

### GLOBAL EXPERTS IN PROCUREMENT SOLUTIONS AND SERVICES



#### **On-Demand to Deliver a Competitive Edge**

Hubwoo is a global leader of On-Demand electronic procurement solutions, services and supplier relationship management. With operations internationally, and the first SAP® global BPO partnership dedicated to procurement, Hubwoo provides a fully integrated suite of tools and services, delivered as-a-service to companies. No large upfront capital investments needed. Companies simply pay a subscription fee to use our world-class solutions, powered by SAP® software, giving them a competitive edge with lower total cost of ownership, less risk, faster time to value and an accelerated return on their technology investment.

Since 1999, Hubwoo has continued to expand its global reach with a focus on complementing SAP procurement applications, to provide solutions that are best in its class with a software-as-a-service (SaaS) delivery platform. With our global footprint intact, Hubwoo is able to provide organizations worldwide with a complete source to payment solution suite along with a collaboration hub of over 25,000 transacting suppliers, and the in-depth services and support needed for successful roll-out and adoption of your sourcing and procurement programs.

### SOLUTIONS AS-A-SERVICE – JUST SUBSCRIBE

Hubwoo's SaaS solutions enable purchasing departments of companies worldwide to strengthen their procurement performance and drive efficiencies and cost savings by focusing on the strategic mission of supplier relationship management, while improving efficiencies of the entire source to payment process. Our SaaS solutions deliver the benefits of technology in the form of a service. Companies gain the benefits of world class software without the costly upfront capital expenditures.

*Hubwoo's end-to-end procurement solutions as-a-service include:*

**Spend Analysis** – Our eAnalyze solution is the start of your source-to-pay process for insight into your spend with a road-map to transform your sourcing functions, giving you desktop access to precise and detailed spend information to better identify sourcing opportunities and improve compliance.

**Sourcing** – Our eSource solution will help you manage your entire sourcing process - with a single application - across multiple departments. With collaborative project management tools, you can manage all your sourcing activities such as RFx and auction creation, online bidding, bid evaluation and optimization and awarding.

**Contract Management** – Our eContract solution gives you complete visibility into your contracts enterprise-wide, providing a centralized, electronic database of all contract types and more effective lifecycle management of your contracts for shorter negotiation cycles, lower corporate risk and greater compliance.

**Procurement** – Our eBuy solution will increase your spend under management by engaging users in a one-stop shopping

cart experience in online requisitioning and ordering of indirect goods and services. It includes approval workflows, capabilities to reflect numerous roles and other value-added features.

**Invoice Management** – Our eInvoice solution generates, transacts and validates invoices electronically within a secure and legally-compliant framework, engaging buyers and suppliers to manage the invoicing process together for greater efficiencies and country-specific compliance.

**Supplier Collaboration Hub** – Our eConnect solution will automate and streamline buyer and supplier transactions through a centralized hub to accelerate supplier enablement and cost savings, with powerful Hubwoo-developed technology that complements SAP Source-to-Pay applications.

**Content Management** – our eContent solution provides contract compliant product catalogs to the end user. It supports transparent approval workflows across multiple trading partners, for automation of your content management process and easy access to customized and searchable online catalogs.



Powerful functionalities of SAP® BusinessObjects™ Spend Performance Management, SAP® E-Sourcing, SAP® Contract Lifecycle Management and SAP® SRM delivered On-Demand, as-a-service to organizations.

## IN-DEPTH GLOBAL SERVICES

### Turning Solutions Into Real Business Value

Technology by itself is not a solution, and depending on your organization's needs, Hubwoo can provide the business consultancy and procurement services to turn your solutions into real business value. We can provide the expertise and services to help drive rapid adoption and compliance across your global organization, with offices in over 8 countries that span the Americas, Europe and Asia that include 14 nationalities and 17 languages.

**Focused, thought leading, expert consulting services covering the entire source-to-pay process - across the globe - on multiple platforms. Our in-depth services include:**

- Business Consultancy
- Implementation
- Change Management and Adoption
- Supplier Enablement
- Education
- Support
- Outsourcing

Our global team of subject matter experts has the crucial knowledge across multiple industries and commodities, and the technology expertise to align and focus your organization to deliver the maximum savings from your solutions.

#### Whether it is...

- Getting the right data needed to analyze spend,
- Building your sourcing pipeline,
- Creating procurement business value enterprise-wide,
- On-boarding your vital suppliers,
- Deploying change management and adoption across your organization globally, or
- Transferring the critical knowledge needed for sustainable savings

Our global team of subject matter experts can help you get the most value from your technology investment with a faster ROI.

## ACCELERATING BENEFITS WITH SAAS SOLUTIONS



**SaaS Delivers Savings Faster** – SaaS solutions reduce the initial investment needed to acquire, implement and maintain a full procurement suite and accelerate the cost savings and return on the technology investment. Organizations can focus on core competencies and reallocate key procurement and IT staff to more strategic, value-add business activities.

**No Large Up-front Capital Investment** – Solutions are provided as a service to customers, who do not buy the software, the infrastructure or people to support it, but simply pay a subscription fee to use it. Companies can benefit from world-class technology without large capital expenditures in software licenses, hardware, databases, operating systems, IT resources, software maintenance fees and upgrade costs.

**Rapid Implementation and Seamless Integration** – Implementation in weeks (3 to 5 times faster than an “on-premise” application, and at a fraction of the cost). Integration is seamless with all back-end applications, including heterogeneous SAP® and legacy systems.

**Lower Total Cost of Ownership** – SaaS provides low-cost and low-risk deployment with no technology to maintain, for total cost of ownership 5 to 10 times less. Applications are managed by Hubwoo on an ongoing basis, including all patches and upgrades – providing customers with more frequent access to new functionalities.

**Process Automation and Supplier Hub** – Companies can automate and streamline their procurement processes very cost-effectively for greater process efficiency and increased spend under management. Hubwoo's Supplier Collaboration provides even greater efficiencies with an electronic Collaboration Hub for buyer and supplier transactions with 25,000+ transacting suppliers.

**Complete Visibility of Purchases** – The ability to trace every event in the procurement process means that the entire process – from sourcing to payment – can be managed in real time, with effective monitoring of purchasing performance and greater spend visibility.

**Global Compliance and Support** – Our solutions are backed by expertise in purchasing services to help drive adoption and compliance across your global organization. With offices in Europe, Asia and the Americas, your solutions are backed by 24hr support in 13 languages.

## HUBWOO'S GLOBAL PRESENCE – with offices in Europe, Asia, and the Americas

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