




sciQuest™ SelectSite™

Strategic procurement
solutions for
research-centric
organisations

SciQuest empowers your organisation to enhance its procurement strategies and deliver a seamless purchasing experience to every user in your organisation, achieving greater cost-savings to propel your mission.



Make your procurement strategic with SelectSite

The procurement function is known to be a key lever in delivering savings to your organisation's bottom-line. However, the complex nature of the supply chain challenges procurement best practices with obstacles such as supplier fragmentation and end user autonomy. As a result, traditional procurement approaches often fall short of achieving their full potential. By augmenting existing Enterprise Resource Planning (ERP) systems and processes with tailored procurement solutions, your organisation can achieve significant cost savings, productivity gains and a deep return on its procurement investment.

SciQuest's strategic procurement solutions are modular, delivering a completely customised solution based on your specific organisation's needs as dictated by your current processes. From shopping to product comparison to settlement, your organisation is given the flexibility to augment and enhance its existing purchasing process, driving cost savings by increasing spend under management, user productivity and improving customer service. This meticulously integrated solution is paired with robust supplier content and a flexible software-as-a-service (SaaS) architecture to help you achieve your key objectives, including:

- Remarkable contract compliance - as much as 100%
- Faster, more accurate order processing
- Minimal IT maintenance costs
- Unparalleled user purchasing experience
- Over 75% spend under management
- Up to 20% savings on every dollar managed
- Return on investment within just one year



The Global Leader in Research-Centric Enterprises

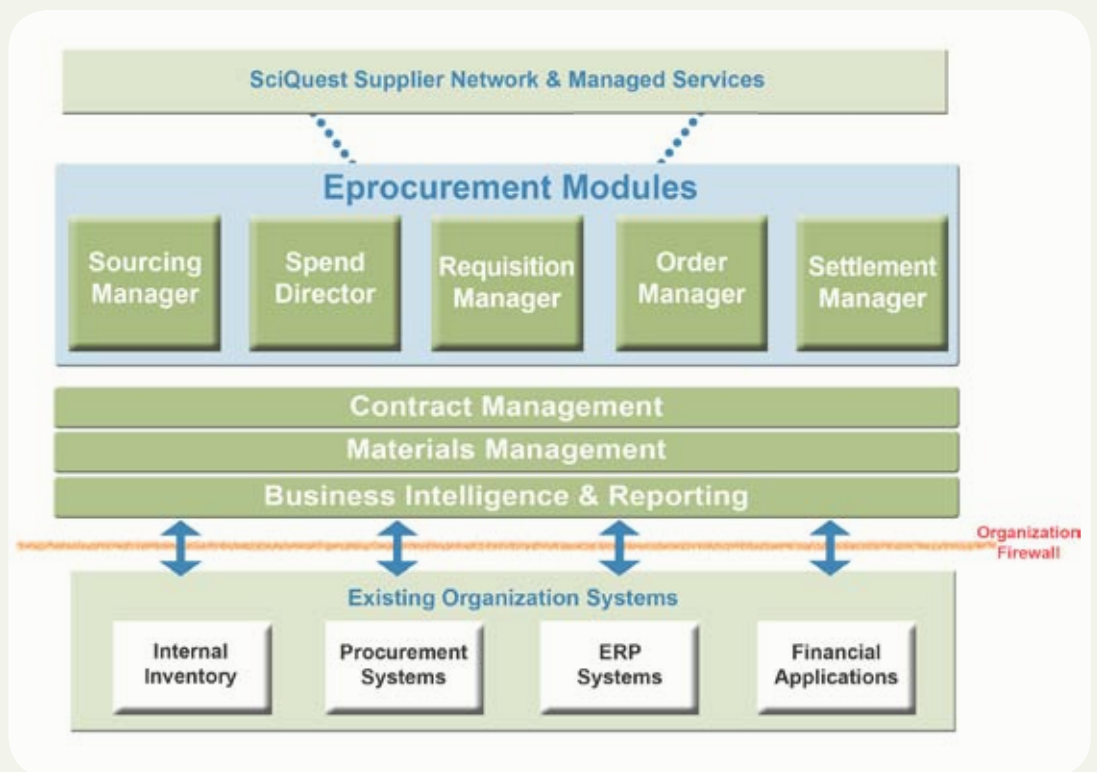


SelectSite is the research-centric strategic procurement solution from SciQuest, the leader in life sciences procurement. For more than a decade, we've helped research-centric organisations realise the potential for enhanced productivity, lower costs and sharper visibility into enterprise spend management. Our modular suite of solutions is designed to integrate with your systems and processes. Supported by the SciQuest Supplier Network, your users will have access to hundreds of supplier catalogues and thousands of scientific products — delivered in an online shopping environment they're comfortable using. It's the key to ensuring greater user adoption and contract compliance. Our dedicated focus enables us to understand what research-centric organisations, like Memorial Sloan-Kettering Cancer Center, require to make procurement strategic. And why we're working with nine of the top 15 global pharmaceutical companies, including GlaxoSmithKline and Wyeth Laboratories.

How it works

SelectSite's eprocurement modules, such as Spend Director, Order Manager and Settlement Manager, can be deployed together or separately to meet specific procurement automation needs. The SciQuest Supplier Network (SQSN) delivers comprehensive and up-to-date catalogue content, which is a key force in driving user adoption. Then SciQuest's Supplier Enablement team provides Managed Services as an extension to your procurement team. As a collaborative partner, SciQuest works with you to create a solution to reliably manage connections to all of your suppliers – one that aligns with your strategy and long-term goals.

All SelectSite eprocurement solutions can integrate with installed enterprise systems to leverage existing technology investments.



SciQuest empowering strategic procurement: higher returns, better results

ELECTRONICALLY ENABLE SUPPLIERS. Enabling a critical mass of supplier product content is crucial to maximising user adoption, purchasing efficiency and spend visibility. SciQuest offers both hosted and punch-out access to multi-commodity supplier catalogues through the SciQuest Supplier Network. SciQuest's supplier management toolset also allows your organisation to rapidly enable your specific catalogue pricing, local inventory and services, from any network or non-network suppliers.

PROMOTE PREFERRED VENDOR PROGRAMS. Most procurement systems only change how employees buy. Our solution also changes what they buy. By integrating preferred vendor agreements with an intuitive shopping experience, SciQuest can measurably increase contract compliance. Purchasing agents configure supplier content to promote preferred suppliers, including diversity classifications, and highlight best buys. End users search for and select items by accessing detailed product information and using decision-making tools such as side-by-side product comparisons and real-time pricing and availability.

IMPROVE CUSTOMER SERVICE. Now you can shorten order cycles and serve your organisation's users better by automating back-office procurement processes. Our easy-to-use, Web-based shopping interface gives users the ability to search and select the items, supplies and services they need. Electronic requisitions are created, then routed for approval. Our online workflow management accommodates approval requirements such as account codes, P-card limits, purchase authorisation limits and other configurable criteria. With Order Manager, orders are sent electronically to suppliers, who can send order status updates to be viewed directly by end users.

GAIN VISIBILITY INTO ORGANISATIONAL SPENDING. Analysing your spend at the supplier, commodity and requisitioner level is critical to understanding departmental spending patterns, identifying savings opportunities and auditing both user and supplier compliance. Powerful Business Intelligence reports include line-item data for custom analysis that give you unprecedented visibility into organisational and departmental spending.

USE RESOURCES MORE STRATEGICALLY. Ensure the Supplier Network's integrity and support its unending growth with SciQuest's Managed Services. The combination of SciQuest's Managed Services and the SQSN allow your organisation to re-allocate internal resources for more strategic procurement initiatives. These services are part of every customer's contract with SciQuest. Not only does our team support your needs during implementation by working collaboratively, but the team jumps in to manage everyday operations as the supplier base grows and changes.

STREAMLINE RECONCILIATION. Documenting receipts and matching invoices are critical steps in the procurement cycle handled by SciQuest Settlement Manager. Receiving personnel and requestors electronically link the received goods or services to the original purchase order. Next, Accounts Payable uses the invoicing module to complete the reconciliation process by matching suppliers' invoices with their respective receipts and/or orders. Eliminating paper-based documents by enabling einvoices further streamlines the reconciliation process.

SCIQUEST SERVICES. SciQuest's integration and implementation services are unparalleled with years of experience and proven success in helping customers maximise the value of their SciQuest strategic procurement solution. In addition, our customer support team offers customers a high level of technical support that increases the integrity and reliability of the solution throughout its entire lifecycle.

With SciQuest services you can reap the benefits of a robust strategic procurement solution that enables you to spend less time in your procurement activities and more time focusing on your strategic initiatives.

"Spend Director is a critical component of GSK's enterprise eprocurement initiative. We use it to enable, configure and manage all of our scientific suppliers' catalogues in a manner that maximises savings and researcher efficiency. Spend Director is a breakthrough solution for research companies."

— **Gregg Brandyberry**
*Vice President, Global Procurement
Systems and Processes,
GlaxoSmithKline*

Get strategic with SciQuest

Interested in heightening your strategic procurement potential with SciQuest solutions? Let's talk. Call SciQuest at 877 710 0413 or email us at sales@sciquest.com. You can also learn more about SciQuest and how to reach your strategic procurement potential at www.sciquest.com.

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