
(866) 353-9737 x808

**Company Description:**

EC Sourcing Group is a strategic sourcing specialist, offering on-demand supply management solutions for strategic sourcing professionals. All of their solutions are developed & supported by former sourcing professionals; resulting in solutions that are easier to learn and use, are robust and intuitive, reflect client day-to-day reality and generate a rapid ROI. Company provides easy-to-use software which requires little training for buyers and no training for suppliers, a collaborative environment for clients and their suppliers, a comprehensive eRFX, easy integration with any ERP, MRP or Legacy System.

Core Functionalities:

EC Sourcing Group provides eSourcing and eAuction solutions to its clients with full eRFX capabilities (RFI, RFP/Q, Auction, reporting, etc.), Document Library, Supplier registration, Supplier profile and management (On-going supplier performance, Risk management, and On-going management of supplier/buyer documents & contracts).

Solutions and Features:***Solutions:***

Strategic sourcing solutions include FlexRFP: Designed to facilitate a disciplined & highly efficient approach to the traditional Strategic Sourcing process, it replaces a collection of disparate, time-consuming tasks that are accomplished with basic tools like Excel, Word and e-mail. / FlexQ2STM: ("Quote to Specification") is ideal for clients moving away from in-house production & moving towards contracting with offshore suppliers.

Features:

Spend management, spend analysis, Data Import and Export, eRFI – supplier scorecard, Buyer & Supplier surveys, Multi-format eRFP/eRFQ, Multiple round bidding with bidder feedback reports, Reverse & Forward Auctions, Soft Auction™ Technology, Direct export to Excel, Project Management Spec. & Document Management, Supplier Registry & Management, Vendor Management, and Contract Management.

Target Markets and Key Customers:

EC Sourcing Group targets small to medium enterprises; \$250 million in sales up to about \$5B in sales and their 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.

eDynaQuote

www.edynaquote.com

Renaissance Centre, 1001 State Street, Suite 1101

Erie, PA 16501

(866) 412-7161



Company Description: eDynaQuote is an association of procurement consultants and project managers who help companies trim costs and better manage procurement. eDynaQuote offers a proprietary, easy-to-use electronic procurement tool, coupled with personal training in strategic purchasing and professional project management for online competitive bidding events. Their Strategic Sourcing Services include Project spend analysis, Commodity categorization, Finding and pre-qualifying new vendors, Complete procurement project management, and Full-service help-desk support. It offers multiple pricing plans: in an unlimited-use annual subscription, 'pay-per-event' model, or a tailored pricing plan. This allows companies of all sizes to take advantage of eDynaQuote's capabilities at a price that fits any budget.

Core Functionalities:

Web based on demand eSourcing Tools, Strategic Sourcing Consulting, Strategic Sourcing Education and Training. Offering different and flexible service levels with options ranging from total project management to self-serve that can be customized to meet client needs based on where a client is on the required solution's learning curve (ProSource, PartnerSource, ProjectSource). eDynaQuote helps governments in specialized issues including legislative authority and restrictions, competitive bidding requirements and processes, and reporting and public disclosure obligations.

Solutions and Features:

Solutions:

Web-based on-demand e-sourcing tools which allow for faster implementation because they are externally hosted and do not require integration and IT support; full array of eRFx services, Strategic Consulting Services provided by eSourcing specialists, and Buyer and Seller Strategic Sourcing Education and Training, Energy Trading Platform

Features:

eRFI, eRFQ, eRFP, Reverse Auctions, Project Management support, Spend Analysis, Bid Opportunity Assessment.

Target Markets and Key Customers:

eDynaQuote targets small to medium size enterprises but has the pricing structures in place to attract any size company. Key customers include XLC Personnel Services, Cathedral Preparatory School, and Gannon University.

Elcom International, Inc.

<http://www.elcom.com/>

10 Oceana Way
Norwood, MA 02062
(781) 762-0202



Company Description: Elcom is an international provider of Commerce Process Management™ solutions for buyers, suppliers and communities of commerce. The company's comprehensive suite of Commerce Process Management™ solutions is used by public and private-sector organizations of all sizes to automate procurement, transact with suppliers, enable online marketplaces and sell goods and services over the internet. 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. Elcom develops world class online managed services for eProcurement and eMarketplaces that enable buyers and sellers to transact seamlessly over the internet and create additional sources of revenue and increase market share for partners.

Core Functionalities:

Elcom's core products and services include application software designed to automate the entire procurement process from sourcing to spend analysis, hosting and application management services including all hardware and software required to operate an eProcurement and eMarketplace system and ongoing support to manage catalogues and designated end users.

Solutions and Features:

Solutions:

Elcom's solutions are used to automate procurement, create online marketplaces and to help suppliers differentiate themselves from their competition. Elcom's suite of Commerce Process Management solutions addresses the markets need for fully featured, and tightly integrated, systems that extend beyond the current generation of on demand spend management or eProcurement solutions and provide both buyers and suppliers with a true online commerce ecosystem.

Features:

An online commerce ecosystem, including spend analysis, eSourcing, eProcurement, online marketplaces, requisitioning, receiving, financial settlement and reconciliation, and order management.

Target Markets and Key Customers:

Elcom's target markets are small and medium sized enterprises. Key customers include Tennessee Valley Authority (TVA), Colectric Partners and eProcurement Scotl@nd.

Emptoris

www.emptoris.com

200 Wheeler Rd.

Burlington, MA 01803

(781) 993-9212

**Company Description:**

Emptoris provides a strategic sourcing solution that enables collaborative, multitier sourcing, and sophisticated bid analysis. Emptoris focuses on supply and contract management software solutions that empower enterprises to realize best value and accelerate profitable growth. Emptoris brings to clients their functionally-rich suite of solutions, as well as domain. Their offer to customers is both software installed on-premise and Software-as-a-Service.

Core Functionalities:

Emptoris ePASS enables sourcing teams to collaborate on demand aggregation, RFx development, and supplier and bid review. The platform also empowers multiple suppliers to segment an RFx and coordinate bids into single and more competitive bid. Emptoris' strength lies in its optimization technology, enabling purchasing professionals to perform complex and constraint-based bid analysis to determine the lowest total cost award strategy that meets corporate business objectives and constraints.

Solutions and Features:***Solutions:***

Emptoris integrates spend analysis, sourcing, contract management, compliance, supplier performance management, and program management solutions in an integrated suite that helps customers optimize their business to quickly and successfully.

Features:

A fully-automated software spend analysis solution, including data aggregation, categorization and analysis, DynamicRFx (Buyer survey, eRFI, eRFP, eRFQ, and eAuction), Contract Management, Supplier Performance Management (Supplier Monitoring, Supplier self-assessment, Supplier Development and Collaboration), Compliance Management and Program Management

Target Markets and Key Customers:

Emptoris targets medium to large sized enterprises and some of their key clients include Boeing, Kraft, American Express, Motorola, Samsung, and GlaxoSmithKline.

Epicor

www.epicor.com

18200 Von Karman Ave., Suite 1000
Irvine CA 92612 USA
(949) 585-4000



Company Description:

Epicor is a global leader dedicated to providing integrated enterprise resource planning (ERP), customer relationship management (CRM), supply chain management (SCM) and professional service automation (PSA) software solutions to midmarket companies and divisions of the Global 1000. Employing a service-oriented architecture (SOA) and Web services technology, Epicor delivers end-to-end, industry-specific solutions for manufacturing, distribution, retail, hospitality and services. 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.

Core Functionalities:

Epicor software includes collaborative applications that link employees, distributors, and suppliers, encompassing operations such as supply chain management, sourcing, and procurement. Epicor's solution suite is very broad, containing 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:

Solutions:

Epicor offers an extensive range of SCM software as part of their end-to-end ERP solutions. Based on an industry leading service oriented architecture (SOA), Epicor SCM is complemented by an array of enterprise capabilities, including customer relationship management (CRM), supplier relationship management (SRM), and supply chain execution (SCE). Epicor Procurement, a Web-based purchasing solution that allows clients to manage their own buying within the framework of defined business rules, 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.

Features:

Epicor offers Sourcing and Procurement software that integrates strategic sourcing, procurement, dynamic pricing, and complex auctioning capabilities. The software offerings enable the buying, selling, or sourcing of direct and indirect materials, goods, services, or spot purchases and automate the process of negotiating the optimal combination of suppliers, products, services, and prices. Self service software with automated workflow, catalog management and policy enforcement, seamless integration with back office applications.

Target Markets and Key Customers:

Epicor targets middle market companies in Manufacturing, Distribution, Retail and Hospitality and Services industries. Key customers include Ace Clearwater, Spuhl AG, and FMS.

Exostar

www.exostar.com

13530 Dulles Technology Drive, Suite 200
Herndon, VA 20171
(703) 793-7800

**Company Description:**

Exostar was originally founded in 2000 to support the complex supply chain and security requirements of the global aerospace and defense industry. Exostar designs, develops, operates and supports a portfolio of products and services deployed in their Trusted Workspace environment and connected to a secure network of over 40,000 companies worldwide. Exostar provides a single point of connection for electronic security, commerce and collaboration for global manufacturers and A&D organizations. The company was founded by Boeing, Lockheed Martin, Raytheon, BAE Systems and Rolls Royce and has the backing of the companies and therefore economies of scale.

Core Functionalities:

Exostar provides Business collaboration, Sourcing, Auctions, Procurement, Supply Chain, and Infrastructure Security to the Aerospace and Defense industry worldwide.

Solutions and Features:***Solutions:***

Exostar's supply chain solutions extend across the lifecycle of the manufacturing process, from sourcing to procurement to complete supply chain execution. Their sourcing platform, SourcePass, helps organizations lower their total cost for goods and services across their entire spend portfolio. Exostar's ProcurePass indirect procurement solution allows companies to purchase goods and services. Their Supply Chain Platform allows companies to gain visibility and control over complex, outsourced supply chains that extend across multiple partner tiers.

Features:

eRFx Module (eRFI, eRFP, eRFQ), eAuction, Bid Analysis & Award Optimization Module, and eSourcing Client Services, eProcurement, Catalog Content Management, real time status of POs and advance shipping options.

Target Markets and Key Customers:

Exostar specializes in the Aerospace and Defense industry and manufacturing companies in that industry. Key clients include U.S. Department of Defense, U.S. Defense Logistics Agency, U.K. Ministry of Defense, Boeing and the other founders: AE SYSTEMS, Lockheed Martin Corp., Raytheon Co. and Rolls-Royce.

Fogbreak Software

www.fogbreak.com

Bishop Ranch 3, 2603 Camino Ramon, Suite 450

San Ramon, CA 94583

(925) 244-6780



Company Description:

Fogbreak provides a compliance platform to automate key controls for procurement, order-to-cash, procure-to-pay, liability and inventory processes for the complex supply chain enterprises (OEM, CM, ODM). Fogbreak solutions are built on an operational compliance platform that uniquely combines and processes business logic from contract terms and business policies with relevant operational transactions. Through improved financial visibility and key control strength, the solutions deliver stronger financial controls, lower compliance cost and risk, and better decision making through improved business intelligence.

Core Functionalities:

Fogbreak specializes in Enterprise Compliance Management and Procurement controls. Core functions include inventory liability management, performance management, order-to-cash control, and procurement controls. An automated approach to controls that reduces compliance costs, accelerates financial reporting, and provides more effective management and decision making.

Solutions and Features:

Solutions:

For manufacturers with significant contract purchasing activities, particularly for direct materials spend with component suppliers and contract manufacturers, Fogbreak Procurement Control provides price compliance with contract terms and key controls for financial reporting. This solution integrates forecasts, purchase orders, inventory and payable transactions with relevant contract terms and policies allowing a manufacturer to effectively implement and control volume based pricing models; enforce supplier contract pricing; and ensure agreed upon service levels.

Features:

Automated price comparison between actual and negotiated pricing, Controls for contract terms and business policies, Best practice terms, alerts and reports, rebate and volume pricing programs tracking, standard contract terms such as Rebates, Volume Pricing, New Price Effective Rules, Date-based Pricing, Inventory Buffers, Flexibility, Cancellation, and Buffer Stock.

Target Markets and Key Customers:

Fogbreak's target market is middle market manufacturing companies with significant contract purchasing activities. Key customers include RadiSys, Symbol Technologies, Plexus, and InoSys.

Global eProcure

www.globaleprocure.com

100 Walnut Avenue, Suite 304

Clark, NJ 07066

(732) 382-6565



Company Description:

Global eProcure is a procurement transformation solutions company, providing Sourcing and Procure-to-Pay (P2P) technologies, on-demand. Global eProcure simplifies technology and leverages a powerful combination of people and innovative processes to 'accelerate' organizational transformation. The full-suite offering of tools and process expertise, enables strategic partnerships with leading global organizations lasting several years, ensuring delivery of value at every step. The software suite is offered in a flexible package, with solution components that match unique transformation goals. 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:

Global eProcure is an extended eProcurement provider offering a "Source-to-Pay" functionality in the solutions. Core offerings are Sourcing and eProcurement Software, Procurement Transformation Consulting services, and Outsourcing solutions.

Solutions and Features:

Solutions:

Accelerated Procurement Transformation (APT) Strategic Sourcing Suite has a modular architecture offering all the critical components of sourcing. Operational Procurement suite is built around "compliance". The software enables conversion of policies and procedures using business rules, and is designed to push user compliance, at every step of the procurement process, to the max. APT Transformation Governance solution is powered by a compliance engine that is pervasive and integrated across the entire Operational Procurement and strategic sourcing suite. APT Dashboard is a single window view into the entire APT suite displaying operational procurement KPIs, Spend Analysis KPIs, Sourcing Project Management KPIs and a lot more.

Features:

Strategic Sourcing: Spend Analysis, eRFx, eAuctions, eContracts, Vendor Management, Project Management; Operational Procurement: eRequisition, eCatalog, eReceipt, eInvoice; Transformation Governance: P2P compliance, Payment compliance, and Vendor Compliance.

Target Markets and Key Customers:

Global eProcure's target market ranges from medium to large sized organizations in the private and public sectors. Key customers include Bell, Sunoco, Amtrak, L'Oreal USA, Phillips International, Lands' End, Amtrak, Department of Health and Human Services, Department of Housing and Urban Development, Department of Justice, and the GSA.

Healy Hudson GmbH

www.healy-hudson.com

Peter-Sander-Str. 32

55252 Mainz-Kastel Wiesbaden

49 (0) 6134 298-0

**Company Description:**

Healy Hudson is one of the leading providers of electronic procurement solutions designed to optimize the procurement processes of private companies and public authorities. Their practical solution platforms catalog procurement, catalog management and public and private tender preparation and publication can be processed quickly, transparently and automatically. Healy Hudson is differentiated by its wide SRM footprint. Its auction capabilities are provided through a partnership with Trade2B. The modularity of their software, their materials management competency, and dependable support enables them to handle nationwide and international roll-outs.

Core Functionalities:

Healy Hudson provides collaborative, multi-tier supplier relationship management (SRM) solutions for enterprises and their B2B supplier networks, focusing on strategic sourcing and ordering. Its SRM suite is designed to give visibility and manage spending across multiple tiers of the supply chain, for purchasing indirect and direct goods and services.

Solutions and Features:***Solutions:***

Healy Hudson's solution platform for public procurement comprises the four modules eVergabe, eBeschaffung, Staging and Portal. These modules can be used individually or as a comprehensive network. Healy Hudson's Private Procurement Platform offers a comprehensive purchasing solution with an user friendly interface. The solution can be fully integrated, communicates via Internet and Intranet and can be leased or bought. Due to this support, customers can concentrate on their key tasks. Three modules, add up to a unique application: Catalog Procurement, Catalog Management and Sourcing Management. All can be accessed via a single application.

Features:

Web based product catalog, approval workflow, fully integrated ordering process, payment and invoice creation; comprehensive support for tenders, workflow management system, eTendering, eBid, eRFI, catalog management, sourcing management, catalog procurement.

Target Markets and Key Customers:

Healy Hudson focuses particularly on medium to large sized organizations in the German-speaking markets of Germany, Austria, and Switzerland. Key clients include DaimlerChrysler, D2 Vodaphone, Dresdner Bank, HypoVereinsbank, Alstom Power, and Texas Instruments.

Company Description:

The company makes supply chain management software used by manufacturers to boost operating efficiency, schedule production and the delivery of raw materials, and collaborate with customers and suppliers. i2's software suites also include applications for related functions such as procurement, customer relationship management, and the integration and administration of public and private electronic marketplaces. In addition to software, i2 offers a number of professional services such as consulting, maintenance, and training. i2 offers sophisticated solutions for managing complex negotiation and analysis in direct materials sourcing environments. A key strength of i2 is its ability to provide a unique combination of functionality, content management, and part and product intelligence to support new product sourcing. i2 Strategic Sourcing should prove most compelling as part of i2 SRM or i2 Value Chain Management suites, enabling enterprises to align and integrate design, planning, sourcing, and execution activities.

Core Functionalities:

i2 solutions are geared toward solving customers' specific business objectives. Each one of i2's solutions is built upon industry best practices and leverages the knowledge of years of experience with thousands of implementations. i2 solutions integrate with data, processes, and systems belonging to suppliers, customers, distributors, carriers, partners, and contract manufacturers. i2 offers solutions in Total Plan Management, Total Channel Management, Total Merchandise Management, Total Inventory Management, Total Supply Management, and Total Logistics Management.

Solutions and Features:**Solutions:**

An i2 Total Supply Management engagement typically begins with a three-to-six week strategic diagnostic process that establishes key objectives, recommends strategies, and establishes best practices and change management initiatives. From there, i2's short-cycle, results-focused engagement models, which are built on a continuous improvement framework, foster rapid and continued incremental supply chain process innovation. i2 Strategic Sourcing is an advanced spending analysis and sourcing collaboration solution; i2 Product Sourcing integrates and organizes disparate spending, part, and supplier data to coordinate sourcing and new product development activities, optimize designs for supply, maximize part standardization and reuse, and, when appropriate, identify and qualify new sources of supply.

Features:

RFx administration, Auctions, Spending Analysis, Supplier Performance Measurement, Contract Management

Target Markets and Key Customers:

i2's target market is medium to large sized global and local organizations. Key clients include Best Buy, Fujitsu Siemens, Honeywell International, DaimlerChrysler, Whirlpool, and Texas Instruments.

lasta

www.iasta.com

11550 North Meridian Street, Suite 250

Carmel, IN 46032

(317) 594-8600

**Company Description:**

iasta is a software and global service provider of cost effective Supply Management solutions. As a leader in On-Demand / SaaS e-Sourcing software and services, they help companies of all sizes and locations make better purchasing decisions. Companies use iasta's product platforms to automate their strategic sourcing processes and provide buyers with the ability to collect and analyze a wide range of supplier information.

Core Functionalities:

iasta offers e-Sourcing software, their feature-rich product platforms deliver cost-effective solutions for spend analysis, e-Sourcing and Supply Management and optimization-based decision support. All platforms complement each other and deliver user control in a real-time manner. The company also provides services to clients to identify the best set of Collaborative Services or User Training programs that will help the team meet its goals.

Solutions and Features:***Solutions:***

A flexible e-RFx/Auction sourcing engine enables companies to communicate directly with suppliers through a variety of project-types: auctions, RFIs, RFQs, RFPs or sealed bids. Any type of RFI/P/Q is able to be administered with SmartSource. SmartAnalytics is a spend visibility tool, and SmartOptimization is a robust technology platform, its functionality supplements a company's strategic sourcing strategy and allows buyers to perform their jobs at higher, more efficient levels.

Features:

Spend Analysis, eRFx Administration, Reverse Auctions, Templates, Import Capability, Supplier Management, Contract Management, Project Management, and Document Libraries.

Target Markets and Key Customers:

iasta's target market is small to large enterprises (F1000 companies with revenues between \$500MM and \$10B) and key customers include Taco Bell, KFC, Foot Locker, Burlington Coat Factory, Brunswick, PizzaHut, and Nicor Gas.

IBM Global Services

www.ibm.com

1 New Orchard Road
Armonk, New York 10504-1722
800-IBM-4YOU



Company Description:

IBM Global Services, the technology services and consulting division of International Business Machines, is the world's biggest provider of systems integration and technology consulting. It offers services in such areas as application development, data storage, infrastructure management, networking, and technical support. IBM Global Services is also among the world leaders in providing business consulting and outsourcing services. They have one of the broadest portfolios of alliances with leading and emerging supply chain vendors, such as SAP, Dassault Systèmes and i2 Technologies. As a single source for supply chain management, IBM Supply Chain Management Services can help their customers address the full supply chain spectrum.

Core Functionalities:

IBM's supply chain management services tie process improvements to operational metrics and financial measure of performance like return on assets. Their comprehensive supply chain management offerings address every phase of the supply chain, from design to source to plan to build to distribute.

Solutions and Features:

Solutions:

Supply Chain Strategy: identify, quantify and assist in planning supply chain transformation, Supply Chain Planning: plan and manage supply and demand across the supply chain, Supply Chain Enterprise Applications: integrate the supply chain with existing or new enterprise resource planning (ERP) solutions, Logistics: implement new technologies in warehousing, transportation and reverse logistics that can result in cost reduction and improved customer service, Product Lifecycle Management: design, build and maintain products, and improve design and product innovation processes, Procurement: improve procurement operations to achieve better prices, greater efficiency, tighter spend control and improved service levels, Supply Chain Operations: help clients realize operational improvements across the supply chain to enable cost reduction, cash flow gains and greater efficiencies and Asset Management: optimize those business processes that plan for and manage all aspects of the asset lifecycle across all enterprise assets.

Features:

Procurement strategy and opportunity assessment, Strategic sourcing, eProcurement, content management, Procurement business transformation outsourcing (BTO), Leveraged procurement services (bundled services and technology), and Hosting and application management services

Target Markets and Key Customers:

IBM Global Services targets medium and large scale enterprises and key clients include MANN+HUMMEL, Uniq, Alcoa, Bollhoff Otal, and UK Defense Ministry.

IBX Group AB

<http://www.ibx.fi/>

Banérgatan 16, Box 24236

SE-104 51 Stockholm

+46 8 5030 4200

**Company Description:**

IBX is Europe's leading provider of efficient purchasing solutions. IBX provides purchasing expertise, scalable on-demand software and managed services for sourcing and procurement that increase spend under management and improve compliance to generate bottom line results. IBX delivers a complete set of services and solutions for efficient purchasing, providing support for the sourcing, procurement and payment processes. IBX services and solutions couples the power, speed and agility of a state-of-the-art online purchasing solution with expert strategic knowledge, operational excellence and technical assistance.

Core Functionalities:

IBX provides scalable on-demand sourcing and procurement suites based on award-winning standard software and implemented additional add-ons to ensure that customers benefit from the so-called “best-of-breed” solutions with the stability and power of the big-name ERP solutions. IBX provides clients with Procure-to-Pay Solutions, access to the IBX Supplier Network, Sourcing Consulting and Solutions and Category Management.

Solutions and Features:***Solutions:***

The IBX Enterprise eSourcing suite provides sourcing professionals with support for all steps of the strategic sourcing process including Program management, Supplier management, Negotiations, and Analytics. IBX eProcurement is based on MySAP SRM from SAP. It's a turnkey web-based solution which supports the entire procurement process - from requisition to purchase order.

Features:

Spend Analysis, Supplier Performance, Sourcing Strategy, eRFX, Negotiation/Auctions, Contract Management, Program management, Supplier management; Order Management, Invoice Matching, Content Management; Procure to pay, Content management, Multiple call-off methods, Approval workflows, Order management and document routing, Invoice management and matching, and Spend statistics.

Target Markets and Key Customers:

IBX targets enterprises of all sizes in Europe including but not limited to in Sweden, Germany, Finland, France, and England. Some key customers include Volvo, SAAB, Vodafone, PriceWaterhouseCoopers, IKEA, and Lufthansa.

ICG Commerce

www.icgcommerce.com

2520 Renaissance Boulevard

King of Prussia, PA 19406

(877) 935-4242

**Company Description:**

ICG Commerce is a procurement services provider, with a sole focus on procurement. The company oversees the purchasing process for its customers by identifying suppliers, managing lists of preferred providers, and ensuring that items are properly shipped and paid for. For their clients, ICG Commerce identifies savings opportunities through strategic sourcing; ensure realized savings through the effective management of purchase-through-payment transactions, supported by proven implementation programs. And they affect continuing cost reductions by making expenditures visible for better control, and by providing ongoing management support from category specialists.

Core Functionalities:

ICG Commerce brings together procurement process elements to provide clients with a complete procurement solution that supports all procurement-related processes – from finding savings through sourcing to ensuring savings are realized, through effective savings implementation and transaction management to ensuring ongoing cost improvements, through category management. ICGC can manage non-core categories or manage certain processes to help clients address more spend, identify more savings, and drive more dollars to the clients bottom lines.

Solutions and Features:***Solutions:***

Project based or Procurement Outsourcing solutions, Strategic and Tactical Sourcing, Savings Implementation solution: Purchase-to-Pay Transformation & Automation, Stakeholder and Supplier Mobilization; Transaction Management: PO and Invoice Processing, Procurement System support, and Category Management including Price Management, Supply-Market Monitoring and Reporting, Continuous Cost Improvement and Supplier Performance Management.

Features:

Spending Analysis, RFx administration, Auctions, Supplier intelligence Optimization, Sourcing Services, Transaction Management, Category Management

Target Markets and Key Customers:

ICG Commerce targets enterprises that range from small to large and company key customers include Avaya, Vought, Nordstrom, and Crown Holdings.

i-Faber, S.p.A.

<http://www.1city.biz/>

Via Calabria 31

20158 MILANO (MI) Italy

+39 02 37731

**Company Description:**

i-Faber S.p.A. is a leading web-based procurement service and solution provider in Italy capable of improving procurement efficiency and increasing profit margins. i-Faber is part of the UniCredit Group (the majority shareholder with a 65% stake in the company). The other shareholders are ERG (23%), Impregilo Group (8%) and Oracle (4%). i-Faber runs the digital marketplace called 1city.biz, that has tailor-made services and tools that clients - buyers and sellers alike - have access to throughout the entire value chain, from the pre-negotiation stage to document management and post-negotiation financial aspects. One of the European leaders in the delivery of web-based services and solutions capable of improving procurement efficiency and increasing profit margins, designed to manage procurement activities by means of an original concept that grants access to a “many-to-many” liquid market.

Core Functionalities:

A digital e-marketplace called 1city.biz. i-Faber's mission is to set up and run e-marketplaces where both public and private enterprises can organize the flow of their goods and services in order to broaden the supplier base, cut procurement operating costs and shorten trading times with resultant improvements in efficiency. The company's key differentiator is the provision of internet-based services and solutions specifically dedicated to procurement that translate into increased efficiency of procurement processes along with significant economic savings, provides services built around the "technological heart."

Solutions and Features:***Solutions:***

The marketplace allows simultaneous tracking of the status of different auctions. Auctions promoted by 1city.biz through the Oracle Exchange electronic platform are divided in Reverse Auctions and Selling Auctions that take place in accordance to different rules (Open Auctions, Closed Auctions, and Silent Auctions). The digital marketplace also offers a “vendor scouting” service to help companies identify and select the best suppliers for their business. “Supply Chain Integration” (1city.collaboration) is the application software that 1city.biz delivers to its Clients with the aim to provide them with a tool designed for day-to-day communication between Buyers and Suppliers; this tool enables users to handle and manage all the digital documents which belong to the “P.O. – P.O. confirmation – shipping documents – invoice” cycle.

Features:

Through an integrated Oracle Technology platform i-Faber is able to offer eAuction, Supplier Performance Management, Contract Management, Procurement to Pay, Spend Analysis, Demand Aggregation, Vendor Management, Request for Quotation, Long-term agreements, and Corporate Purchasing.

Target Markets and Key Customers:

i-Faber targets large and medium corporate buyers in Europe, specifically Italy. Some of their key clients include Coca-Cola, HBC Italia, UniCredit Group, Bayer, and Siemens Mobile.

Ketera Technologies

<http://www.ketera.com/>

3965 Freedom Circle, 11th Floor

Santa Clara, CA 95054

(408) 572-9500

**Company Description:**

Ketera Technologies is a provider of on demand spend management solutions, providing companies with the applications and services needed to control and reduce corporate spending at a low cost of ownership. Ketera's on demand suite includes applications for spend analysis, sourcing, contract management, e-procurement, and payment & reconciliation. The Ketera "on demand advantage" is their delivery model which combines hosted procurement applications with the "heavy lifting" services required for success, including supplier enablement, hardware infrastructure, project resources, system administration and solution upgrades.

Core Functionalities:

Ketera's on demand spend management solution creates a "source to pay" loop to identify, capture and sustain bottom-line savings with spend analysis, sourcing, procurement, contract management, and supplier performance. Their on demand spend management solution provides a way for their customers to deploy rapidly—eliminating the majority of IT costs or large up front license fees.

Solutions and Features:***Solutions:***

Ketera Spend Analysis, an On Demand, Web-based spend intelligence solution, helps customers access, organize and analyze spend data on both goods and services. Ketera Sourcing helps companies create requests for information (RFIs) and requests for proposals (RFPs), conduct sourcing events, and also do advanced bid analysis to find the best-suited supplier. Ketera Contracts management automation includes services and tools to offer the following capabilities:

Contract Repository, Contract Management, Reporting and Analytics, and Integration and Services.

Ketera Procurement is an on demand, web-based electronic procurement solution that enables employees to quickly search products, compare product prices between suppliers; create requisitions; order electronically and obtain approvals for their requisitions. Other solutions include Invoice Management, Supplier Connect, and Supplier Catalog Management.

Features:

Completely automated Spend Analysis, eRFX, Bid Analysis, Risk Management, Supplier Performance Management, On Demand Contract Management, Content Management, e-Procurement including end-user requisitioning, off-catalog ordering, and internal workflow approvals, Supplier Profile Management, Supplier Portal, Document Exchange, Supply Base Management Reporting and Analytics.

Target Markets and Key Customers:

Ketera's target market is medium to large sized organizations and some of their key clients include American Express, Chevron Corporation, Delta, and Gap Inc.

Moai Technologies

<http://www.moai.com/>

100 First Avenue, Suite 900

Pittsburgh, Pa 15222

(412) 454-5550

**Company Description:**

Moai offers everything from introductory e-Sourcing consulting services to a complete in-house enterprise solution. Moai Technologies' comprehensive and customizable e-Sourcing solutions allow for the continuous and strategic management of the sourcing process by enabling companies to connect spend analysis, sourcing process management, sourcing management and contract management functions within the organization. A pioneer of online auctions, Moai offers a broad solution that supports the sourcing life cycle — from initial analysis and strategy development through final contract negotiation. Moai also boasts a flexible solution delivery model and sourcing consulting services.

Core Functionalities:

Moai integrates strategic consulting services with licensed software products to lead customers through the e-Sourcing process of efficiently negotiating with vendors, securing reliable supply and lowering sourcing costs through their Just-in-Time Sourcing [JITS] model. Company further offers a strategic consulting program, RapidSource, which encourages those new to e-Sourcing to test and validate e-Sourcing. Moai offers hosted sourcing software services to help remove the delays, IT complexities and costs associated with in-house deployments. With their offer of Installed Sourcing Software, the company provides customized solutions at a flat fee.

Solutions and Features:***Solutions:***

Moai's CompleteSource™ Solution Suite offers comprehensive e-Sourcing consulting services, limited or full-service e-Source hosting or enterprise software. CompleteSource provides customers with the online strategic sourcing capabilities to collaborate with suppliers online, rapidly reduce costs and strengthen their competitive position (Flexibility and Scalability). CompleteSource Hosted Services — a managed service offering that provides access to Moai's CompleteSource application and sourcing services as a fully hosted Web-delivered service. CompleteSource QuickStart — a hosted, fixed-cost, trial offering provides organizations with a low-risk option to quickly access the benefits of e-sourcing.

Features:

Spend Analysis, Strategy Development, eRFx, Auctions, Supplier Identification, Negotiations, Document management, Contract Portfolio Management, and Bid Comparison.

Target Markets and Key Customers:

Moai Technologies target market is Global 2000 enterprises and mid-sized companies, some of their key clients include Eastman Chemical Company, ecFood, eteatrade, Traconi, and the United States Army.

newtron AG

<http://www.newtron.net/>

Freiberger Straße 39

01067 Dresden, Germany

+49 (0)351 439 58-0

**Company Description:**

newtron's SRM (Supplier Relationship Management) applications and services offer customized solutions to companies seeking to take control of their sourcing & procurement processes. newtron is positioned as a service-oriented provider of high quality strategic sourcing and collaborative commerce solutions. The company's focus is on automating the processes for procurement of direct goods and new product development, with deep integration into back-end technology systems and collaborative engineering capabilities provided through partnerships. 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:

newtron provides their clients with an extensive product and services package to help them organize their company's purchasing processes in the most efficient way possible. The cornerstone of newtron's sourcing & procurement solution is SRM. Because buyers and sellers use the same application regardless of their application areas, prospects, and access level the whole sourcing & procurement process can be mapped out from planning to negotiation to delivery. Integrated evaluation and statistics functions provide detailed analysis and evaluations. The individual user is able to control these features by him/herself.

Solutions and Features:***Solutions:***

newtron's Purchasing Suite includes Sourcing, RFP, RFI, Online negotiation / Reverse Auction, Engineering, Evaluations and analysis, Nomenclature (hierarchically structured (like a tree) list of product groups), Integration / Application to Application-Server (standard interface between the SRM solution and the clients applications), WebEDI (uses the Internet as a data transfer protocol), Logistics (use "e-Schenker," making the online services of Schenker, Inc. available to newtron customers); Professional Services: Portfolio analysis, Project management, Rollout Support, Transaction accompaniment, and Training.

Features:

eSourcing, eRFx, online negotiation, reverse auctions, engineering, evaluation and analysis including Spend Analysis, TCO (Total Cost of Ownership) Analysis, and Cash Value Determination analysis, WebEDI, A2A Integration, and their Nomenclature (a hierarchically structured list of more than 55,000 product groups.)

Target Markets and Key Customers:

newtron targets middle market companies with a focus in Europe, their key clients include Baldwin, DATEV, REIS ROBOTICS, Niedermeyer GmbH, and Metabo.

Newview Technologies Inc.

<http://www.newview.com/>

2124 Mistletoe Blvd.

Fort Worth, TX 76110

(817) 335-0300

**Company Description:**

Newview Technologies is looking into the supply and demand side of life. Founded in 1998, the company makes material specification and supply chain management software that helps connect product development operations with the procurement of parts, materials, and services. Newview's software includes applications for managing procurement networks and processes, combining materials data into a searchable database, and helping executives and team leaders manage procurement initiatives and guide purchasing decisions.

Core Functionalities:

Newview Technologies is a provider of software solutions that help manufacturers manage supply risk and price volatility of materials on behalf of their outsourced supplier network. Built on Newview's flexible Network Business Process Architecture™ and Supply Network Platform™ their solutions are easily configurable, work with existing business applications and offer multiple delivery options including "On Demand." Newview offers three main applications to their clients: Coordinated Network Procurement, Materials Specification Management, and Initiative Management.

Solutions and Features:***Solutions:***

Newview's Coordinated Network Procurement application is focused on materials that exist at the "Bottom of the Bill of Materials". These may include raw materials, fabricated parts (with high raw material content), and standard components. Coordinated Network Procurement: 1) Multi-Enterprise Procurement: Supports a variety of sophisticated buying strategies including resale, rebate and directed buy, 2) Price Management: Supports the complexities of multi-tier pricing; manages price changes through effectivity logic, 3) Sourcing: Manages the relationship between materials and their sources, including highlighting the "preferred" company sources for a material, 4) Transact Purchase Activity: Manages the flow of purchases, shipments, and receipts to the appropriate parties per the buying strategy, 5) Self-Service Claims Processing: Provides a process for material and parts suppliers involved in sophisticated procurement programs to resolve claims issues of a physical or financial nature, 6) Settlement: Gives the financial user the control to initiate billing activities at the touch of a button. Where appropriate, automates the process of netting a supplier's raw material obligations from their outstanding receivables, 7) Newview's Network Business Process Architecture™: For quick reconfiguration of roles and processes with integration to existing systems.

Features:

Spend Management, RFX administration, and Supplier Performance Management.

Target Markets and Key Customers:

Newview Technologies target market is manufacturing companies of all sizes, with some focus on the automotive industry. Key clients include DaimlerChrysler, Ford Motor Company, Honda, Delphi, and BHP Billiton.

Oracle Corporation

<http://www.oracle.com/>

500 Oracle Parkway

Redwood Shores, CA 94065

1 (800) ORACLE1

**Company Description:**

The enterprise software giant provides a range of tools for managing business data, supporting business operations, and facilitating collaboration and application development. Companies use Oracle's database management software to store and access data across numerous platforms. The company also offers business applications for data warehousing, customer relationship management, and supply chain management. Oracle Advanced Procurement is the integrated suite of applications that dramatically cut all supply management costs. Oracle Advanced Procurement reduces spending on goods and services, streamlines procure-to-pay processes, and drives policy compliance.

Core Functionalities:

Oracle offers on-demand or on-premises deployments of their Oracle Advanced Procurement software. This is an integrated suite of software that dramatically cuts all supply management costs. It adapts to clients' purchasing processes, supporting any combination of procurement models. It leverages Oracle's extensive applications capabilities, robust development and operating platform, and award-winning global support. Oracle Sourcing functionally covers the complete sourcing lifecycle — from initial spending analysis through contract finalization. The solution provides advanced internationalization support and is particularly compelling when integrated with the planning, execution, and supply management capabilities of Oracle Procurement and Oracle Supply Chain — which are built on the same Web-based technology architecture.

Solutions and Features:***Solutions:***

Oracle Advanced Procurement software includes the following solutions: Oracle Purchasing helps buying professionals streamline PO processing while strengthening compliance, Oracle Sourcing improves the effectiveness and efficiency of strategic sourcing, Oracle iProcurement controls employee spending and streamlines ordering through a familiar Web-store interface, Oracle Services Procurement enables complete control and oversight for services spending, Oracle Procurement Contracts creates and enforces better purchasing contracts, Oracle iSupplier Portal structures all supplier communications through a secure, internet-based portal with online PO collaboration and paperless fulfillment and payment and Oracle Supplier Network is an electronic transaction service that automates delivery of purchasing and payment documents.

Features:

Oracle offers many features with their software: Spending analysis, RFx administration, Supplier performance management, Optimization, Contract management, E-Procurement, Catalog Management, and Invoice Reconciliation and Payment.

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. Clients include Citibank, Ford, Neiman Marcus, 7-11, IRS, Fagor, Achilles, Kodak, and Revlon.

Perfect Commerce

<http://www.perfect.com/>

2713 Magruder Blvd, Suite A

Hampton, VA 23666

757) 766-8211

**Company Description:**

Perfect Commerce offers sourcing and procurement solutions for companies of all sizes. Its software-as-a-service (SaaS) delivery makes its offerings attractive for many small- and medium-sized organizations that need cost-effective and efficient e-sourcing. Perfect Commerce On-Demand solutions also allow companies more flexibility and the ability to maximize their current technology investments. These solutions work with virtually any existing procurement or ERP system - including SAP, Oracle | PeopleSoft and others. Perfect Commerce Spend Management Services help customers expand their capabilities, tackle complex supply chain challenges and accelerate results through strategic and e-sourcing programs, best practice analyses, knowledge solutions, instant savings programs and solution deployment services.

Core Functionalities:

Perfect Commerce is the industry's most experienced provider of On-Demand Spend Management solutions. Perfect Commerce includes all the tools needed to more efficiently manage corporate spending for significant bottom-line results. Their core offering includes PerfectSource, PerfectProcure, PerfectPIM, PerfectServices and Open Supplier Network (OSN).

Solutions and Features:***Solutions:***

Perfect Commerce's PerfectSource suite is an On-Demand solution that supports best-in-class supply management, from RFx's to contracts to results. PerfectSource provides visibility and control to strategic decisions made before contracts are executed and enables new levels of supplier performance management. PerfectSource includes modules for event management, contract management, and supplier scorecarding. Perfect Commerce's PerfectProcure suite is an On-Demand solution that drives compliance of purchasing and invoice processes. PerfectProcure accelerates the amount of spend under management by leveraging a software as a service (SaaS) model, proven methodology, and a simple user interface. PerfectProcure includes modules for both purchasing and invoice management. Perfect Commerce's PerfectPIM suite is an On-Demand solution that optimizes the value of any procurement system by facilitating efficient management and presentation of product information. PerfectServices offers a business and sourcing solution that specializes in procurement operations by identifying organizational needs and requirements.

Features:

RFx, Reverse auctions, Contract management, and Supplier performance

Target Markets and Key Customers:

Perfect Commerce targets medium to large sized organizations and their key clients include IBM, John Deere, Hitachi, Lexmark, ConEdison, State Street, TIAA-CREF, BNP Paribas, UCLA, University of Massachusetts and Schlumberger.

Prorizon Corporation

<http://www.prorizon.com/>

1275 Shiloh Rd. NW, Suite 2510

Kennesaw, GA 30144

(770) 579-1323

**Company Description:**

Prorizon offers an "ERP light" solution to a customer to manage contracts, purchase orders, service orders, asset tracking, accounting reconciliation and budget tracking without spending millions of dollars and months or years of man-hours to implement a large ERP solution. Prorizon's business is managing Client Order Fulfillment for large enterprises using a combination of proven business process methodologies, software and human resources. They support contract administration, procurement operations, logistics, asset control, accounting & reconciliation, and budget tracking in approximately 34 countries in North America, Latin America, and Asia Pacific.

Core Functionalities:

Prorizon focuses on the core services that their clients need and can use at the time and concentrate on fast and efficient implementation; they then add functionality in increments, based upon their clients' priorities and staff ability. Prorizon asserts minimal staff disruption since they integrate their system with all their clients' legacy systems. Their narrow

Solutions and Features:

Solutions: With their Comm-Plete Procurement© system, Prorizon standardizes the procurement process, thereby improving control, reducing overhead, streamlining the flow of information and providing a total audit trail with realtime interface to in-house management, including accounts payable and Microsoft SMS. Comm-Plete fully integrates every aspect of order management with an extensive array of supply chain networks.

Features: Procure-to-Pay, purchasing profile administration, point & click catalogs and catalog maintenance, asset tracking, e-Procurement.

Target Markets and Key Customers:

Prorizon targets companies with at least 1,000 employees, have participation from a CFO, CTO or other "C" level executive sponsor, and have at least \$500,000 of IT purchases annually in US. Some of their key clients include ING Investment Management and Computer Sciences Corporation (CSC).

Purchasing Net, Inc

<http://www.purchasingnet.com/>

125 Half Mile Road

Red Bank NJ 07701

(732) 212-1500

**Company Description:**

PurchasingNet, Inc. is a reputable (16 years) provider of eProcurement and ePayables Solutions to Financial Services, Media & Publishing, Professional Services, Manufacturing, Retail, and other industries. PurchasingNet is highly configurable, and contains over 250 set-up switches. Implements Full-Cycle eProcurement Software with an Implementation and ROI guarantee.

Core Functionalities: PurchasingNet's main product is their PNet software, which streamlines the procurement and payables processes in mid-sized to large organizations. The software can be implemented in less than 5 weeks and can be integrated with any legacy system.

Solutions and Features:***Solution:***

PNet's eProcurement solution streamlines Requisitioning, Approvals, Purchasing Management, Receiving, Inventory Control, Catalog Management, and eSourcing. ePayables includes all aspects of Invoice Processing. PNet's ePayables solution includes the Supplier Invoice Portal, Electronic Invoice Processing, Non-PO Invoice Processing, Invoice Matching, Early Payment Discount Management, and eStatements. PNet's Enterprise Management provides up-to-the-minute spend analysis in a configurable dashboard and optional Fixed Asset module.

Features: Spend Analysis, eRFx, eAuctions, web approvals, eCatalog management, Contract Management, electronic invoice processing, matching, approvals, Supplier invoice portal, and ePayables.

Target Markets and Key Customers:

PurchasingNet's focus is in Financial Services, Media & Publishing, Professional Services, Manufacturing, Retail industries for middle market companies. Some of their key clients include Walgreens Company, Baxter Healthcare Corporation, Siemen's Energy & Automation, Inc., Warner Bros. Entertainment, Inc., and Sovereign Bancorp, Inc.

Quadrem

<http://www.quadrem.com/>

2740 North Dallas Parkway, Suite 140

Plano, TX 75093

(972) 543-7900

**Company Description:**

Quadrem is a Global eMarketplace — a transaction delivery network that connects more than 55,000 suppliers and 1,100 buyers; handles more than \$13 billion in order throughput annually; and grows transactions at a cumulative rate of 21 percent per month. Quadrem’s membership includes Global 1000 buyers and suppliers from a variety of industries, as well as suppliers of all sizes located in metropolitan, rural and developing regions around the world. Quadrem’s global offices provide expertise spanning technology, procurement processes and the change management that accompanies e-procurement initiatives. Quadrem develops solutions that remove costs for both buyers and suppliers by “digitising” the many steps involved in buying and selling products and services. Quadrem’s Web-based solutions improve business-to-business transactions — and customers’ bottom lines.

Core Functionalities:

Quadrem offers solutions in Sourcing and Spend Management, Procure-to-Pay, and Data and Supplier Management. Quadrem has a proven process for bringing suppliers aboard quickly, can advise and take on client projects in areas such as: supplier onboarding, spend analysis data cleansing and sourcing events. They also help with strategic initiatives supporting SAP upgrades.

Solutions and Features:

Solution: Quadrem Spend Intelligence™ can extract data from clients’ purchasing system, clean and categorize, and then produce spend reports the way clients need them. *SourceCentre* simplifies the complexities of high-volume tactical sourcing through an intuitive interface that provides fast and easy RFQ creation and award. *Quest* streamlines the RFx process, from quote creation to analysis and award. Through a partnership with DoveBid® (www.dovebid.com), a global provider of capital asset auction and valuation services, Quadrem is able to provide Webcast auctions, Internet featured online auctions, and traditional on-site auctions), global asset-based valuation services and asset redeployment software. E-procurement, supplier recruiting, e-catalogue creation and Quadrem Quick Pay are all part of their solution suite.

Features: Spend analysis, eAuction, eRFX, catalog and contract management, supplier management, ePayables, eProcurement, and Inventory optimization.

Target Markets and Key Customers:

Quadrem has a global focus on companies of any size; their key clients include Nutritional Products, Anglo Platinum, Ducasse Comercial Ltda, Inco, Linatex, Rio Tinto, Weir Minerals Africa, and Companhia Vale do Rio Doce (VALE).

SAP AG

<http://www.sap.com/>

3999 West Chester Pike

Newtown Square, PA 19073

(800) 872-1727

**Company Description:**

SAP AG is the world's largest business software company and the third-largest software supplier overall. SAP software helps enterprises of all sizes around the world improve customer relationships, enhance partner collaboration and create efficiencies across their supply chains and business operations. The SAP® E-Sourcing application is Web-based software that helps SAP clients maximize savings by automating and streamlining the strategic sourcing process across all supplier expenditures. SAP E-Sourcing enables their clients to perform processes such as spend analysis, collaborative project management, online bidding, contract negotiation, and contract management, and address the supplier relationship management needs of the entire procurement organization. SAP's managed hosting provides the benefits of a secure, highly available, and scalable foundation – without the associated investment in IT infrastructure and strain on internal IT resources, fostering rapid application deployment and accelerating overall ROI.

Core Functionalities:

SAP's overall core functionality is enterprise resource planning (ERP) and their Supplier relationship management (SRM) offers a broad platform for sourcing, procurement execution, and supply management. This integrated solution should prove compelling to firms looking to enhance total supply management operations. However, SAP's biggest asset in the e-sourcing sector is its market dominance.

Solutions and Features:***Solution:***

SAP E-Sourcing supports the end-to-end sourcing process, including spend and compliance management; Flexible and adaptable configuration; Category and project management, Configurable RFP, auction, and bid optimization management, Contract life-cycle management, Supplier management.

Features:

Spending analysis, Strategy development, RFx administration, Forward & Reverse auctions, Document management, Contract generation & management, and Supplier performance Management

Target Markets and Key Customers:

Because of SAP's very broad global reach, their target market includes companies from small and mid-sized companies to large enterprises worldwide. Some key clients include Fiat Auto, First Choice Holidays PLC, Novo Nordisk, Shell International, Ltd., and Steelcase

SynerTrade

<http://www.synertrade.com>

24 West 39th Street, 2nd Floor

New York, NY 10018

(646) 485-7566

**Company Description:**

SynerTrade is a European provider of purchasing software and consulting. The company provides solutions and expertise that fully empower purchasing based on three objectives: (1) rapidly increase companies margins and competitiveness, (2) enhance the performance of the purchasing function, and (3) manage the purchasing function. The company has 80 clients, 20 of whom are Fortune 1000 companies and is pursuing an investment strategy in R&D and sales development.

Core Functionalities:

The company provides software and consulting services for Procurement and Sourcing automating needs. SynerTrade 6 is the ultimate suite on the market to enhance the efficiency and visibility of the purchasing process of a company. Its 10 functional modules can be grouped into 4: Sourcing, Procurement, Suppliers Monitoring, and Spend Monitoring. Software solutions are designed for the client alone. SynerTrade consulting teams support the deployment of purchasing solutions from portfolio analysis to contracts.

Solutions and Features:***Solution:***

High level of customization: integrated and modular software proposes a series of business modules and parameterization functions allowing its partners to insert their know-how freely. ST6 Modules: Sourcing software suite, eRFx, eAuctions, Analysis and Optimization, Value Chain Analysis (VCA), Procurement & Ordering, Supplier Management System (SMS), Contract Management, Spend Monitoring, Spend Analysis (SES) facilitates, ST6 Met@ Time & Expense Management and a SynerTrade 6 Plug-In ERP. Software is backed by a full set of services including: technical integration, customer support and a deployment program.

Features:

eRFx, eAuctions, Value Chain Analysis, eProcurement, Catalogue Management, requisition to and order approval workflow management, ERP integration and Web-EDI, Supplier Management, and Spend Analysis.

Target Markets and Key Customers:

SynerTrade targets small and medium commercial buyers in Europe, specifically France and Germany, but the company are broadening its reach globally. Some key clients include PSA Peugeot Citroen, Tupperware, Credit Suisse, Sephora (industries: Aerospace, Automotive, Building, Chemistry/Pharmacy, Consumer goods, Energy and Utilities, Finance, Food, Healthcare, Manufacturing, Public Sector, Retail, and Transportation).

Verian Technologies

<http://www.verian.com/>
8701 Mallard Creek Road
Charlotte, NC 28262
(704) 547-7301

**Company Description:**

Verian Technologies was founded in 1995 as a consultancy helping healthcare organizations streamline their procurement processes. In 1996, the company developed and began selling ProcureIT, its flagship purchasing software product, and has evolved into a provider of Purchase-to-Pay technology solutions for mid-sized and large organizations.

Core Functionalities:

Verian Technologies offers standalone, web-based software modules for: Purchase-to-Pay Solution, Purchasing Management, Employee Expense Reports, Non-PO Invoice Management, Supplier Portal, and Asset Tracking & Maintenance. Verian's modular, web-based purchasing software plugs into existing financial systems.

Solutions and Features:***Solution:***

Purchase Manager is 100% Web-based purchasing software and can either reside on your organization's computers or on a 3rd-party's computers in a secure, "hosted" on-demand environment. ProcureIT is a 100% web-based purchase-to-pay solution. ProcureIT includes components for invoice management, e-Procurement, expense reimbursement management and asset management.

Features:

eInvoicing, Vendor Connect, Inventory Management, invoice and expense management, asset management, supplier performance management, spend analysis, vendor analysis, eProcurement.

Target Markets and Key Customers:

Verian Technologies targets mid-sized and large organizations in the banking, insurance, industrial services, professional services and healthcare industries. Some of their key clients include Boeing, Allstate Insurance Company of Canada, The Main Street America Group, Philips-Van Heusen, GNC, RadNet and REI.