

### **BENEFITS**

COMPLEMENTS AND STRENGTHENS YOUR OPERATIONAL, TACTICAL AND STRATEGIC PROCUREMENT BY GENERATING VALUE IN THE SUPPLY CHAIN

#### **PURCHASING**

- Reduction of Purchasing Costs Reduce costs when buying or hiring. The Buyer receives proposals online and in real time, obtaining discounts on the first price offered - self-sustaining tool.
- Transparency Receive prices in real time, avoid conflict of interest between buyer-supplier affecting the company's total spend.
- MarketPlace +25,000 Registered Suppliers can bid by making it public in Promena MarketPlace.
- Reduced Labor Procure-to-Pay Cycle is speeded up to 60%.
- **Improved Efficiency** Improve the efficiency and traceability of your purchasing process with our customizable purchasing functionalities.
- Supplier Development Encourage the development of new or existing suppliers

#### **AVOID OVERPRICING**

 Contract at Market Price — Allows to validate market prices avoiding overpricing. Its real-time webbased platform helps companies check how much money it should be paying for each service or product. Spend more efficiently: with enhanced market visibility on different costs you no longer will be paying suppliers more than you should

#### COST REDUCTION

 Self-sustaining — Get savings below the lowest bid and current price of your suppliers. Savings between 6-20% below the original lowest price quoted. The internet increasingly opens more markets and facilitates transactions between buyers and sellers; however, companies continue to spend in the traditional way of managing requisitions and purchase orders. In parallel, companies are focusing on improving control over all aspects of spend management as companies need to do more with less, do it faster and more efficiently.

What may organizations do to face these challenges?

# PROMENA e-Sourcing & e-Procurement

#### FOR PURCHASING TENDERS

• Better Control of your Suppliers

Catalog

- Supplier Catalog, their Products and Services
- $\bullet {\sf Standardization \ in \ Selection, \ Evaluation \ and \ Development \ of \ Suppliers \ \ SRM }$
- •+15,000 registered suppliers Get to know your vendors better
- Cost Redction

RFQ, auctions

- It reduces acquisition and contracting costs and avoids Overpricing
- It ensures market prices are competitive (never above)
- The risk of conflict of interest is minimized
  - Suppliers are given the opportunity to re-bid, in real time with traceability

• Strengthens Quotation and Bidding Process

RFi, Rfp & Rfq

- Rfp & Rfq Automated Online Request for Proposal and Request for Quote
- More and Better suppliers with access to MarketPlace where registered suppliers are able enter bids

Improved Spend Management

**Spend Analysis** 

- Rejection / Partially Approve with integration to ERPs
- Better Visibility and Traceability throughout the purchasing cycle
- Automated KPI style Dashboard and Reports

Real Time

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- Reduced Labor
- Via Internet from any mobile device or PCThe biidding process is streamlined up to 60%
- Supplier evaluation and selection is expedited by up to 50%

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## **BENEFITS**

PROMENA ALLOWS TO COMMUNICATE AND SHARE INFORMATION BETWEEN BUYERS AND SUPPLIERS WITH VISIBILITY OF THE STATUS OF THE RFQ-RFP IN REAL TIME, ALLOWING IMMEDIATE CHANGES TO BID AND QUICK RESPONSES

# ALSO, FOR SALES

- Increased Revenue Sell to the highest bidder through the Ascending Auction module. Improved Income 30% to 60% on the starting price
- Costs Reduces the cost of labor in sales; less time to get the highest bidder
- New Channels to sell Open new businesses and improve sales. In Promena MarketPlace, customers make their requirements to purchase materials or services and registered Suppliers may bid in real time
- Benchmark vs Competitors Improve your competition's price visibility. Online, real-time transactions with no fees for participating in the auction process as a seller once invited to participate
- On Route or Office Encourage participation, sales and proposals regardless of your vendor location from any mobile device with internet access

#### OTHER BENEFITS

- Access to all sales and bidding events
- Greater visibility, transparency and compliance
- Fewer operational tasks
- Faster evaluation processes

## PROMENA e-Sourcing & e-Procurement



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