

## Manufacturer Spending Perspective

### Manufacturing Maintenance, Repair, and Operations (MRO)

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Managing MRO organizations is extremely challenging on numerous levels. At the highest level, MRO professionals are under constant pressure to achieve two diametrically opposite objectives:

- ❖ Maintain extremely high levels of availability & reliability while at the same time --
- ❖ Minimize the cost of maintenance

MRO spend is significant. America's 350,000-plus mining & manufacturing facilities annually spend nearly \$200 billion on MRO products and services.

MRO spend is generally un-managed. Most organizations don't actively manage their indirect spend (parts like tools, bearings, motors, etc.) nearly as actively as their direct spend (raw materials like steel, plastic, production chemicals, etc.). According to [Spend Matters](#), only 60% to 70% of spend is under pre-negotiated pricing with the balance being un-negotiated spot spend.

MRO spend management is hard. Companies either manage it manually with spreadsheets & emails or with large, hard-to-use ERP systems. Both alternatives are expensive and inefficient.

It does not have to be so hard. Within 3 months from implementation, Contraqer can reduce cost by 9% to 25% and timelines by 30%.

### Contraqer Automates Procurement

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Contraqer is a cloud-based procurement management solution that provides everything teams need to manage the entire purchasing process – from requests to vendors through invoicing, payments, and receipt. Contraqer automates the entire procurement process with standard templates, workflows, analysis, and document scanning.

### Contraqer Saves Money

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Contraqer allows you to quickly and easily send RFQs to multiple vendors and automatically evaluate the quotes that are returned. Contraqer enables you to:

- ❖ Verify that the items and quantities on the quotes you receive match your RFQ
- ❖ Compare the prices on the quotes with prices you paid in the past for the same or equivalent parts
- ❖ Benchmark the pricing with anonymized pricing from other Contraqer clients
- ❖ Determine where you have negotiating power with price spread analysis
- ❖ Check Amazon (or similar sources) for competitive pricing
- ❖ Ensure adherence to pricing contracts



Contraqer clients negotiate better prices with this insight and analysis all in one place, organized automatically. Savings of 9% to 25% are common.

## Contraqer Saves Time

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Contraqer automates previously manual tasks to save your team significant time. Contraqer:

- ❖ Sends RFQs to vendors automatically using standard templates ensuring consistency in every purchase
- ❖ Automatically imports and verifies quotes returned
- ❖ Automates your approval process
- ❖ Visually highlights discrepancies between your PO and your vendors' invoices & packing lists with a graphical three-way match
- ❖ Automates returns with RMA requests and integrations with FedEx and UPS
- ❖ Manages coterminous, non-coterminous, auto-renew and auto-expire maintenance contracts so that you never miss a renewal or expiration
- ❖ Centralizes all procurement documents in one place – No more spelunking through email, digging into shared drives, or diving into SharePoint
- ❖ Provides insight into your procurement with Reports and Analytics
- ❖ Integrates with your other systems to easily push or pull data when and where you need it.

## Contraqer Addresses the Unique Needs of MRO Organizations

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If you are using a CMMS/EAM, Contraqer enables [Closed-Loop MRO Procurement](#), offering you several benefits:

- ❖ Fewer parts outages which results in higher uptime and more reliable assets & equipment
- ❖ Fewer emergency shipments, resulting in lower shipping costs
- ❖ Lower inventory levels, resulting in both lower working capital utilization and lower depreciation expense
- ❖ Lower purchase prices, resulting in a lower overall maintenance spend
- ❖ Lots of time saved and more accurate inventory information through the elimination of tedious, manual work

With Contraqer, your team can be up, running, and saving time & money in days or weeks.



Please click to see [Contraqer in action](#)

## Learn more

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