

## Increased return on e-Procurement System investment and maximum Spend Management through enhanced vendor connections

### Introduction

This overview will outline a simple solution to help you easily reduce or eliminate inherent e-procurement system challenges such as:

1. Overspend from out-of-contract buying or unexpected changes to supplier prices/items...
2. Exhausting and resource consuming audit processes to prevent overspend...
3. Limited buyer choices (and not enough competition) among e-procurement system suppliers due to lack of supplier participation and adoption...
4. Inconsistent functionality, performance, and stability of supplier PunchOut catalogs...

You will discover a technological innovation that overcomes those supplier enablement challenges. This major breakthrough will allow you to:

1. **Enable more suppliers** to quickly and easily connect to your e-procurement system...
2. **Maximize your spend management** using unique supplier PunchOut functions with *built-in buyer protections* that include...
  - ✓ *constant contract compliance* and compliance management...
  - ✓ *automated* supplier catalog audits...
  - ✓ *buyer approval/denial* of catalog price/item changes *before* they're published...
3. **Define your perfect PunchOut catalog** with a one-time setup that ensures ALL supplier PunchOut catalogs meet your specific business needs, including:
  - ✓ Page layout...
  - ✓ Product categories...
  - ✓ Page functions, including per user security access...
  - ✓ Look-and-feel/personalization...

Imagine... consistent supplier PunchOut catalogs that function according to *your* specific business needs, tailored to *your* exact specifications, performing with rock-steady reliability year in and year out.

### e-Procurement System Challenges

Today's economic climate forces purchasing organizations to maximize their spend management and find new ways to cut costs and streamline the way they buy.

While e-procurement systems go a long way towards reaching those goals, there are inherent challenges to using enterprise scale purchasing software.

## **Not very many vendors have the technical or financial resources to connect.**

That leads to limited vendor and product choices when buying within your preferred system. Also missing is a healthy competitive environment, which inspires participating vendors to offer better pricing and the highest quality customer service.

Furthermore, in order to buy products not available from vendors within your purchasing system, you must go through more cumbersome buying methods from external vendor websites (even phone and fax from vendors who don't use e-commerce).

The resulting extra steps in placing and tracking orders with external vendors are counterproductive to the purposes behind your significant e-procurement software investment and makes your spend management less efficient.

But even with vendors who do connect to your system, there are challenges.

## **Suppliers can change items/prices at any time without your knowledge.**

If you've ever overpaid a supplier, or aren't sure if you have, you're not alone.

E-procurement system users, from Fortune 500 companies to large government organizations, have discovered that they've overpaid **millions** of dollars by purchasing out-of-contract items and/or buying items at prices that weren't in their contracts.

With the resulting lawsuits and repercussions, it's no wonder that purchasing departments are scrambling to find ways to protect themselves. That leads many organizations to increase their auditing of purchases.

Besides being exhausting and resource consuming, audits have a bigger problem; they happen *after the fact*. That means, if you *do* discover that you've paid for an item or paid a price that wasn't in your contract, you now have to spend even more time and money to *fix* it.

## **Supplier PunchOut catalog performance can be inconsistent and unstable**

Due to varying budgets and resources, suppliers use different technical providers for catalog hosting and data connections, often with wildly unpredictable results.

That can lead to frustrations and manual interactions with suppliers, which are both counterproductive to spend management goals.

## **The Solution**

A major breakthrough in e-commerce technology, called **PunchOut<sup>cx</sup>** (innovated by and only available through CoreXpand), helps you overcome every challenge described above. Here's how...

For starters, CoreXpand offers vendors the fastest, easiest, and most affordable PunchOut catalog creation available anywhere through a simple, 8-step online wizard (shown later in this document). This industry-first solution allows vendors of any size to quickly and easily connect to your e-procurement system.

This enables smaller businesses (e.g., local, and diversity program vendors) to connect to your e-procurement system and compete with even the largest suppliers.

**PunchOut<sup>cx</sup>** also creates a more uniform, pleasant, and intuitive shopping experience across all your vendors' PunchOut catalogs by allowing you to establish your preferences and business rules.



Figure 1 – The **PunchOut<sup>cx</sup>** solution allows you to create your own perfect PunchOut catalog template. The online PunchOut Wizard then populates your template with supplier catalog data using a simple 8-step process that's fast, easy, and affordable.

Imagine... every vendor PunchOut catalog in your e-procurement system meeting your specifications and preferences without any further effort on your part.

Additionally, the user-friendly and uniform **PunchOut<sup>cx</sup>** catalogs mount on a platform with proven reliability. CoreXpand's technology platforms have served thousands of businesses, millions of users, and billions of dollars in transactions.

That means that supplier catalogs created through the PunchOut Wizard™ eliminate the uncertainty that comes from dealing with multiple supplier catalog hosts and technical specifications.

**PunchOut<sup>cx</sup>** technology delivers rock-solid, consistent supplier catalog performance within a redundant, certified, and secure data center. CoreXpand's platform is PCI compliant and can perform in accordance with any Service Level Agreement requirements.

Next, and even more significantly, is how CoreXpand addresses the problems associated with vendor changes to catalogs that lead to overspend and out-of-contract buying.

Just for a moment... imagine the peace of mind, the cost savings, and monumental hassles avoided when supplier changes to your products or prices without your knowledge... *are no longer possible.*

**PunchOut<sup>CX</sup>** gives you something no other PunchOut connection in the world has; ***built-in buyer protection.***

## How It Works

This built-in protection comes from providing you an *unheard of* function in PunchOut catalogs (until now); *pre-publish approval rights of all PunchOut catalog changes.*

It's important to know up front, that this doesn't mean you are responsible for maintaining or managing the vendor's PunchOut site. Your vendor will still manage and maintain the site (which we make simple through our system).

However, what this new breed of PunchOut technology *does* mean is that you're now getting greater catalog visibility and vendor accountability – something you won't find in any other PunchOut connection.

Here's how it works:

***IMPORTANT NOTE: The screenshots of the functionality you are about to see are only one example of an infinite variety available to you. Everything you see is customizable to meet the needs of your processes, methods, and workflows.***

The first key difference in **PunchOut<sup>CX</sup>** – and your first layer of protection – is that the system automatically notifies you of a pending change to the catalog... *before they make it.*

You shouldn't have to put up with surprises. That's why this function alone represents a *huge* protection. But it's also a big hassle and time saver; because you no longer have to worry about tracking and analyzing spreadsheets of vendor catalog changes. That also means no more calling or emailing them numerous times to discuss discrepancies.

You can access your next layer of protection after receiving the notification... for the first time ever, you have the ability to *approve or deny changes* to a vendor PunchOut catalog *before the vendor makes them.*

Buyer Dashboard

Buyer Updates Dashboard

Choose Supplier: Vendor Supplies

Choose the data range to review supplier updates history

Start Date: [ ] End Date: [ ] Search

Supplier	Description	Status	DateTime	Approved By	Approved DateTime	Notes to Supplier	Action
Vendor Supplies	Price Updates	Approved	6/17/2010 11:48:25 AM	Lindeey	6/17/2010		Approve Decline
Vendor Supplies	We are introducing new products	Pending Approval	6/11/2010 10:04:00 AM				Approve Decline
Vendor Supplies	We are introducing new products	Pending Approval	6/9/2010 5:27:00 PM				Approve Decline
Vendor Supplies	We are introducing new products	Pending Approval	6/9/2010 3:52:00 PM				Approve Decline

Save

Figure 2 – After receiving an email notification of a change request (you can select the recipient(s)), designated users can review, then approve or deny, the catalog change requests using this simple, secure, user-friendly interface.

Again, this doesn't mean that you have to worry about *making* any changes to vendor catalogs, it just means that you're *empowered* with complete visibility and accountability; something you need for maximum spend management, and something that's never been available till now.

You're also receiving complete convenience along with peace of mind. That's because you can also tailor the way you view and manage catalog change approvals to suit your internal business needs and workflow requirements.

The following screenshots illustrate two different ways you can address the changes.

**Catalog Changes**

**Product catalog changes by UniVendor**

Description: Pricing updates for UniVendor

Filter By:

- ☐ New Items
- ☐ Deleted Items
- ☒ Price Changes
- ☐ Content Changes
- ☐ Approved Items
- ☐ Declined Items

Globally Approve/Decline:

☒ Approve ☐ Decline

Notes to Supplier:

Export Products:

☒ As Excel ☐ As CSV

Search:

Please use product name, sku, model to search for a particular item

SKU	Updated SKU	Name	Updated Name	Description	Updated Description	Price	Updated Price	Action	Notes
UPNS1334	UPNH51334	Grey hooded logo sweatshirt, X-Lg	Grey hoodie w/ custom logo, X-Lg	Sweatshirt, hooded, custom logo, X-Large, Grey	Sweatshirt, hooded, custom logo, X-Large, Grey	12.743	13.417	<input type="button" value="Decline"/>	<input type="text"/>

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Figure 3 – You can choose to filter line items in a number of ways for easy management of catalog changes. Note: We can modify the categories displayed here to suit your business needs.

**Supplier Updates**

**Supplier Catalog Updates**

Choose Supplier:  Choose a supplier from the dropdown to review their catalog update history

**Manage Supplier Product Updates**

How do you like supplier updating your catalogs

SupplierName	Content	Pricing	Add Items	Delete Items	Mark Up%	IsActive
Printer Supplies	<input type="text" value="Auto Update"/>	<input type="text" value="Auto Update-Upon Approval"/>	<input type="text" value="Manual"/>	<input type="text" value="Auto Update-Upon Approval"/>	<input type="text" value="0.0000"/>	<input checked="" type="checkbox"/>

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Figure 4 – To optimize the change approvals/denials according to your workflows and internal processes, you can even configure how the system handles each type of change.

**PunchOut<sup>CX</sup>** does more than give you greater vendor visibility, accountability, and protection than you've ever had in vendor PunchOut catalogs.

These functions can impact two very significant areas of your purchasing objectives:

**1. Reduce, even *eliminate*, the need for manual audits of your transactions.**

Having already seen and approved any changes to your products or prices, combined with robust reporting and monitoring functions, allow you to track and report on all activities (real-time and trends) related to your vendor purchases.

**2. Increase the effectiveness of your spend management.**

It's the goal of every purchasing department and e-procurement system out there; make your purchases as efficient and cost effective as possible. And because you'll never have to track another price/item discrepancy, you've saved time and manpower spent on discrepancy corrections, purchasing errors, and auditing.

**PunchOut<sup>CX</sup>** catalogs are perfectly compatible with the e-procurement protocols and functions you rely on. And the connections are flexible enough to change with your changing needs. In fact, you may never need the total functionality we're capable of providing.

But here's just a sample of what your vendors can deliver through a **PunchOut<sup>CX</sup>** connection:

- ✓ Flexible transaction processing that accepts multiple payment methods, such as P.O., P-cards, credit cards, rebates, co-op funds, coupons, department/cost codes, points, etc.
- ✓ Set secure login access controls for e-procurement administrators and buyers
- ✓ Set product ordering rules by line items and/or user (control views, requests, and order abilities)
- ✓ One centralized administration console for all your reviewing and reporting of vendor activities
- ✓ Customizable quoting/bid tool (request/receive quote, and order product in *one* tool)
- ✓ Product customization and configuration tools for complex product ordering
- ✓ Department/group specific catalogs
- ✓ PunchOut sites built for the way *you* do business – vendors can organize product categories and more according to your needs (as well as personalize the look and feel)
- ✓ Globally search and compare items across ***all*** vendor PunchOut catalogs

Flexibility... functionality... built-in buyer protection... what could be better? Well, how about...

**The fastest, easiest, and most affordable way available anywhere to enable your suppliers to adopt and connect to your system**

Another CoreXpand innovation is the incredibly user-friendly **PunchOut Wizard<sup>TM</sup>**, an online tool that **allows your vendors to create a PunchOut site in just 8 simple steps (after an easy 4 step account activation).**



Figure 5 – The CoreXpand PunchOut Wizard™ contains simple, easy to follow steps that let's even non-technical people create a fully functional, customized PunchOut catalog site in mere hours. But, if for some reason your vendors do need help, we have a friendly, locally based team of experts ready to help you.

The remarkable beauty of this solution is that anyone with basic computer skills can complete it – they don't even need an IT department.

With CoreXpand's **PunchOut Wizard™**, your vendors can create customized PunchOut sites in *hours*. They can even brand them to your department, and lay them out according to your specifications – including product categories, color schemes, and more.

## Conclusion

We've shown you how this new innovation will increase the return on your e-Procurement System investment and maximize your Spend Management through enhanced vendor connections.

We're confident CoreXpand can make a significant, positive impact on your spend management efforts while making your buying more efficient, effective, and pleasant through the innovations we've described:

- ✓ Greater vendor adoption and participation
- ✓ Industry-first PunchOut Catalogs with built-in buyer protections, compliance, and audits
- ✓ More consistent, stable, and effective supplier PunchOut catalogs

We welcome the opportunity to deliver all that we have promised and start saving you time and money while eliminating your purchasing risks.

Contact CoreXpand today for more information, and/or to see this phenomenal solution in action.

**Call 1-800-226-0834, or click below**

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