

## Emptoris Spend Analysis

### Make Better Decisions with Accurate and Granular Spend Visibility

To be competitive, companies must control spending. Surprisingly, very few companies have a current, complete and accurate view of how much and where they spend. Typically, executives can view only a fraction of spend with their suppliers. Only a real-time, granular and accurate view of data delivers the agility and actionable insight that enables businesses to create successful strategies that secure competitive advantage.

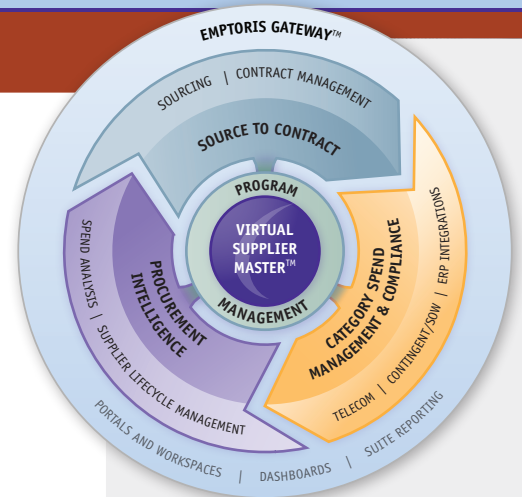
Emptoris® Spend Analysis provides complete, correct and detailed views of corporate spend, delivering immediate cost savings, enabling better decisions, and bolstering competitive advantage. Emptoris Spend Analysis enables companies to consolidate, cleanse and organize data from multiple sources into a single enterprise view. Emptoris Spend Analysis enriches data and improves accuracy, allowing customers to:

- Reduce maverick spend
- Eliminate savings leakage
- Identify new savings opportunities

### The Foundation of Procurement Transformation

- ▶ **Actionable Visibility.** Enable procurement, finance and other stakeholders to make highly informed business decisions based on deep spend visibility. Purpose built reporting capabilities enable users to analyze data and drive high adoption of Emptoris Spend Analysis.
- ▶ **Increased Savings Opportunities.** Leverage spend data analysis to identify and prioritize sourcing opportunities, execute sourcing opportunity modeling, and prioritize report development and program planning.
- ▶ **Deep Data Enrichment.** Apply the enormous Emptoris knowledge base to enrich and categorize corporate data automatically and provide immediate feedback and improvement to categorization.
- ▶ **Reduced Risk.** Reveal potential issues before they become obstacles using rich data analysis that includes extended supplier data from internal or external sources.
- ▶ **Improved Compliance.** Enable companies to monitor spending, ensure compliance with corporate policies, protect negotiated savings, and uncover potential non-compliance issues such as purchases with non-preferred suppliers and off-contract spending.

Emptoris Spend Analysis offers cost-effective options that scale easily to meet the demands of businesses. Companies can elect to implement Emptoris Spend Analysis at the basic “department” level and extend their use seamlessly across the global enterprise as business requirements change. The Spend Analysis solution can be implemented in weeks and spend data can be updated rapidly, ensuring savings programs can deliver measurable ROI quickly.



### INNOVATION

With multiple, integrated, automated spend data enrichment approaches, Emptoris delivers highly accurate and granular visibility across all types of enterprise spend—indirect, MRO, and direct.

### IMPACT

Using Emptoris, a Fortune 500 company with 28 separate financial systems enabled their indirect procurement transformation, delivering over \$170MM in savings.

**“We were not leveraging our aggregated spend or buying power before Emptoris. Now we are able to take advantage of opportunities that drive more savings and compliance. We are able to ensure that negotiated savings are realized.”**

– Procurement Director,  
Fortune 500 Company



## Emptoris Spend Analysis Modules

Gain broad-spectrum, granular visibility into corporate spend data across the global organization. Emptoris Spend Analysis enables businesses to gather and analyze spend data across enterprise source systems and assemble a complete, accurate, current view of corporate spending. Use Emptoris Spend Analysis to identify savings opportunities, to monitor the effectiveness of savings initiatives, and to automate spend classification. With a combination of rules-based and machine learning algorithms, Emptoris has created a robust product that attracts many Fortune 500 clients and generates millions in savings.

**“With a combination of rules-based and machine learning algorithms, Emptoris has created a very strong product.”**

– Forrester Research

Process:	Capabilities	Benefits:
<b>Analysis</b>	<ul style="list-style-type: none"> <li>• Real-time drillable dashboards</li> <li>• Trend analysis</li> <li>• Multi-dimensional reporting</li> <li>• View consolidated spend profiles by commodity, supplier, and organization</li> <li>• Monitor spending by vendor</li> <li>• Capture user feedback to update spend classification</li> <li>• Segment suppliers by enriched supplier attributes (e.g., preferred or minority-owned vendors, credit risk and performance ratings)</li> </ul>	<ul style="list-style-type: none"> <li>• Personalize views to access information used most frequently and examine original transaction details</li> <li>• View spend across specified time horizons to reveal trends</li> <li>• Analyze multiple rows and columns of spend information</li> <li>• Negotiate new contracts in high spend categories where currently none exist</li> <li>• Reduce off-contract “maverick” spending</li> <li>• Discover areas to maximize purchasing leverage through demand aggregation and supplier consolidation</li> <li>• Specify preferred suppliers for unique sourcing activities, reduce risk with improved vendor insight</li> </ul>
<b>Classification</b>	<ul style="list-style-type: none"> <li>• Classify spend accurately at point-of-entry (e.g., line items in requisitions and purchase orders)</li> <li>• Rely on knowledge base to enforce accurate and granular classification</li> <li>• Invite user selections and feedback to improve results</li> </ul>	<ul style="list-style-type: none"> <li>• Reduce need for manual intervention</li> <li>• Improve spend visibility to reap more savings</li> <li>• Classify transactions automatically in real-time</li> </ul>
<b>Enrichment</b>	<ul style="list-style-type: none"> <li>• Consolidate spend across data sources: general ledger, ERP, e-procurement, and payment</li> <li>• Cleanse and classify consolidated spend data based on user-defined business rules</li> <li>• Leverage Emptoris knowledge bases: <ul style="list-style-type: none"> <li>- Over 20 million vendor profiles</li> <li>- Millions of parts classifications across multiple industry sectors</li> </ul> </li> <li>• Enrich corporate spend data with part-level attributes from third-party sources, such as supplier web catalogs</li> <li>• Modify rules and data structures flexibly to reflect changes in the business</li> </ul>	<ul style="list-style-type: none"> <li>• Reduce misclassified spend</li> <li>• Transform raw data into comprehensive, unified spend profiles</li> <li>• Enable iterative accuracy improvements</li> <li>• Enable frequent and accurate refreshes</li> <li>• Enforce corporate data security policies</li> <li>• Classify spend accurately according to unique corporate requirements including organizational structure, supplier hierarchy, GL, commodity, and geography</li> <li>• Adapt to changing business requirements across departments and business units</li> </ul>
<b>Global Procurement Excellence</b>	<ul style="list-style-type: none"> <li>• Use Web-based tools</li> <li>• Export results easily into pre-defined templates and reports</li> <li>• Identify opportunities to leverage spend with suppliers</li> <li>• Identify and view all suppliers providing required goods and services</li> <li>• Uncover new savings opportunities</li> </ul>	<ul style="list-style-type: none"> <li>• Enable 24x7 global access to Emptoris Spend Analysis</li> <li>• Disseminate salient reports rapidly to global stakeholders</li> <li>• Secure volume discounts and preferred customer status</li> <li>• Consolidate global spend with preferred providers</li> <li>• Enhance the success of sourcing programs</li> </ul>



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](http://www.emptoris.com)**

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