

Spend Capture Cloud



IBX Spend Capture Cloud – The Solution

WHAT IS IBX SPEND CAPTURE CLOUD?

The IBX Spend Capture Cloud is a solution designed to enhance your e-procurement system to capture more spend, stop savings leakage and ensure contract compliance.

The IBX Spend Capture Cloud simplifies life! It integrates seamlessly with all on-premise and cloud-based e-procurement solutions, offering your users a procurement portal where they can easily access everything they need - suppliers, contracts and product catalogues – in one place. It means they can quickly find what they need, when they need it. And, most importantly, the user interface makes it as easy to use as any online store.

On the customized home page, users can view their most frequently requested products and services – so they can get what they need

without having to search for it on the portal. And, it's just as easy to order via this portal as buying online. Wizards guide the user through the requisition, and Smart Forms have been used to embed support for complex categories, such as consultants, in the portal.

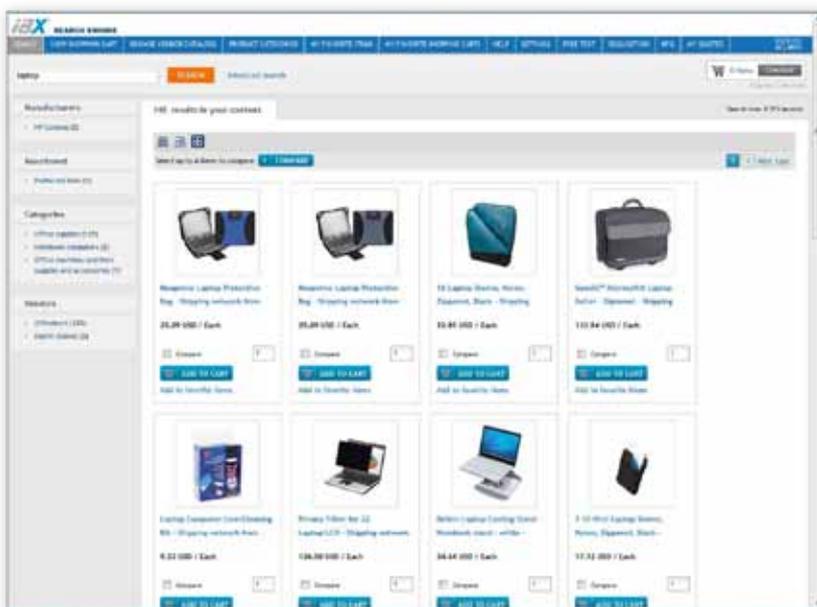
In addition to making your users happy, since they finally have a solution to really assist them to order what they need, the IBX Spend Capture Cloud will ensure your users are buying according to your contracts. Capgemini has a unique contract implementation process where we use the IBX Spend Capture Cloud to link your contracts into the operational procurement process, ensuring the supplier catalogues used for ordering are compliant with the supplier contract. That's what we call real contract compliance!

WHAT DOES THE IBX SPEND CAPTURE CLOUD SOLUTION CONSIST OF?

IBX Content Platform

Nothing is more boring than an empty warehouse. The IBX Content Platform provides you with all the necessary tools to stock up your warehouse. You can use it to prepare terms and conditions for suppliers, catalogues, eForms and order methods and as the main communication channel with your suppliers.

Once the information is uploaded, the IBX Content Platform operates as an efficient content database which makes sure you have all your supplier and purchasing information in a standard format and in one place, leaving you free to focus on price and content quality issues. The platform is the foundation upon which you can control and manage suppliers and product data. The Supplier Content Management self-service tool lets



**SEARCH HITS:
A CONSUMERIZED USER
INTERFACE**

“IBX provides proven purchasing expertise to customers who use their services and solutions in more than 90 countries. The qualification of their BPO services as ‘Powered by SAP’ is well-deserved and should be a mark of trust for current and future customers of their service delivery. Customers will be able to leverage IBX’s professional purchasing services and take advantage of the high ROI these services can deliver.”

Christian Baader,
Vice President of BPO for SAP

suppliers create and maintain their content and provides instant validation reports and notifications. Your buyers are in full control of what is published and can approve, decline or publish a catalogue. The Procurement team can use a catalogue scorecard to ensure the data input by suppliers meets the required quality and standards. Another feature of the IBX Content Platform is “Connect” where the Procurement team can exchange business documents with suppliers.

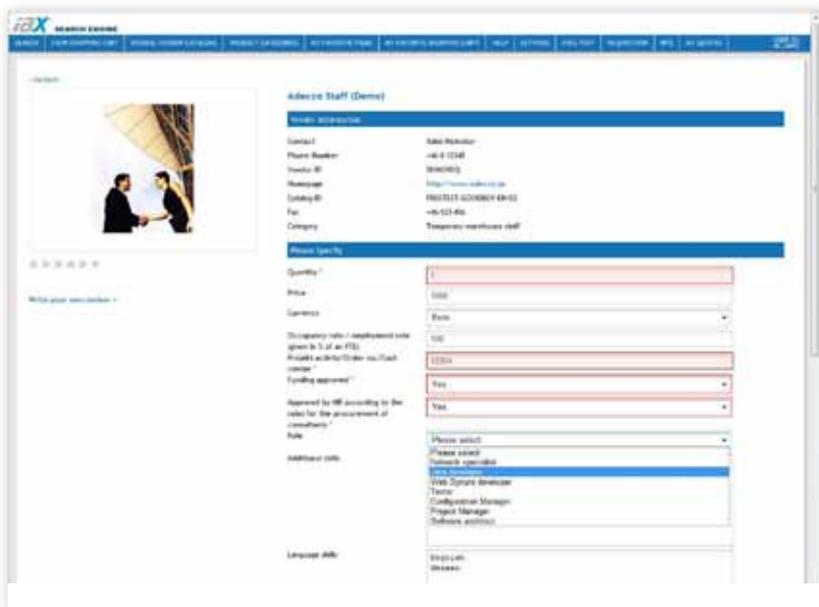
IBX Search Engine & Request

What’s the point in having a good content database if you can’t find the product or service you need? That’s why we developed the IBX Search Engine – like Amazon.com it’s a user-friendly tool designed to help you find what you are looking for quickly and easily. You can search via keyword, manufacturer or supplier name, parts number, price range or category and can adjust each search to your exact requirements. To enhance the user experience

you can activate extra tools so that users can rate the quality of products and suppliers, write reviews, comment on products or Procurement can promote new frame contracts on the start page. It’s up to you! Pick and mix your criteria to match the search engine with your needs and preferences.

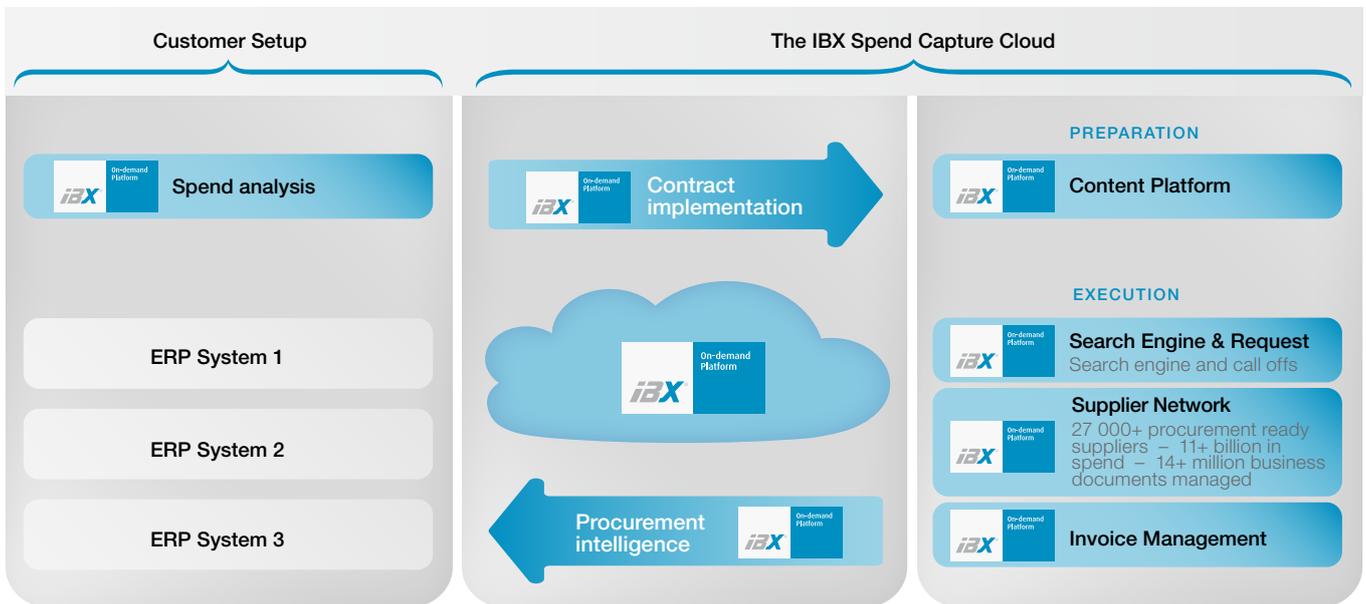
IBX Procurement Intelligence

This is a powerful tool increasing spend visibility and allowing you to track purchasing performance, making sure that your good work and control of the Procurement process does not escape unnoticed. IBX Business Intelligence captures data from all Procurement activities and compiles interactive reports which give total insight into your spend, be it across buyers, suppliers or product categories. Powerful filter and categorization tools allows creation of specific report, e.g. Category managers easily identifies his best suppliers and potentials for new frame contracts and get rid of underperformers.



**SMART FORMS:
SMART FORMS GUIDE
USERS TO COMPLETE
REQUISITIONS**

ERP-Integration



ONE INTERFACE FOR ALL ORDER METHODS

Even though suppliers may have a different order method, thanks to the Procure-to-Pay solution, all are streamlined via one simple interface which can integrate some, or all, of the following ordering methods:

- Catalogue:**
 a classic supplier catalogue – either printed or online.
- Catalogue with eForms:** forms used to put together a customized order for specialized services like consulting.
- External webshops:** the search engine can be integrated into external webshops. This means that end users can buy directly on a company’s homepage and the order will be routed to the procurement system.
- Purchase requisition:**
 if the user cannot find what he/she needs, he/she can contact the procurement department directly to source it through the purchase requisitions option.
- Price check:**
 based on a quick price check, the end user can place an order.
- Request:**
 designed for more complex orders, IBX eRequest is a template-based tool for sending instant Request for Proposals to several organizations. It can be used for tactical purchasing and spot buying and sourcing products and services, as well as supporting service procurement.
- User-defined order:**
 you can use this user-friendly format, also known as a free text order, for suppliers which are not yet connected to the system.

”IBX has truly become a cornerstone in Skanska’s extensive purchasing transformation, generating business benefits for Skanska.”

Mikael Sjölund,
 Head of Framework Agreement
 Skanska

Skanska is a world leading construction company

WHAT’S THE DIFFERENCE BETWEEN A SUPPLIER NETWORK AND A SUPPLIER PORTAL?

SUPPLIER PORTAL	SUPPLIER NETWORK
Use your own resources	Benefit from an external expert team
Rely on your own experience	Lean on 10 years’ best practice experience gained from 100+ customer installations
Do your own supplier marketing	80% of your suppliers are already there
Conduct your own supplier training	Suppliers are trained by Capgemini Procurement Services
Add a handful of suppliers per month	Add thousands of suppliers per month
Supplier has to connect and update each portal individually	Supplier makes one update which is activated for all his buyers

WITH A SUPPLIER NETWORK your registered users can access all your certified suppliers through one channel. This is an efficient way to manage all your suppliers globally for sourcing, procurement and payment.

- With the IBX Supplier Network you have access to over 27,000 suppliers in more than 100 countries.
- The IBX eProcurement system handles over 14 million documents and processes around 2.7 million orders worth more than EUR 11 billion each year.

Rapid Deployment

Time and value are the key objectives behind every software deployment.

Having done over 1,000 roll-out projects in 90 countries worldwide, Capgemini Procurement Services' consultants have developed a Rapid Deployment package so you can go live within three months.

Our rapid deployment delivery includes:

- 1 Scoping workshop:**
we help you define your needs, organization, processes and business targets. We also make a ROI calculation and roll-out plan; the goal is to scope the best possible business case.
- 2 Project organization:**
we use project plan templates to outline activities, milestones and decision points. In accordance with Capgemini Quality Assurance, a senior manager closely monitors the project – tracking the business case, follow-up actions and customer reporting.
- 3 Technical set-up:**
we customize your Spend Capture Cloud according to your needs and taking your spend categories, processes and user roles etc. into consideration.
- 4 Supplier activation:**
we categorize your suppliers and activate them, making sure that they are trained and connected to the procurement system. We also ensure that all necessary content, catalogues, free text suppliers are available when we go live.
- 5 Roll out and change management:**
comprehensive training includes train-the-trainer sessions during the transition project, based on roll out material supplied by Capgemini Procurement Services. Once the project is closed, training courses can be organized on request and customers will regularly receive updated user manuals.

WHAT'S INCLUDED IN THE IBX SPEND CAPTURE CLOUD?

Preparation:

- Scoping workshop
- System setup
- Value assessment
- Definition of covered categories
- Definition organization

Software:

- Licenses for up to 5,000 users
- Search Engine
- Content Platform
- Supplier Order Management
- Request Tool

Services:

- User training for 5,000 users (including eLearning and Train-the-Trainer rollout)
- Customized manuals
- Activation of 500 catalogue suppliers
- Activation of 2,000 Free Text and/or Request Suppliers
- 24/7 support for 5 years
- Single point of contact for your organization



Quick Facts

SUMMARY

The IBX Spend Capture Cloud enhances any eProcurement system, On-Premise or On-Demand, with significantly high USER FRIENDLINESS and capabilities to CAPTURE MORE SPEND across products and services.

You can easily increase your spend under management, offer your end-users a comfortable user experience and ensure compliance to your frame contracts, corporate guidelines and preferred suppliers.

THE RAPID PROCUREMENT CLOUD PACKAGE

BENEFITS

- Increase On-Contract buying - assist your employees to do right
- Turn savings potential into real savings
- Increase compliance to policies and approval processes – better control over your spend
- Improved end user satisfaction
- Cloud technology and extensive implementation experience cuts time to effect to as little as 90 days
- Total cost-of-ownership 80% less than equivalent on-premise solution
- Generate sustainable savings by streamlining Procure-To-Pay processes
- Increased spend under management, greater visibility of supplier relationships and performance
- Fast ROI due to low investment, rapid adoption, and supporting expertise from Capgemini
- More value for your organization by sourcing from qualified suppliers
- Bottom line savings

KEY FEATURES

- **Rapid deployment:** use predefined templates and predefined training concepts, based on the experience of 1,000 eProcurement projects.
- **On-Demand solution:** reduce time-to-market by 75%.
- **Embedded best practices:** Procure-to-Pay processes and templates for your procurement operations based on best practices.
- **Spend visibility and reporting:** give your managers and stakeholders full transparency.
- **Joint KPIs:** close the gap between Procurement and Finance.

More Information

If you would like to learn more about our procurement services or if you have a query, please contact visit our website www.ibxplatform.com

