

Spend Control For **Financial Services**



How to recognise and seize
opportunities that others miss



**Banks, insurance companies, brokers
and other financial service firms**

**are ahead of
other sectors
in many aspects of spend control...**

**And yet, significant opportunities for driving up efficiencies are
being missed – in relation to how items are procured and paid for.**

As a finance industry professional, numbers are your business. You also understand speed, accuracy and performance more than your peers in many other industries.

If you work in Procurement, your team probably leads the field when it comes to striking a good deal with suppliers. If you work in Finance, then you'll know that the cost of processing each transaction really matters. And everyone recognises the importance – and challenge – of complying with fast-changing regulations.

But there are other key issues, easily overlooked. And it's not anyone's fault.

Because growing financial services companies naturally take an entrepreneurial and dynamic approach to purchasing, they sometimes miss out on major strategic rewards:

- A lack of real-time data for spend analysis means banks and others can fail to spot opportunities to take advantage of purchasing trends, manage suppliers better and improve sourcing – on everything from IT equipment to building maintenance
- While companies understand the value of risk management and the threat of fines, they don't always see serious vulnerabilities that exist within their supplier base – or know how to manage due diligence across thousands of suppliers, categories and countries

- Financial services companies sometimes fail to benefit from the full reach of Spend Control. Put simply, the more expenditure you bring under management, the greater the return. Your entire purchase-to-pay process may be ripe for transformation

Organisational challenges can flare up too. Mergers, acquisitions and the separation of some retail and investment operations – ordered by regulators – can cause problems when disparate teams, legacy systems and data fail to fit the new shape of an organisation.

However, there's good news for financial services companies that recognise these issues.

With the right solutions, you can enhance the role you play for your business – retaining your dynamic culture while adding breadth and depth to your capabilities of the kind rarely seen within the financial services industry.



Taking Spend Control to the next level

Finance and procurement leaders in banks, insurance companies, investment management firms and many other types of financial services companies continue to transform the way they source, purchase and pay for all types of goods and services.

Key players are using new capabilities to further reduce cost and risk, and to ensure regulatory compliance in the way they buy everything from office supplies to temporary staffing. They are streamlining the way they interact with their supplier base. And they are using supporting technology frameworks with the flexibility to smoothly evolve with inevitable organisational and regulatory change over time.

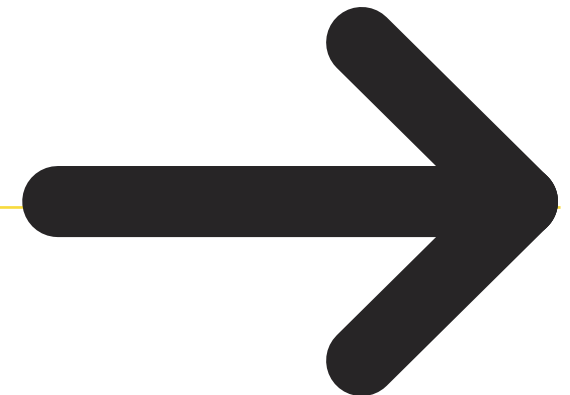
Some are transforming their Spend Control and eProcurement processes as part of broader initiatives like organisational structure changes or deployment of new ERP or finance systems. Meanwhile, others are doing this to support rapid growth or because they understand the strategic importance of Spend Control.

Regardless of the initial driver, leading financial services companies are taking new approaches to the way they:

- **Manage the Purchase-to-Pay (P2P) process** across all of their offices and branches in order to improve control, visibility and auditability of day-to-day purchases. They can reduce costs through increased on-contract spend, make it easier for staff to get what they need, improve budget management and capture better details for spend analysis
- **Automate much of the AP process and leverage electronic invoice methods** to remove even more cost while gaining the advantages of faster invoice processing
- **Standardise supplier management** to build a stronger supplier base, reduce risk of supplier non-compliance and better monitor performance
- **Upgrade sourcing and contract management processes** to drive greater savings and greater value across more categories of spend in more areas of the company

You can access these benefits too. By bringing together disparate systems and procedures, you can streamline business processes, enhance procurement effectiveness, ensure compliance and drive down costs. Every office, department and branch can share the same ultra-efficient, highly-automated systems to avoid waste, duplication, risk and paying too much for goods and services.

But smart ideas are one thing. How can you put them into action?



We've teamed with leading financial services companies to make it happen

PROACTIS has a suite of technologies and services that fit the needs of financial services companies precisely – and together we're proving how well they work.

With our help, you can deliver monetary savings, improved operational efficiency and greater governance and risk mitigation. With the right approach, effective procurement and Spend Control can be more ingrained and enabled across your entire organisation.



We're making it happen for leading financial services companies.

We're delivering real-life results in key financial services sectors

Our solutions don't just add technology for the sake of technology, they create savings, value and competitive advantage:

One of the UK's largest motor insurers

with more than £300 million annual turnover, 1,500 employees and two million policyholders has replaced multiple legacy systems accumulated through a period of acquisition with a single organisation-wide PROACTIS Purchase-to-Pay (P2P) system. This automates purchase authorisations, PO placement and invoice processing for the company's three main offices and 60 high street branches.

One of the United States' largest regional banks

with over \$140 billion in assets and over 1,200 full-service banking centres in 10 states initially deployed PROACTIS solutions to streamline their purchase-to-pay (P2P) process while improving visibility and control, and providing the agility to respond to future compliance and regulatory demands. They have since licensed the entire PROACTIS suite and are now deploying our full range of Source-to-Contract solutions, beginning with supplier relationship management (SRM).

A global currency exchange company

providing financial services for millions of customers across over 50 countries recently selected PROACTIS Purchase-to-Pay (P2P) and the PROACTIS Invoice Document and Data Capture Managed Service to replace largely manual and paper-based processes. Initial deployment is in the UK and the United States, and ultimately across Asia Pacific, Europe Africa and the Middle East.

A large health insurance company

covering 2.8 million members is deploying the full PROACTIS Source-to-Contract suite as the organisation's new generation solution for supplier relationship management (SRM), sourcing, contract management, content management and all forms of supplier engagement. The PROACTIS solution is replacing a legacy Ariba system.

An independent financial services company in the Netherlands

with 650 employees who administer pensions for more than a million people and manage €56 in assets uses PROACTIS Purchase-to-Pay (P2P) along with invoice scanning and electronic invoices. This streamlines their entire process from purchase request to invoice processing and payment.

A large Middle Eastern banking group

with entities in several countries has deployed PROACTIS Purchase-to-Pay (P2P) and related solutions to help address the company's rapid growth through mergers and acquisitions. PROACTIS solutions provide the framework to standardise and streamline purchasing processes across all areas, enable centralised procurement of certain categories and leverage the company's full buying power.

Financial services companies and PROACTIS have embraced each other in a big way:

Over 40 financial services firms

are using PROACTIS Spend Control and eProcurement solutions, including banks, insurance companies, investment managers and others around the world.

There's an answer for every Spend Control need

Our suite of solutions and services can increase spend under management, ensure true market pricing and drive up efficiency across all your procurement activities.

Source-to-Contract

solutions and managed services significantly increase your procurement team's capacity and effectiveness so you can achieve greater value, greater savings and lowered risk across all your spend.

Purchase-to-Pay

solutions and managed services improve how you handle purchase authorisation and manage budgets for all kinds of goods and services and dramatically streamline invoice processing across all your spend.

Supplier Network

enables you to take all forms of supplier interaction and commerce to a new level of efficiency and clarity, from supplier qualification and onboarding to eSourcing, electronic PO and invoice transaction delivery, supplier self-service invoice status enquiries and more.

Spend Analysis

gives you the insight you really need to understand what you're spending, with who and on what. It's an invaluable tool your procurement team, finance team and entire organisation will use every day to consistently minimise both cost and risk.

Visit proactis.com for more information on our solutions and services.



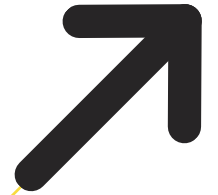
Now you can play by the rules. Your rules.

Our suite of solutions perfectly balance the specific needs of financial services companies, flex as necessary and evolve to meet changing requirements.

With PROACTIS, you get unsurpassed breadth, depth, flexibility and scalability, so you can take total control of spend.

With our help, you can achieve:

- **The right balance of consistent organisation-wide policies and processes** with appropriate level of local autonomy when it comes to daily operations
- **The right combination** of centralised, decentralised and virtual business functions
- **The ability to leverage your full buying power** without losing the advantages of local sources where they best fit your needs
- **Rapid, incremental performance improvement** at the pace that works best for you
- **The ability to evolve smoothly** as your organisation responds to market changes and as it experiences mergers, acquisitions and restructuring that may occur over time



How we answer your daily challenges

Our proven, best-in-class solutions are built for organisation-wide deployment within diverse organisational structures.

Our solutions support everything from strategic procurement functions, through to the full purchase-to-pay process and all its components. You can start just about anywhere and deploy incrementally.

Deploy globally, simply

For companies that operate globally, PROACTIS has all the localisation capabilities you need to deploy a common Spend Control framework across highly dispersed operations and supplier communities around the world.

Multi-currency support

allows you to establish a 'home' currency for each organisational entity and perform commerce transactions in various currencies with accurate conversions.

Multi-language support

allows the user experience to be localised to individual users based on their organisation and user profile.

Tax support

handles both VAT and sales tax calculations, as well as varying withholding requirements.

A hand holding a tablet displaying text. The tablet is held by two hands, one on the left and one on the right. The screen of the tablet is white and contains the following text. A yellow line starts from the left edge of the tablet, goes up, then right, then down, and then right again, ending at the right edge of the tablet. Another yellow line is a horizontal line at the bottom right of the tablet.

Deploy quickly and securely

With PROACTIS, you don't need to invest in new equipment at your different locations.

All PROACTIS applications are browser-based, and can be deployed securely on the web to provide 24x7 access to employees everywhere. What's more, they integrate with any financial and operational systems you have in place.

In addition, PROACTIS applications can be licensed and deployed in a variety of ways to enable an approach that is most cost effective for you.

- **Deployment options** include cloud-based application management services, on-premise installation, or a combination of the two
- **Licensing options** include transaction or user-based subscriptions, perpetual license with annual maintenance, or a hybrid combination

PROACTIS localisation capabilities, combined with highly flexible licensing and deployment options make our offering one of the most globally capable and globally practical solutions available today.

We Stand Ready

PROACTIS provides the resources to help you with every challenge and opportunity.

We can work directly with you

to improve how suppliers are selected, how sourcing events are run, how contracts are managed, and how the right information is made available to your organisation.

We can work directly with your team

to improve how purchases are authorised, how budgets are managed, and how invoices are processed.

We can work jointly with you

to tie everything together to make good purchasing practices a natural part of the way your organisation operates and cost consciousness a natural part of your organisation's culture.

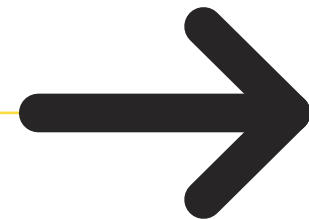
Contact us...

to discuss your financial services company's Spend Control goals and how our solutions and services can help you achieve them.

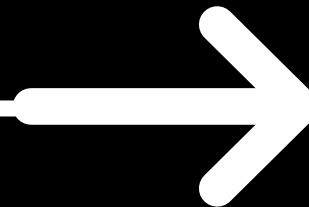
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