

E- Procurement Initiative

MARKETPLACE

Procurement is no longer just buying goods and services, but strategic management of organizational spend

INITIATIVE OBJECTIVES

Increased visibility to spend, spend data and vendor performance

Optimize supply chain processes and better manage our spend

Provide for the promotion of preferred vendor products and direct staff to products 'on contract' driving saving and leveraging Milwaukee County's spend

Provide automated approvals, order placement, tracking, faster and provide more accurate information all while saving money

Provide for identification of areas for additional cost savings, innovative supplier and sourcing strategies.

Placing procurement as a strategic partner within our organization.

OUR OPPORTUNITY \$1.3 MILLION IN SAVINGS

Aberdeen Study	Best In Class	Average	Laggards
Spend Under Management	89%	66%	32%
Average Yearly Realized Savings	12%	6%	4%
Average Time To Prepare an eSourcing Event		10 Hours	
% Purchasing Transactions Compliant w/Contracts	85%	41%	8%
Reduced Time To Process Requisitions		1.3 days	
Reduce Rx to Purchase Order Time (25 days)		1.75 days	
Reduced Costs To Process Requisitions (23,000)		\$4.00 per Req.	

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Strategic sourcing management solution delivering a controlled, consistent process that streamlines sourcing activities across our organization for the goods and services necessary for business operations. With configurable sourcing templates (for RFI, RFQ, RFP, sealed envelope bids, and informal quotes), guided workflow and approvals, and user-specific roles and permissions, organizations can ensure standard practices that enforce our policies, increasing the efficiency and effectiveness of the eSourcing process for professional and non-professional buyers alike.



Supplier management program incorporate upfront regulatory and business process compliance. With 'supplier management' the process of vendor discovery, information gathering, registration, qualification and selection becomes seamless.



SciQuest Spend Director Marketplace is a user-friendly, intuitive shopping environment for goods and services that resembles popular e-commerce shopping sites. It addresses organizations' spend challenges and offers a powerful bundle of supplier enablement, catalog management, contract lifecycle management and end-user shopping platform.



Requisition Manager combines electronic purchasing requisition routing with a powerful approval workflow engine to automate approvals and notifications, including budget confirmation, commodity approval, dollar value approval and vendor approvals. When used with Spend Director, Requisition Manager assists employees in creating accurate requisitions reducing order errors and fulfillment delays. Reduction of Rx to PO time, steps and the current manual processes taking upwards of 20 days.



Order Manager is a configurable order processing solution that automates and streamlines purchase order placement, tracking and management. It leverages technology for secure electronic order distribution to all of our organization's suppliers through a single integration point. Eliminates printing, internal distribution, folding and mailing.



AP Receiving provides for acknowledgement of receipt of goods or services by internal customers providing detail to Accounts Payable for the payment of invoices. The final step in a paperless 'Source to Receiving' process

E- Procurement

ATTRACT, ON-BOARD AND MANAGE YOUR SUPPLIER

- Total Supplier Manager (Min)
 - Supplier Diversity

UNDERSTAND & MANAGE YOUR SPEND



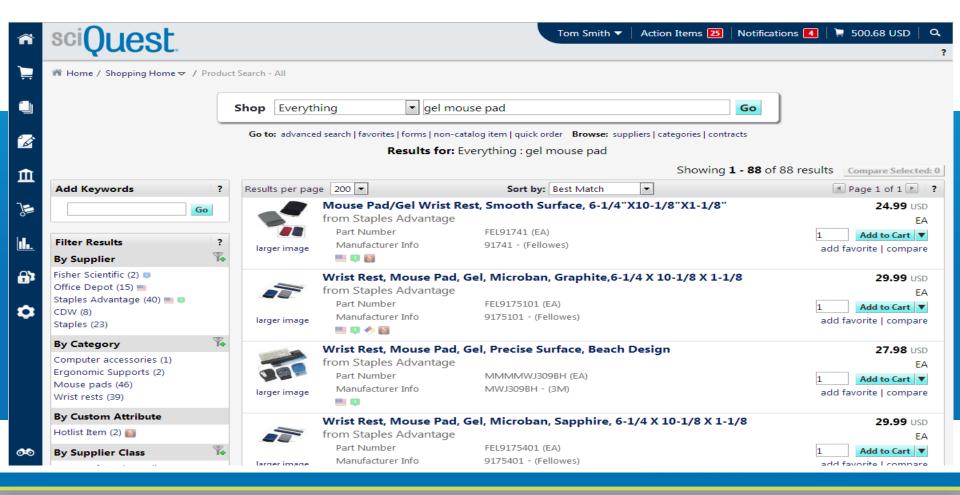
COMPETITIVELY SOURCE & NEGOTIATE CONTRACTS

- Sourcing Director (Bid, RFx)
- Contract Management & Authoring (TBD)

INCREASE CONTRACT COMPLIANCE & SAVINGS

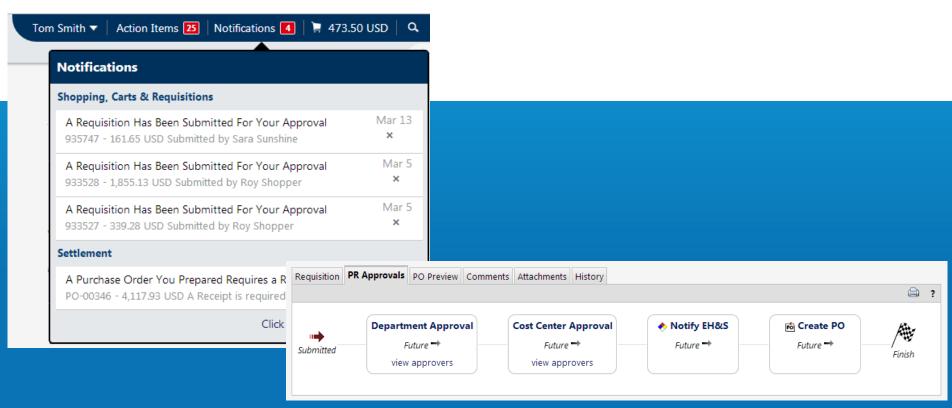
- Spend Director Enterprise
 - Multi-Business Unit
 - Consortium
- Requisition Manager
- Order Manager

CONTRACT COMPLIANCE & SAVINGS – PROVIDING VALUE UP FRONT





INCREASE CONTRACT COMPLIANCE & SAVINGS





CURRENT CLIENTS

COMMERCIAL HEALTHCARE **PUBLIC SECTOR** HIGHER EDUCATION GEN-PROBE **AMSURG** CHICAGO EMORY UNIVERSITY Cincinnati Children's FRED HUTCHINSON CANCER RESEARCH CENTER nielsen MGM RESORTS JOHNS HOPKINS OXFORD Microsoft STIFEL NORTHWESTERN UNIVERSITY THE UNIVERSITY OF TEXAS MD ANDERSON CANCER CENTER STANFORD UNIVERSITY ₱Penn Memorial Sloan-Kettering ROi WELLS FARGO Cancer Center **FOOD & BEVERAGE CONSUMER GOODS RETAILERS MANUFACTURING & LOGISTICS** Johnson W A V O N Johnson Johnson Controls *macys Heinz **MAERSK QSCC** RITE PANALPINA 🜎

REXAM



PEPSICO

SEARS

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