



BtoB Solutions' Primary Mission is to provide its clients with multi-faceted, web-based (SaaS), vendor-neutral solutions, that are: secure, economical, easy to use and implement, reduce costs, streamline workflow processes and provide compelling ROI's.

BtoB Solutions have focused mainly on the supply chain side of the business reducing customer's costs from point of requisition to accounts payable. Customers on average see 25% to 50% reduction in their spend based on the selected partners.

WHY YOU MUST AUTOMATE YOUR REQUISITION TO PAYABLES PROCESS NOW!

Do you know exactly what and how much is being spent on Indirect and Direct Purchases?

Visibility into your spend is one of the greatest rewards of automating your Requisition to Payables. A research report by the Aberdeen group states that poor spend visibility does erode negotiation and contracting performance between 5% to 7% compared to companies with good spend visibility.¹ Visibility also gives companies the ability to monitor fraud, explain budget overages, benchmark spending patterns, and negotiate spend.

The benefits of supplier visibility can control the cost of your operations by reducing processing costs caused by:

- Unnecessary inventory
- Fraud
- Lack of contract compliance
- Reducing Off-contract spending
- Requisition to order cycles
- Transactional record keeping

Improving financial processes

I don't believe anyone is still arguing that visibility into your spend improves your cost of goods sold, because now that you have collected the data your next step would be to negotiate your costs based on the quantities you now have visibility on. But there is more. The second step is to reduce your inventory by negotiating with your suppliers a guaranteed delivery time for the highest spend items. A recent analysts report indicates that requisition to pay automation can help generate a 25 - 50% reduction in inventory costs alone.¹² Visibility also helps eliminate the possibility of fraud and abuse. Just users and suppliers knowing you have visibility of the total procure to pay process will make them think twice about abusing the system.

Do you know how much of your direct and indirect spend is being bought on contract?

How important is compliance? For a typical company a 5% reduction in purchasing costs can increase the bottom line by as much as a 30% increase in sales

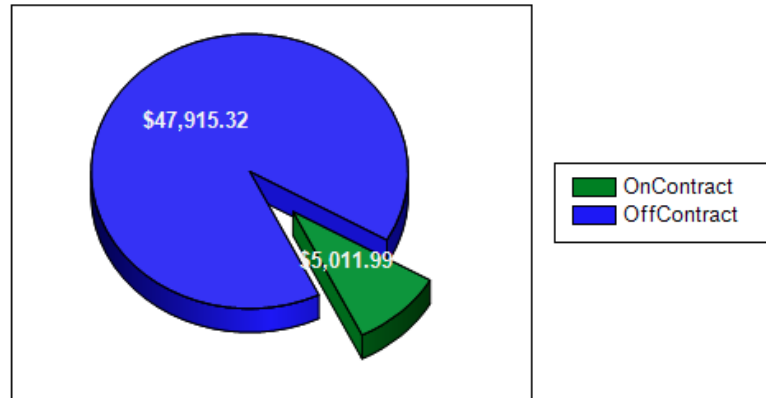
1E-procurement research shows that typically, a savings of over 10% can be made through optimizing contracts. (2)1

One way e-procurement helps optimize contracts is to help bring maverick spend under control. Maverick spend accounts for nearly 15-20% of spend amount on indirect goods while maverick spending on direct goods account for about 5%. (3) 1 With benchmarks showing that indirect spend account for an average of 36% of spend (4) within corporations getting indirect products under e-procurement represents a great opportunity for companies to maximize their savings. The second way e-procurement helps to optimize is to ensure compliance to corporate contracts.

Contract management should be part of any e-procurement technology as getting full compliance on negotiated category items is futile unless your company employees are driven or pointed to buy those items. With the amazons of the Internet there are many buyers driven to find the lowest cost of an item but by their actions they are creating higher costs for the organization by creating unneeded and expensive payment processing. By focusing on contract compliance and reducing the processes caused by maverick spend a recent report indicates that organizations claim they can save up to 37% by using e-procurement. (5)1

Hosted e-procurement applications optimize compliance even further by reducing maverick spend by reaching more of your workforce. Where enterprise legacy or server based software fails to reach workers that work out of there homes or remote offices hosted applications are available anywhere there is an internet connection.

Spend On/Off Contract



Do you know how much spend is outside of managements control?

Automation brings control to your procure-to-pay process and the rewards are unmistakable by providing the strong financial controls that are necessary in today's corporate enterprise. Research shows that each new dollar brought under management's control can reduce costs 5% to 20%.1 This advantage is attributed to the benefits listed below.

Benefits of Control

- Avoiding Fraud
- Enforcing Business Policies
- Maintaining Budgets
- Contract Compliance
- Proper Approvals
- Vendor Consolidation
- Increased Visibility
- Proper Coding

Automation of control improves productivity and takes the guesswork out of the controls that are necessary for buying. With e-procurement automating the procure-to-pay

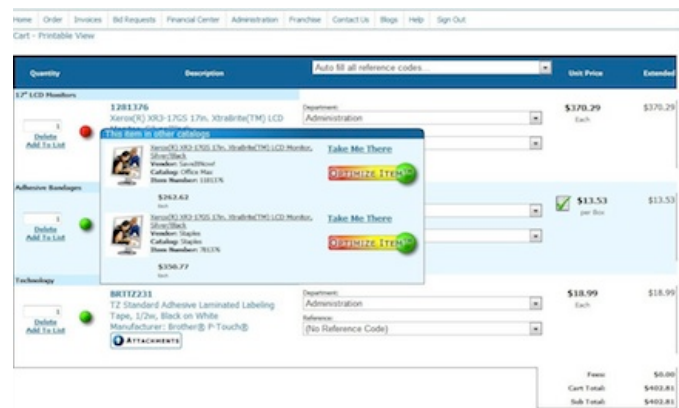
process the guess work of whom your approver is and what you need to get approval is gone.

Hosted e-procurement allows you to get more controls around more people. With hosted e-procurement there are no more excuses about the availability to the company's software and therefore the controls that are in it. Hosted e-procurement is available to all approved users 24 hours a day, 7 days a week, 365 days a year.



Do you know between all your contracts which vendor has the lowest cost among similar products?

BtoB Solutions applications give the enterprise an opportunity to optimize their purchases within the requisition to approval stages of the purchase. This optimization saves companies up to 15% in documented savings on optimized items. Without this technology you may be buying the wrong product from the wrong vendor. By automatically giving the requisitioner or approver the ability to compare products between contracts it eliminates the needs to "shop" across different vendors.



Do you know if invoices you paid where 100% fulfilled by supplier?

Companies are coming to the conclusion that they cannot keep adding people to their payroll to address the problems that are caused by lack of controls and visibility with in the enterprise. With research showing that it can cost companies an average more than \$100.00 to process an invoice, a great place to stop the madness is in the procure to pay process.



Hosted Requisition to Payables processes helps reduce those processes by eliminating the paper processes that are still being used in enterprises today. With hosted applications today giving you complete control over your procure to pay process you can eliminate the need for manual processes that plague the productivity in your enterprise.

With three-way matching and invoice reconciliation there is no longer a need to manually match purchase order's to packing slips and staple them to the invoice thus eliminating hours of unnecessary work and saving countless dollars.

The benefits of improved processes in your procure-to-pay cycle include:

- * Slow down the need and/or possibly eliminate head-count.
- * Eliminate duplicate and over payments to suppliers.
- * Increase ability to pay promptly and capture discounts by vendors.
- * Decrease payment penalties by vendors.
- * Reduce processing costs caused by poor visibility.

Do you know the costs associated with processing an Invoice?

If you're like most companies you haven't really thought about it. You hired AP and Administrative staff because you were told they were needed. We can help you understand the costs associated with the following question?

- **Do you know how much time and money is spent sorting your invoices form your mail?**
 - Lets explore it. If you have 10 locations and each person spends 15 minutes of their day sorting invoices. Based on a FTE of \$45K that would equate to over \$12,000 per year.
- **Do you know how much time and money is spent on getting invoices to the Accounts Payable Department to be processed?**
 - Lets explore it. Based on the same scenario above lets assume those invoices are then overnighted to AP from the following 9 locations. FedEx \$9.00 multiplied by 9 locations multiplied 240 working days would equal \$19,440.00.
- **Do you know how much time and money is spent validating GL codes or other references?**
 - Now you see where we are going with this. Even if each invoice is taking a 1-minute to handle and code with a GL code the time and costs associated with this can be staggering. What started as a simple process is now getting more and more expensive with each invoice. The average small business with 200 employees process over 5,000 invoices per month. That's over 4 hours of coding per day, which equates to over \$20,000 per year spent on just coding.
- **Do you know how much time and money is spent getting approvals on invoices?**
 - Most companies spend days trying to get the right approvals on invoices. Not only is it costing you in employee time as we outlined above now your missing on potential profits by missing early pay discounts. Early pay discounts can be substantial in today's economy where the vendor is willing to sacrifice profit in order to get his receivables. Accounts payable automation and approval is less than 30 seconds with complete invoice receipt to payment in less than 48 hours.
- **Do you know how much time and money is spent with invoice data entry?**
 - Invoice data entry is a simple calculation. Cost of full time FTE divided by amount of time spent entering the invoice into the accounting system. Not sure how long it takes. Based on white paper reports the average is around 3.5 minutes per invoice for clean data entry. Invoice automation completely eliminates data entry. Using an example of 5000 invoices per month and a FTE of \$45K this equates to over \$75K per year.
- **Do you know how much time and money is spent filing and storing your invoices?**
 - Time calculation is once again is easy. Hours spent filing and retrieving invoices. One cost often forgot in the calculations is the cost of storage cabinets and lost square footage that could be used more appropriately. Of course there is also the costs associated with all of those storage boxes used at the end of the year.

If you answered no 1 or more of these question then you owe to yourself and your company to see how we can save you 50 -75% on your Requisition to Payables process