

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 web-based 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



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

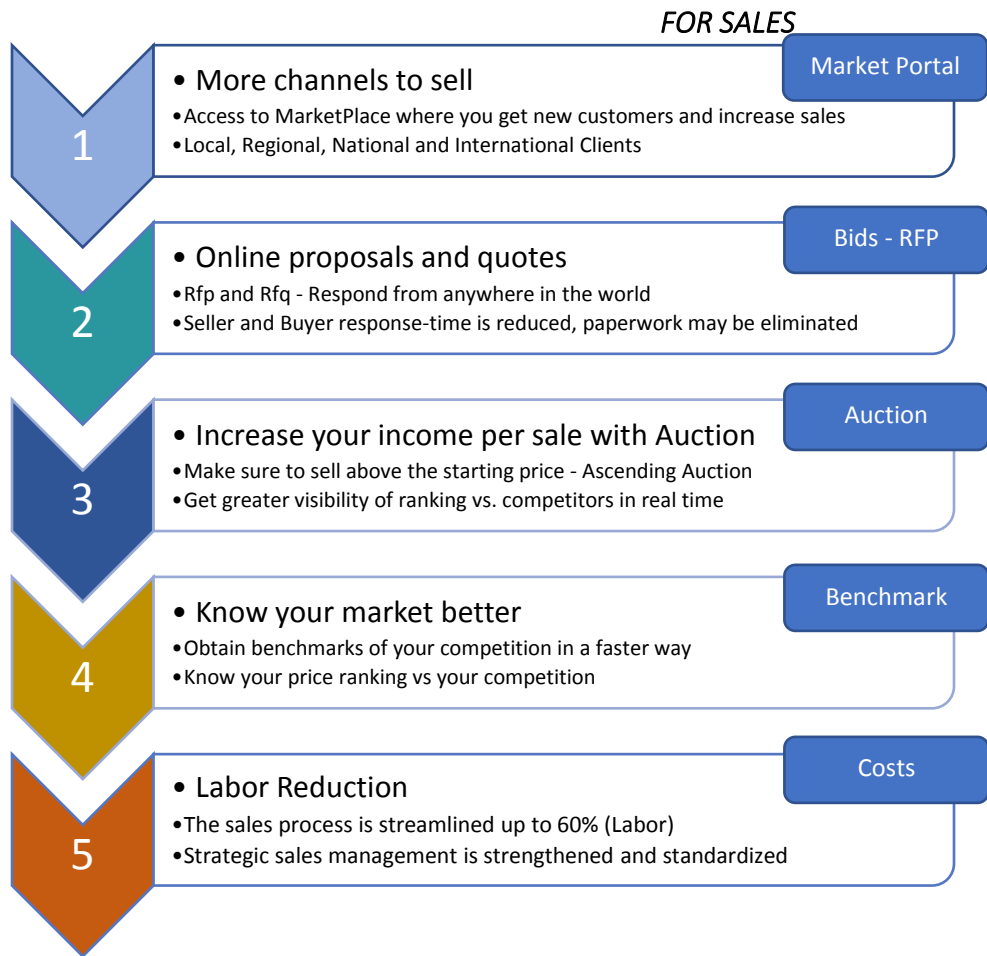
ALSO, FOR SALES

- **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

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