

# Comprehensive online shopping platform, supplier enablement and catalogue management bring more spend under management

Supplier enablement and supplier integration are critical drivers of eprocurement savings. Yet even after integrating key suppliers, you may still struggle with low user adoption and costly non-catalogue and off-contract purchases.

The reason: cumbersome user experiences and a limited selection of supplier offerings fail to change users' behaviour. Employees continue to buy the same materials from the same suppliers—even using the new procurement system. Without the ability to influence the product selection process, potential savings from eprocurement solutions are lost.

Instead, optimise your users' buying experience by delivering broad and deep content. Spend Director is a robust online shopping environment powered by the right suppliers and the content to back it up.

You can integrate Spend Director into your existing eprocurement tools, including inventory management, financial and ERP systems; or use it to power a complete source-to-settle solution from SciQuest. SciQuest delivers on-demand procurement software that is modular for total flexibility.

### REALISE STRATEGIC PROCUREMENT, SAVINGS AND RETURN ON INVESTMENT

- Enable a critical mass of suppliers
- Promote preferred suppliers
- Provide an intuitive procurement user environment
- Reduce off-catalogue requisitions
- Improve visibility into spending

“Spend Director is a breakthrough solution that will take purchasing at The University of Pennsylvania to the next level. We expect Spend Director to further streamline the buying experience for faculty and staff and increase the utilisation of our targeted suppliers resulting in measurable cost savings.”

Ralph Maier, Chief Procurement Officer, University of Pennsylvania

# sciQuest™

EMPOWERING. STRATEGIC. PROCUREMENT.

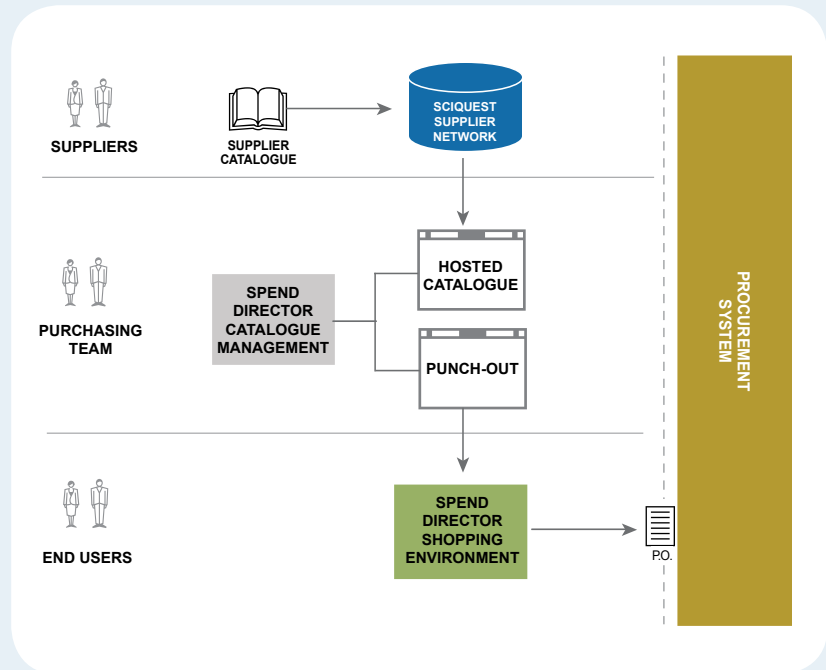
## Increase value at every level of your eprocurement effort

- Business executives can control costs, maximise budgets, and focus on the organisation's core mission.
- Procurement managers can provide a higher level of customer service while promoting preferred vendors.
- Research and department managers can oversee budgets and approve purchase requisitions easily and efficiently.
- Purchasing agents increase productivity while eliminating resource-intensive processes.
- End users find and order the products they need quickly through a single, intuitive interface.



## HOW IT WORKS

Spend Director is part of SciQuest's software-as-a-service (SaaS) eprocurement solution that can be quickly implemented with little or no support from your IT staff. **SciQuest manages** the infrastructure and the technical aspects of the application as a service, thereby lowering your capital expenditures and internal support costs. **Your administrator** controls access to the application as well as the design. **Your purchasing team** configures supplier content to highlight best buys and promote preferred suppliers. **End users** intuitively search and shop to select goods and services, and create paperless requisitions. And the whole system integrates seamlessly with your ERP and suppliers.



## SciQuest Supplier Network and Supplier Enablement Services

Enabling connections with suppliers to create both a critical mass of catalog content and efficient transaction capabilities is a crucial component of driving sustainable spend management.

Through the SciQuest Supplier Network (SQSN), Spend Director is the hub to the hundreds of suppliers who already work with SciQuest, including MRO, office, information technology and scientific suppliers. It also provides the infrastructure to add new suppliers you identify, whether large or small, local or global. SciQuest's Managed Services keep the SQSN up and running, benefiting both customers and suppliers by minimising the costs and the resources associated with ongoing maintenance of supplier content and connectivity.

### CATALOGUE MANAGEMENT

Controlling the products your employees are able to view and order is essential for maximising contract compliance. Spend Director's catalogue management capabilities give procurement professionals simple interfaces for promoting contract vendors and organisational "best buys" to end users, as well as for managing user access to specific suppliers or catalogues. Its advanced configuration capabilities control product visibility and preferences by commodity or supplier, or by a combination of the two.

### PURCHASING ASSISTANCE

Creating a positive purchasing experience within a robust purchasing application is perhaps the most important and challenging element of any procurement solution that seeks both to empower end users and to maximise contract compliance. Spend Director strikes this balance by offering users intuitive, commodity-specific tools for searching, selecting and requisitioning products, and by providing organisations with multiple methods for optimising contract compliance.

### DIVERSITY SUPPLIER ENABLEMENT

Strategic procurement organisations understand the importance of supporting supplier diversity. A supplier diversity program fulfils legal obligations, meets corporate objectives and supports procurement best practices. SciQuest's Spend Director supports diversity supplier management, assisting organisations in achieving their targeted spending goals. SciQuest updates suppliers' classifications quarterly using data from Austin-Tetra, the most comprehensive source of supplier information. With this integrated information, the system accurately classifies suppliers, and organisations can easily promote diversity suppliers and report on diversity spending.

### BUSINESS INTELLIGENCE

Analysing spend at the supplier, commodity and requisitioner levels is critical to understanding enterprise spending patterns and identifying savings opportunities, as well as for auditing both end user and supplier compliance. Spend Director's Business Intelligence capabilities leverage SciQuest's rich product taxonomies and robust commodity mapping capabilities to make the task of reporting on and understanding spend data easy. Spend Director provides a variety of standard reports, and comprehensive data extract capabilities that give you the ability to examine spending in whatever format you choose.

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To learn how SciQuest can help your organisation's procurement efforts visit: [www.sciquest.com](http://www.sciquest.com) and download SciQuest's Online Benefit Calculator to get a precise view of how much your organisation could save. Schedule a free call with a SciQuest solutions expert for a one-on-one value assessment or sign up for a free online seminar at [www.sciquest.com/resource-center/webinars](http://www.sciquest.com/resource-center/webinars).