

SciQuest's Supplier Partner Program enhances the value of relationships for every member involved

Customers realize a functional solution that delivers cost savings, contract compliance, spend visibility, drives ROI and advances their missions.

Suppliers realize prime opportunities to utilize SciQuest's offerings to deepen their own customer relationships and to increase their volume of business with the customer.

SciQuest leverages the supplier's offerings to deepen its relationship with the customer and deliver comprehensive integrated solutions that fit the customer's needs.

With SciQuest's Supplier Partner Program, each party attains these unparalleled advantages.

Value of SciQuest to Your Customers

What procurement executives want:

- Cost savings
- Contract compliance
- Supplier management
- Spend under management
- Spend visibility
- Prestige, power and success

QUICK LOOK

A SciQuest Supplier Partnership increases the quantity and quality of SciQuest implementations in your customer base, providing significant strategic opportunities:

- The ability to leverage vendor consolidation and "preferred supplier" status to grow your sales
- Lower cost punch-out and catalog content connections through a "hub-and-spoke" model
- Process efficiencies and error reductions through electronic PO and invoice transmission
- The ability to strengthen your customer relationships by providing thought leadership to organizations who seek solutions to their procurement challenges

sciQuest™ EMPOWERING. STRATEGIC. PROCUREMENT.

What SciQuest delivers:

A multi-vendor ecommerce platform that meets all organizational spending needs:

- A critical mass of suppliers and increased spending with preferred suppliers
- Empowered end users with a single, robust, user-friendly interface
- Increased on-contract spending of 100 percent, on average
- Savings of as much as 20 percent on every dollar under management
- Reduction in maverick spending by 63%
- Increased procurement efficiency
- An on-demand solution with a low total cost of ownership
- Complete ROI within year one with millions in recovered savings



Value of SciQuest to You

How SciQuest solutions deliver a strategic advantage to you:

- Positions you as a strategic advisor to the buying organization, delivering sustainable, measurable, continuous annual savings
- Accelerates and increases customer spending with you through the SciQuest solution
- Removes costs from the procurement process for you and the customer
- Creates 'stickiness' in the customer account as e-procurement processes become ingrained in the company
- Generates additional revenue as a SciQuest sales partner



1. Referral Partner

A referral partnership provides the opportunity to increase customer satisfaction while gaining compensation for introducing SciQuest solutions to your qualified customers. SciQuest uses a referral registration process to identify new opportunities, and credits the partners who create them. The opportunity is then passed to SciQuest for further needs analysis, and the referral partner is compensated when referrals become SciQuest clients.



2. Co-selling Partner

A co-selling partnership provides the opportunity to ignite the interest of a qualified lead as you direct the relationship-building and provide inroads. SciQuest provides all primary sales activities, while the co-selling partner leverages their existing relationships with the customer. The co-selling partner also plays a significant role during closing, empowering supplier partners with the ability to re-negotiate their contracts directly with the buying organization, while positioning their goods as preferred within the SciQuest marketplace environment.



3. Reselling Partner

A reseller partnership provides the opportunity to work more closely and directly with customers to offer a valuable and strategic procurement solution. By taking the lead in the solution sales process, reselling partners strengthen their customer relationship and earn a greater share of the resulting SciQuest revenue stream.

To learn more about SciQuest and our Supplier Partner Program opportunities please contact:

Suzanne Miglucci
VP, Business Development
P: 919 659 2148
F: 919 659 6148
E: smiglucci@sciquest.com

SciQuest, Inc.

Telephone: 919 659 2100 www.sciquest.com
Toll-free: 877 710 0413 UK and EU: +44 1794 341182
Fax: 919 659 2199 Germany and EU: +49 228 76769084

About SciQuest:

SciQuest provides on-demand supplier enablement and procurement automation solutions that reduce operating costs, drive end-user adoption, bring more spend under management and increase visibility into organization-wide spending. Through SciQuest solutions, organizations gain immediate cost savings and rapid return on investment. For more information about SciQuest, please visit www.sciquest.com, or call 877-710-0413.