COMPLEAT PROCURE
FOR PARTNERS

- Differentiate your business
- Maximise your profitability
- Delight your customers

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1 Introduction - CompleatProcure

Digital invoice capture and approval automation is now the fastest growing sector of accounts automation, globally, and whilst there is an ever-increasing number of providers of this capability, that is where the value stops.

CompleatProcure offers every CompleatCapture customer the ability to access their spend data and as a direct result, make very considerable savings on every aspect of that spend to deliver a credible and compelling ROI proposition.

As important, the Compleat community is already spending over £10bn through CompleatCapture and the associated accounting, ERP and purchasing automation applications, including our own. This aggregated spend is enabling Compleat to negotiate preferential pricing from global suppliers for all Compleat customers that is far beyond the pricing they could achieve on their own; and this spending power is only going to increase.

The CompleatProcure Portal will provide Compleat's mutual customers with real-time secure access to their spend analytics, broken down by direct and indirect spend, including category spend "out of the box", with the ability to drill down to every supplier, every invoice, every line item, including description and prices paid.

As every procurement professional will confirm, this immediate access to the spend data is transformational as a very considerable amount of their time is taken up trying to collate this information, often manually, from a limited selection of the filed paper invoices.

CompleatProcure also provides the ability to rapidly consolidate relevant supplier spend into the format required for tendering and supplier selection. It then tracks the savings achieved in real time to deliver demonstrable and sustainable savings and ROI.

Access to CompleatProcure is sold as an annual subscription (with associated Partner margins), based on the level of spend of each customer and the potential savings available. CompleatCapture combined with CompleatProcure is a global market gamechanger.

2 Strategic solution

Compleat is the only provider of end-to-end digital purchasing automation that offers Partners and SME businesses a strategic solution to maximise both productivity and the effectiveness of their spend.

| COMPLEATCAPTURE	iCOMPLEAT	COMPLEATPROCURE
Digital invoices	Digital purchasing	Buy smarter

Whilst CompleatCapture provides a standalone service to deliver e-invoices, it also combines with iCompleat to provide a SaaS "Buy2Pay" application that automates online buying (e.g. Amazon Prime for Business), purchase ordering, invoice capture and associated approval automation, integrated into any accounting and ERP applications and can be deployed in as little as one hour.

The CompleatProcure Portal provides customers with secure online access (for an annual subscription fee) to all of the spend data captured, including both header and line-level information. CompleatProcure provides powerful BI reporting capabilities to provide real-time information and manage every category of direct and indirect spend. The CompleatProcure functionality also includes contract management and e-Tendering or reverse auction functionality. For larger customers, the savings they are achieving are usually twenty times the cost of the Compleat applications and services, delivering the ultimate ROI proposition.

CFOs immediately recognise the strategic value of Compleat, delivering excellent initial sales conversion rates and additional future recurring subscription revenue over time.

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CompleatProcure – Delivering substantial, sustainable savings as a service
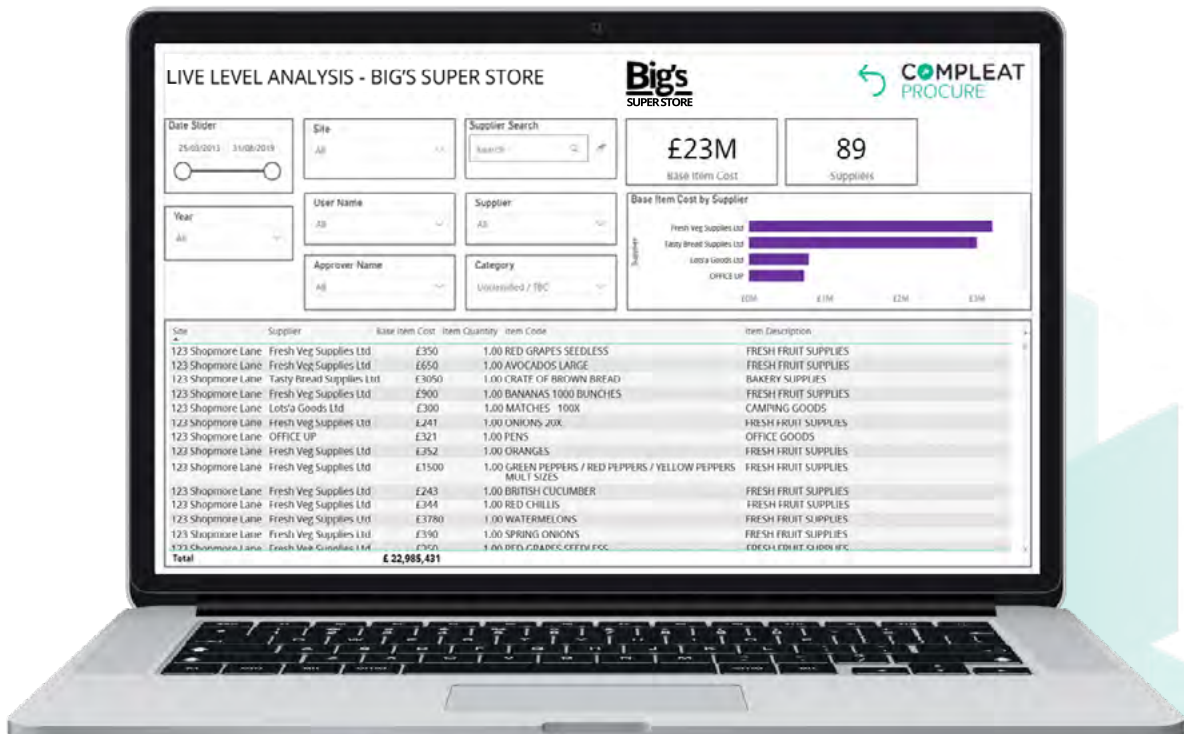
Partner-centric design

Compleat recognises that the single biggest barrier to a successful Partner adoption is the historic time and costs associated with onboarding a new product.

All of Compleat's applications have been developed to be Partner-centric.

This extends to marketing, sales (including a full demonstration suite), customer deployment, support and customer financial management within the Compleat applications. This includes both extensive partner and customer self-service online help, enabling Partners to be fully operational in as little as one week.

Partner account management services

Compleat Partner account management is built around each of the primary contact points of marketing, sales, deployment, support and finance to ensure all Compleat Partners have the tools and personal support necessary to deliver both immediate and the growing success of this initiative.

Procurement as a service

As many of Compleat's smaller customers do not have their own procurement resources, CompleatProcure also includes the option to access Compleat's internal Compleat Procurement team and an increasing number of third-party procurement specialist organisations in each geographical location, to help customers maximise the savings they can achieve.

For many of Compleat's SME customers, their only involvement in the process is to agree the areas of spend for review, select their preferred supplier based on best value (post-tender) and enjoy the savings they achieve.

Preferred supplier online purchasing

The business community is increasingly following the B2C market to buy online from their preferred suppliers.

Compleat's "Buy2Pay" SaaS purchasing automation application, iCompleat, takes full advantage of this trend, whilst addressing all of the current major accounting challenges that have been a barrier to wider adoption.

iCompleat is delivered with access to a growing number of global suppliers websites, including Amazon Prime for Business, to deliver a full online purchasing experience, with the addition of introducing credit accounts, visibility and control of every purchase before it is made, as well as the automated capture of the invoice, order match and automated posting to their accounting or ERP software on final approval.

This automation is enabling CFO's to reduce credit card spending and remove the headache of credit card reconciliations. It is also reducing the risk of fraud through better controls, including the delivery addresses of items purchased, whilst improving cash flow through supplier credit accounts.

Supplier savings

Online purchasing provides the supplier with the optimum business model. The Compleat cXML integration with the supplier's infrastructure enables the supplier to digitally capture the order and provide the simplest "pick and ship" process and remove the entire cost of accounting for the transaction.

This level of automation and direct access to the rapidly growing Compleat customers has enabled Compleat to negotiate preferential pricing with a growing number of suppliers, delivering quantifiable savings for every customer within the Compleat community.

Digital end-to-end procurement

CompleatProcure, when combined with CompleatCapture and iCompleat enables every organisation to save time, gain visibility and control over spend and deliver significant savings that will far exceed the cost

of the applications that deliver those savings.

For Compleat's partners, CompleatProcure offers a unique and compelling differentiation and business case from their competitors to improve sales conversion rates and retain margins whilst increasing their recurring revenue streams that add value to their business.

Contract management

CompleatProcure includes comprehensive contract management functionality which includes:

- Capture all contracts
- Contract description
- Multi-level (user defined) category analysis
- Owner, review date, renewal date, termination date with automated email alerts
- Attaches contact documents and document categories
- Contract management process through tenders, renewals and cancellations

e-Tendering, auctions and reverse auctions

CompleatProcure also provides a full SaaS e-Tendering and reverse auction capability which includes:

- Public sector functionality
- RFI's, RFP's and RFQ functionality
- Full RFQ capabilities with scoring and weighting, associated questionnaires and KPIs
- Tender comparisons and evaluations
- Procurement management with planning, control and collaboration
- Forward, open and Japanese tendering and reverse auction capabilities

CompleatProcure reduces the time to collate the detailed spend data to simplify the generation of detailed tendering activities, improving productivity to maximise savings achieved.

Compleat (and it's procurement specialist partners) also provide Procurement resources to both recommend and undertake tendering activities to ensure customers achieve the maximum savings available.

Compleat fully accepts that it is always the customers right to select the supplier they wish to work with, irrespective of the savings on offer from other providers.

Pricing

CompleatProcure pricing is set as an annual subscription fee, which is calculated based on the value of spend being processed and the probable savings available.

This can be calculated pre-sales by processing a supplier turnover report through the Portal, or more commonly, by reviewing the actual spend processed between three and six months after the deployment of CompleatCapture.

The savings available have delivered an ROI of twenty times against the investment in the CompleatCapture, iCompleat and CompleatProcure.

The Bottom Line:

CompleatProcure transforms the value of the CompleatCapture digital invoicing service by delivering the granular spend data that enables organisations to improve their spending habits to deliver quantifiable and sustainable savings.

The Compleat Partner proposition enables our Partners to differentiate their offerings from competitors, increase sales conversion rates whilst adding incremental revenues and delight their customers.

4 Compleat digital procurement

CompleatProcure is one component of Compleat's strategic digital procurement application suite and Partners may also opt to offer two additional applications and services:

iCompleat

- Compleat "Buy2Pay" automation application
- Gray-label option to reduce sales friction
- Integrates with any accounting or ERP application
- Multi-lingual (at user-level) and multi-currency
  - Deployed globally on Microsoft Azure Shards deployed within the territory to address local data legislation requirements
- Utilises CompleatCapture to deliver the digital invoices
- Advanced general ledger automated default coding to increase productivity
- Comprehensive multi-step invoice approval workflows including parallel approval process
- Purchase order generation with approval process
  - Auto-matching to invoice and exception management
- Online purchasing integration (Punch Out) with leading global suppliers and marketplaces including Amazon Prime for Business
  - Supplier "lockdown" to ensure use of preferred suppliers to deliver savings

For more information visit www.icompleat.com

CompleatCapture

CompleatCapture is disruptive technology, significantly reducing the cost of digitising every invoice with minimal intervention from the customer and no changes required by the supplier. CompleatCapture makes "e-invoicing" affordable for every organisation as well as replacing legacy OCR technologies to deliver excellent margins for our Partners.

- White label option to reduce sales "friction"
- Simple partner onboarding process which often takes less than one day to deploy and train, for an unlimited number of customers
- Inbuilt customer management functionality and reporting
  - Partner UI and control of Transaction Credits deployed and consumed for each customer
  - Automated alerts for both partner and customer Transaction Credits as levels reach a minimum threshold.
  - Real-time access to the status of every transaction being processed
  - Full audit trail of every transaction processed by each customer to avoid utilisation and payment disputes
  - Automated deployment of additional Transaction Credits on payment for partner / customer deployments
- API integration services
  - Deployment options utilising
  - Partners infrastructure (if available)
  - Document management applications
  - Accounting and ERP software integration
  - Procure-to-pay applications
- Comprehensive account management services
  - Marketing
  - Sales
  - Technical support for deployment and integrations
  - Support
  - Finance

Compleat digitises the entire end-to-end purchasing process to enable organisations to automate the entire purchasing process, saving everyone time whilst maximising the effectiveness of their spend by deliver quantifiable and sustainable savings.

For more information visit www.compleatsoftware.com

In the near future, every business will work this way.

5 CONTACT

Charlotte Newman
iCompleat Partner Manager

Compleat Software Limited
2 - 6 Boundary Row
London
SE1 8HP

w: www.compleatsoftware.com
www.icompleat.com
dd: 0203 971 2425
m: +44 (0) 7740 211 331
e: charlotte.newman@compleatsoftware.com

Contact sales

t: +44 (0) 2039 71 24 13
t: +44 (0) 2039 71 24 12

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