

Supplier Network



Making all forms of
interaction and commerce
faster, easier and more cost effective

Engaging effectively with suppliers is essential. But are you drowning in paper, emails and phone calls?

Buying organisations can easily become overwhelmed by the sheer number of interactions with all their suppliers, from:

- Keeping supplier profiles and catalogues up to date
- Handling all those PO and invoice transactions
- Answering questions about payment status etc

It's hard to stay on top

As Procurement Director, Ellen faced these challenges. Her team liaised with hundreds of suppliers in a range of ways... post, email, fax and phone calls... simply to request or verify basic information, request quotes, accept proposals and negotiate agreements. Down the hall, **Chief Finance Officer, Tony had the same issue in Accounts Payable.** Poor supplier records and cumbersome transaction handling was causing no end of problems with invoices and payments.

Over coffee, Ellen and Tony acknowledged the current system for communicating and transacting with suppliers was highly fragmented and inefficient. In fact, you couldn't really call it a system, they agreed.

“Suppliers are important. But we just couldn't engage with all of them in a thorough way - without eating up hours of valuable staff time.” - Ellen

Ellen and Tony needed to move their teams away from manual processes. They needed a frictionless method of communication that enabled their teams and suppliers to effortlessly share secure information and transaction details at every touch-point. That way, they could ensure accuracy, streamline business processes, and reduce administrative costs.

“Put simply, we required a faster, easier and more cost-effective way for us and our suppliers to do business with each other.” - Tony

Ellen and Tony found the answer. Rather than hire more people, magically reduce the number of suppliers, or become faster at re-keying information, they looked to the cloud. They discovered a secure network that could receive, manage, and share information across the business relationship at virtually every point of engagement.

After deployment, the time savings were instant and astonishing. Suppliers benefited too. In fact, the changes have enabled both sides to work with each other more closely and more easily.

“We now have the perfect 'go-to' communication channel that serves our buyers and suppliers alike, sharing key information and transactions in the most efficient way.”

For more about how you can achieve similar success, read on...

Accelerate commerce, improve information accuracy and increase efficiency – for both you and your suppliers

The PROACTIS Supplier Network provides essential support to all PROACTIS Source-to-Contract and Purchase-to-Pay applications and can connect in similar ways with other existing systems.

Streamline every interaction with every supplier - and improve business for everyone

The PROACTIS Supplier Network connects you and your suppliers in the most efficient way possible at every important touch-point as you do business together. Put simply, interactions of all types become fast, easy, inexpensive and trustworthy for all parties.

The Supplier Network is a genuine win/win for your organisation and your suppliers. Slow, expensive and inconsistent manual communications and transactions are replaced by low-cost, electronic methods that deliver accurate information automatically whenever it's needed.

Overnight, it becomes easier to make purchases and handle invoices. Key information is maintained at the source and available to those who need it 24/7. Accuracy goes up and administrative effort goes down. All for everyone involved.

One communication channel for all aspects of engagement and commerce

Robust cloud-based network becomes the secure 'home' for every interaction

The PROACTIS Supplier Network combines the capabilities of a transaction hub, buyer and supplier portals, and ecommerce connections into a single entity that connects buyers and suppliers in ways that remove time, cost and risk for both parties every day. It replaces slow, expensive and inconsistent manual communication methods with fast, low-cost, electronic methods that help buyers reduce the cost of their purchasing and payment processes while at the same time helping suppliers of all types and sizes reduce the cost of servicing their customers.

Key features

The transaction hub...

enables buyers and suppliers to send and receive electronic purchase orders and invoices in a secure environment

Buyer & supplier portals...

act as cloud-based gateways for all parties, enabling easy online access to information and adoption of all interaction and commerce capabilities

Public or private communities...

defined by policy settings enable buyers to make their network 'by invitation only' if they wish

Open interoperability...

using web services and standard APIs enable connectivity with other partner networks, external marketplaces, PROACTIS applications and other business systems

Reliability & security...

is provided by multiple data centres with an SLA of 99.95% in standard regional work hours; high-grade security and ISO 27001, ISO 9001, IGSoc, and SSAE16 accreditations

Improve every interaction in every relationship

Key information flows freely in both directions

The PROACTIS Supplier Network provides an extensive array of electronic connectivity options to streamline just about every aspect of the buyer-supplier relationship.

This extends from the sharing of basic company details, to interactive sourcing and access to specific offerings, through to the handling of transactions and payment details.

With greater visibility and control over the process, trading partners are equipped with new ways to manage cash, leverage working capital and accelerate payments whenever it makes sense.

PROACTIS Supplier Management, Sourcing, Contract Management and Content Management (or other third-party systems) interact extensively with the Supplier Network to provide buy-side capabilities.

Streamline interaction and improve information - the moment suppliers come on board

The network keeps everyone in the loop

The PROACTIS Supplier Network makes it easy for your suppliers to register, maintain information about themselves and their offerings, and compete for your business without creating an administrative headache for your team.

Key features

Self-service supplier profile management...

makes it easy for suppliers to keep general company and offering information complete and up-to-date, providing access to all buyers, while online supplier questionnaire entry streamlines your specific qualification process

Self-service supplier catalogue management...

makes it easy for suppliers to keep their offerings up to date and visible to your buyers

Online supplier registration...

makes it easy for suppliers to respond to your invitation or proactively join the network to make themselves visible to you and other buyers

Online contract visibility...

helps you and your suppliers stay in sync with contract status, expiration, attached documents and more

Online RFx posting & response submission...

make it easy to publish tender documents for either selective or public visibility, and for suppliers to respond

Online auction access ...

enables effective, efficient reverse auctions for both you and potential suppliers

Pre-enabled eCommerce connections...

make it simple to incorporate sites such as Amazon.com and the PROACTIS Marketplace into your purchase-to-pay environment

Automate transaction handling from purchase to payment

PROACTIS P2P (or other third-party systems) interact extensively with the Supplier Network to post purchase orders, receive electronic invoices and post account status.

The Supplier Network transforms the way you transact with suppliers

The PROACTIS Supplier network enables you to electronically send and receive the many transactions associated with day-to-day purchases. It even provides trading partners with new ways to manage cash, leverage working capital and accelerate payments whenever it makes sense.

Key features

Online PO posting & acknowledgement...

ensures rapid communication of purchases between you and suppliers

Electronic invoice file transfer...

dramatically streamlines invoice handling for both you and suppliers by eliminating paper and enabling system-to-system transmission where possible

Online invoice submission...

using either a direct entry or a 'PO flip' approach provides a fast, easy way for suppliers to electronically submit invoices on a one-by-one basis, eliminating paper handling and delays for both parties

Self-service account status enquiries...

let your suppliers have 24x7 visibility of the status of their invoice payments, so they don't need to call or email your organisation

Accelerated payment financing...

provides suppliers with the option for early payment while providing you with the option for discount participation

Drive down costs and enhance supplier relationships

Unlock a raft of savings opportunities

As a buyer, the PROACTIS Supplier Network's powerful supplier interaction and commerce tools, combined with internal Spend Control solutions such as PROACTIS Purchase-to-Pay and Source-to-Contract applications, can transform your procurement and payment processes into a streamlined, highly effective 'savings-generation engine'.

You can look forward to:

Reduced transaction & administrative costs...

by harnessing the efficiencies of electronic invoice and PO transmission methods; by transferring maintenance of most supplier information to suppliers, and by dramatically reducing the need for paper handling throughout Procurement and Finance

Increased on-contract spend...

by making it easier for your buyers to select what they need from preferred sources using supplier-maintained electronic catalogues and eCommerce connections within your purchase-to-pay solutions

Increased opportunities for early payment discounts...

with participation in accelerated payment financing (APF) that can leverage available working capital to create additional savings from Accounts Payable

Improved supplier information...

to support your procurement and finance transformation initiatives by enabling an environment where suppliers want to keep profiles, qualifications, and offerings complete and up to date - and it's easy for them to do so

Improved supplier relationships...

through deeper, more collaborative engagement and by becoming 'easy to do business with'

Win greater loyalty from your supplier community

They can share in the benefits too

The PROACTIS Supplier Network solves almost identical issues for your suppliers. They save time, reduce costs and become able to respond to business opportunities faster.

They'll benefit from a powerful set of efficient, easy-to-use customer commerce and interaction tools that enhance and broaden the way they do business with you and other customers.

You can look forward to:

Reduced administration costs...

thanks to the ease with which they can maintain their profile, complete online questionnaires and respond to tenders

Lower transaction costs...

through the time-saving efficiencies of electronic invoice and PO transmission methods

Expanded sales opportunities...

by making it easier for you and other customers to make content-rich catalogues and websites visible to purchasers. They can also make themselves visible to more buyers when they are searching for suppliers, gain greater visibility of public tender postings, and more easily participate in online auctions

Enhanced cash flow management...

with 24x7 visibility of invoice payment status as well as options for faster access to cash using any financed accelerated payments you may offer



Improved customer relationships...

with your buyers through deeper, more collaborative engagement, and by becoming 'easy to do business with'

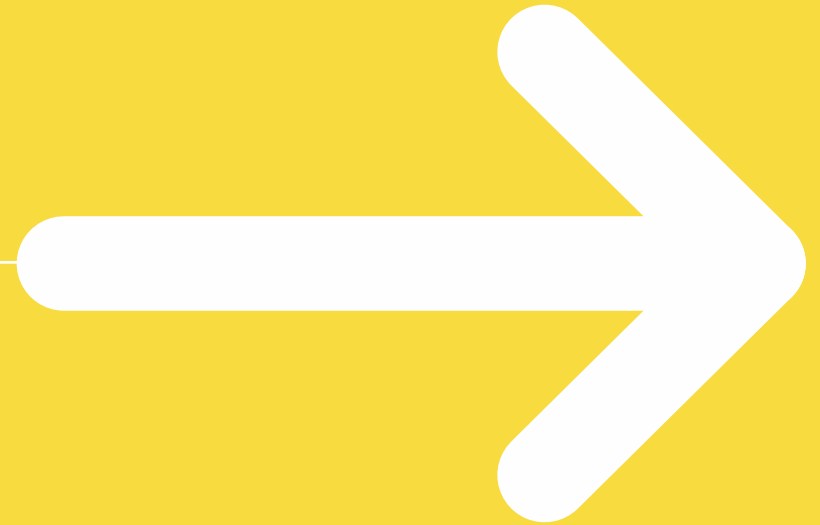


SUPPLIER NETWORK

Make the difference, with every interaction

Select the right solution for your organisation

PROACTIS Supplier Network works exceptionally well with other solutions in the PROACTIS suite, delivering benefits across the Procurement and Finance functions.



Process Support

Solution Features	Purchase-to-Pay	Supplier Management	Sourcing & Contract Management	Content Management	Full Closed-Loop Procurement
Electronic Commerce					
Online PO posting & acknowledgement	→				→
Electronic invoice file transfer	→				→
Online invoice submission	→				→
Self-service account status inquiry	→				→
Accelerated payment financing	→				→
Buyer-Supplier Interaction					
Online supplier registration		→			→
Self-service supplier profile management		→			→
Online qualification process		→			→
Online RFx posting & response			→		→
Interactive 'quick quote' process			→		→
Online auctions			→		→
Online contract visibility			→		→
Self-service catalogue management				→	→
eCommerce connections				→	→

SUPPLIER NETWORK

The PROACTIS Supplier Network makes all forms of interaction and commerce faster, easier and more cost effective

Be the person that makes the difference in your organisation.



Discover more

Contact our friendly team today to arrange a face-to-face meeting. We'd love to hear from you and show you how the PROACTIS Supplier Network can deliver dramatic benefits very quickly.

Call +44 (0)203 866 8800

Email enquiries@eclgrp.com

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Delivering greater bottom-line value



PROACTIS Partner

t: +44 (0)203 866 8800

e: enquiries@eclgrp.com

w: eclgrp.com