

SciQuest Supplier Enablement

A critical mass of suppliers in one centralized, global hub means more choice and less frustration for end users – and more targeted spend for procurement professionals. The SciQuest Supplier Network (SQSN) delivers comprehensive and accurate catalog 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 your supplier network – one that aligns with your strategy and long-term goals. You focus on strategic procurement initiatives like preferred supplier positioning, contract management and supplier sourcing. But you still maintain full control over product, price and service from your suppliers.

Take procurement beyond a transactional role to a strategic role

- Choose goods and services vendors your end users need at their fingertips
- Rapid enablement of a critical mass of suppliers in crucial commodity groups
- Access a continuously-expanding network of scientific suppliers
- Direct spend to your preferred and specialty vendors
- Leverage negotiating power with suppliers
- Reduce the expense of catalog and punch-out maintenance for both you and your suppliers

“Enterprises grossly underestimated the level of effort required to enable and manage supplier content and transactions.”

Aberdeen e-Procurement Benchmarking Survey



sciQuest™ EMPOWERING. STRATEGIC. PROCUREMENT.

The heart of supplier enablement is the SQSN

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. Yet, organizations are often challenged to enable the suppliers that end users want in a way that improves contract compliance.

With SciQuest, supplier content resides in the SciQuest Supplier Network, which is the low-risk, cost effective infrastructure used to host everything related to communicating with your suppliers. From hosted catalog content and prices to punch-out catalogs and electronic order/invoice transmission, the SQSN is the communications hub.

Though supplier enablement services are universal across different commodities and markets, you can take heart in SciQuest’s academic and research-centric specialization that has resulted in unique additional products for these markets:

- The Science Catalog is a packaged scientific catalog of approximately 400 niche and midsize suppliers that support diverse and specialized research.
- The network also contains consortium pricing arrangements with industry organizations like E&I for academic institutions, and University Health Consortium for hospitals.



More SQRN Features

- Continuous, timely updated product, pricing and catalog content from your suppliers
- Multi-commodity supplier content (e.g. utility services, MRO, computers, food service) in hosted or punch-out formats
- Constant expansion of the network by your peers
- Proven implementation methodology



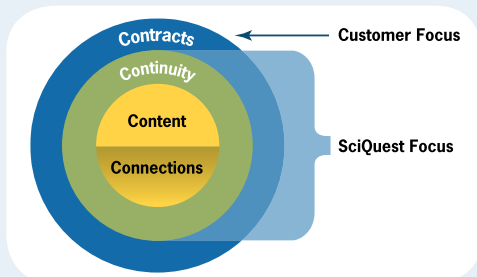
Managed Services Features

- Service-first approach helps organizations of any size
- Technical support, training and documentation provided during implementation and each day thereafter
- No participation fee or transaction fee for suppliers
- Extensive product taxonomy supports advanced searching, product comparisons and enhanced spend visibility

Managed Services deliver winning buyer-supplier relationships

SciQuest's Managed Services ensure the network's integrity and are the key to supporting its unending growth. The combination of SciQuest's Managed Services and the SQRN allow your organization 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 and following a proven, agile methodology, but the team jumps in to manage everyday operations as the supplier base grows and changes.

Our Supplier Enablement project managers bring extensive experience and technical knowledge to help you and your suppliers connect easily and rapidly. This expertise extends to free one-on-one supplier technical support and education tailored to both the large and the small suppliers. These services are particularly helpful in encouraging the participation of new and smaller suppliers. Through SciQuest's unique relationships with suppliers serving a broad range of markets, our customers are able to leverage these supplier relationships to enhance the quality of service they receive.



SciQuest, Inc.

www.sciquest.com
Telephone: 919 659 2100
Fax: 919 659 2199

Toll-free: 877 710 0413
UK and EU: +44 1794 341182
Germany and EU: +49 228 76769084

Invest in the supplier management toolset

Whether your suppliers use the Supplier Portal or our services, the SciQuest toolset offers strict validation processes, education and general support to ensure that suppliers use the correct formatting and global standards for the hosted catalogs. It also provides standards for important scientific attributes; such as CAS number, purity, attributes related to controlled substance and hazardous substance regulations, etc.

Other tools include handbooks, published technical specifications and online training sessions on integrations.

THE SUPPLIER PORTAL

The Supplier Portal is the self-service tool for rapid data transfer and updated catalog content. The Portal also provides complete insight into the supplier-to-buyer enablements on the SciQuest network, aiding direct buyer-to-supplier communications in the enablement process and quick resolution of content or order management issues.

CATALOG MANAGEMENT SERVICES*

Suppliers requiring more extensive support draw upon SciQuest Content Specialists. These Specialists provide counsel on categorization, diversity supplier coding using the Austin-Tetra standard service, and data quality reports identifying opportunities to improve the end-user experience and to maintain a high quality of data in the catalogs.

* There is a nominal fee for the supplier for the categorization service.

TECHNICAL INTEGRATION HANDBOOKS

In addition to supporting EDI transactions over the Internet, SciQuest has fully adopted cXML as the business-to-business standard for its document exchanges with suppliers. Contained within the Technical Integration Handbooks are implementation guidelines for the cXML standard integrations for punch-out, orders and invoices.

To learn how SciQuest can help your organization's procurement efforts visit: www.sciquest.com and download SciQuest's Online Benefit Calculator to get a precise view of how much your organization 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.