



Emptoris Sourcing

Make Better Purchasing Decisions Faster

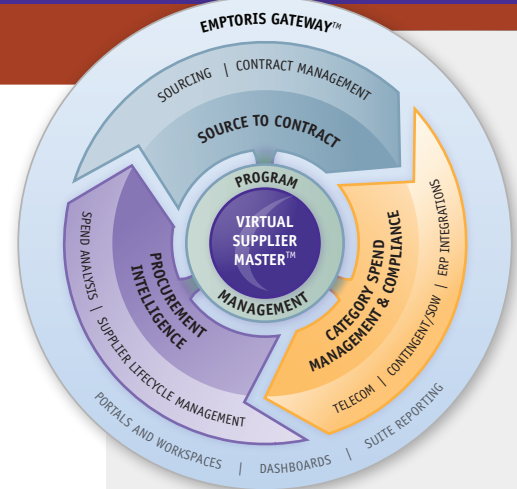
Leading companies want to rise above today's competition and lower their total cost of ownership. By selecting the best mix of suppliers, products, and services, they minimize costs, improve product quality, and reduce supply base risk. All while reducing sourcing cycle time.

With the broadest and most advanced capabilities of any sourcing solution on the market, Emptoris® Sourcing is a complete and global sourcing platform. It automates all sourcing events from reverse auctions and RFx to complex multi-stage negotiations using template-driven wizards with flexible cost modeling and expressive supplier bidding. Proprietary optimization-based decision support ensures that the best value is realized from the supply base by factoring cost, risk, and performance drivers into sourcing decision-making.

Why Emptoris Sourcing?

Emptoris Sourcing delivers, on average, over 14% savings to customers, enables better decisions and bolsters competitive advantage.

- ▶ **Slash Costs.** Emptoris sets the standard for driving bottom- and top-line savings. Ease-of-use and scalability drive Emptoris Sourcing adoption by procurement professionals and suppliers. Customers bring more spend under management and leverage greater price transparency to realize greater savings.
- ▶ **Reduce Supplier Risk.** Emptoris Sourcing enables businesses to manage and reduce risk proactively across the supply base. Factoring on-time delivery, quality, customer service, and other performance ratings directly into sourcing analysis ensures that only high quality, secure and reliable suppliers participate in sourcing events.
- ▶ **Negotiate Value, Not Just Lowest Price.** Emptoris customers specify their sourcing requirements flexibly and allow suppliers to bid expressively to move the negotiation beyond just price. Buyers evaluate supplier bids in combination with supplier performance factors and business constraints using optimization-based decision support that enables them to negotiate for lowest total cost.
- ▶ **Make Optimal Allocations in Every Category of Spend, Enterprise-Wide.** Emptoris strategic sourcing solutions are easily adapted on-the-fly to meet the unique and dynamic cost, performance, and risk drivers of businesses. As such, the type of savings previously gleaned only in select categories after weeks of deep analysis are realized rapidly every day, in every category.
- ▶ **Stimulate Efficiencies across Sourcing Processes.** Develop the right sourcing strategies and relationships with suppliers. Emptoris Sourcing takes the data crunching out of sourcing decision-making and empowers your company to focus on cultivating the right sourcing strategy while building strong supplier relationships.
- ▶ **Increase Supplier Collaboration to Realize Sustainable Value.** Generate the sustainable value that fosters competitive advantage. With Emptoris Sourcing buyers source faster by completing negotiations in less time with fewer resources and leveraging supplier innovation rather than merely squeezing supplier margins.



INNOVATION

With integrated multi-stage negotiation and the ability to allow every buyer to adapt event attributes easily to meet the needs of their category and business, Emptoris enables enterprises to source every category of spend enterprise-wide efficiently and effectively.

IMPACT

A Global 100 pharmaceutical company went from conducting 55 sourcing events in a year with a service-based solution to over 3,000 a year with Emptoris. In the process, they drove an incremental £1 billion directly to the bottom-line and achieved an annualized return of 5,451% on their investment in Emptoris.

“Sourcing with Emptoris consumes half the resources, is twice as fast, and delivers twice the savings.”

– Vice-President Global Procurement Systems and Operations, Global 100 Pharmaceutical Company



Emptoris Sourcing

Gain broad-spectrum and granular visibility into corporate sourcing data across the global organization. The Emptoris Sourcing platform allows companies to streamline the complete sourcing lifecycle and bring more spend under management. The solution ensures that optimal allocations are made in all direct and indirect spend categories – from simple to complex; increases supplier collaboration and innovation; and reduces supply base risk.

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Process	Capability	Benefit
Analysis	• Real-time Drillable Dashboards	<ul style="list-style-type: none"> • Quickly and easily report on, analyze and bring more spend under management by learning from results of previous sourcing activities and by better understanding supplier behaviors • Build compelling summaries to win executive support for new sourcing programs • Leverage drag and drop functionality to easily manipulate data for personalized, highly customizable, impactful reports without the help of IT staff • Drill down into critical information such as sourcing event savings, supplier allocations, cost savings through alternate specification, etc. to uncover holes in sourcing programs and make more informed decisions
	• Advanced Scenario Modeling	<ul style="list-style-type: none"> • Make smarter, pro-active decisions that drive better results • Factor unique business preferences and constraints (e.g., on-time delivery, product quality, customer service and performance ratings) into allocation decisions • Run large scale sourcing events independently of the application – particularly useful for transportation, packaging, print and temporary labor.
	• Sourcing Desktop Intelligence integrated with Microsoft Excel	<ul style="list-style-type: none"> • Integrated with the Excel tools with which users are most familiar. SDI provides statistical analyses of bids to identify outliers and item coverage gaps, and evaluate market basket and lotting strategies
	• Suggested Scenarios	<ul style="list-style-type: none"> • Set ranges of constraints and automatically identify all options available to ensure accurate and optimal award scenarios
Dynamic RFX	• Automate complete sourcing lifecycle	<ul style="list-style-type: none"> • Realize sustainable incremental annual savings of 7-12% on categories repeatedly sourced year after year
	• Build multi-line proposals and quotes with flexible forms, templates, wizards, and consistent workflows	<ul style="list-style-type: none"> • Leverage established best-practices to optimize negotiations
	• Gather and compare supplier bid data, such as specification, warranty, delivery date tolerances, and financing preferences	<ul style="list-style-type: none"> • Transcend buy/sell transactions and create collaborative supplier relationships by considering elements beyond price
Buyer Decision Support	• Hedge supply-based risk by evaluating real-time sourcing trade-offs and opportunity costs	<ul style="list-style-type: none"> • Make the right decisions and realize the best value from the supply base • Negotiate for lowest total cost
	<ul style="list-style-type: none"> • Consider advanced supplier pricing schedules <ul style="list-style-type: none"> - bundled bidding - unit volume discounts - business volume discounts 	<ul style="list-style-type: none"> • Enforce corporate purchasing policies: <ul style="list-style-type: none"> - budgetary limits - contractual obligations - vendor count/ capacity allocation limits • Establish confidence in enterprise sourcing decisions and significantly decrease bid analysis time
Supplier Decision Support	<ul style="list-style-type: none"> • Empower suppliers with optimization-based bid recommendations that reflect the buyer's total cost model 	<ul style="list-style-type: none"> • Promote competitive bidding among supplier base • Develop more collaborative supplier relationships • Expose suppliers to more specific bid recommendations than those available through traditional reverse auctions • Provide suppliers multiple levers, beyond just price, to be competitive



Emptoris®, an IBM® company, is a world leader in strategic supply, category spend and contract management solutions that enable companies to maximize financial performance and optimize commercial risk. The company's suite of award-winning and industry-recognized sourcing, contract management, spend analysis, supplier lifecycle management, services procurement and telecom expense management solutions are successfully used by Global 2000 companies.

For more information about Emptoris, visit www.emptoris.com

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