

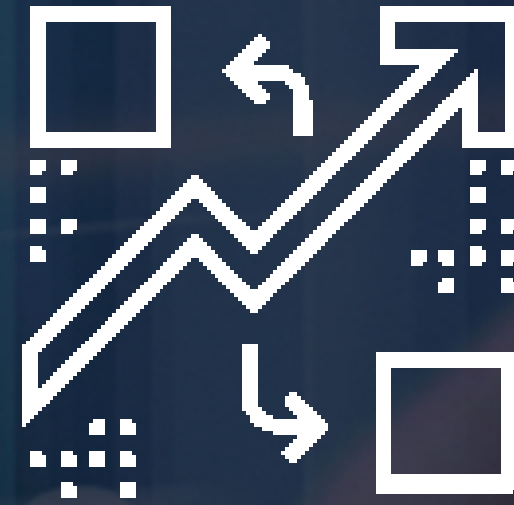
# OptiBuy

A **WNS** COMPANY

**OptiBuy is a reliable partner in  
procurement management**



**Procurement  
Consulting**



**Outsourcing  
& Interim**



**IT tools for  
Procurement**



**Global  
Sourcing**



**Knowledge  
Sharing**

We specialize in procurement consulting and implementation of advanced IT tools for supply chain management. For years, we have supported our customers with experience & expertise.

OptiBuy transforms cost into value in the areas of: Smart Procurement Solutions, Process Mining, Cost Optimization, Procurement Outsourcing and Global Sourcing.

**OptiBuy is part of WNS (Holdings) Limited (NYSE: WNS), a leading global Business Process Management (BPM) company.**

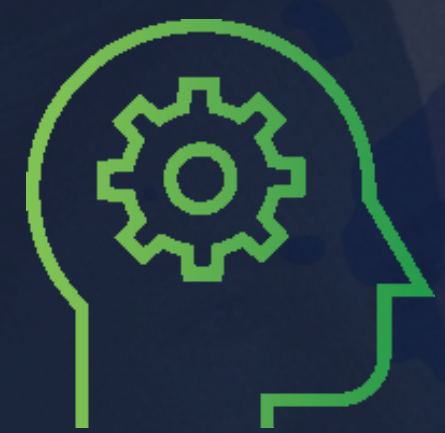


# WE BOOST COMPANIES' PROCUREMENT PERFORMANCE

We support your organization in generating value by boosting the effectiveness of internal processes and securing the strategic future of your company. Relying on our 17 years of experience, advanced tools, and methods as well as an exceptional team of experts, we support your organization in the creation of competitive advantage.



**over 440**  
successful projects



**over 17**  
years of experience



**almost 20 000**  
users of implemented  
IT tools



**250**  
satisfied customers



**over 12 000**  
pre-approved suppliers

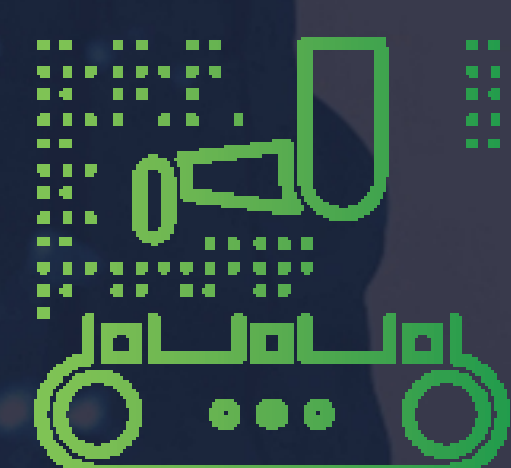
## OUR CUSTOMERS

Here are some of the companies that trusted us:



### Heavy Industry & Machinery

- ABB
- Bobst
- Claas
- Körber



### Automotive

- Autoneum
- Koenigsegg
- Toyota
- Nidec



### Aviation

- Apco Technologies
- Syderal
- Honeywell



### Consumer Goods & Fashion

- Geberit
- BSH
- SC Johnson
- Marie Claire



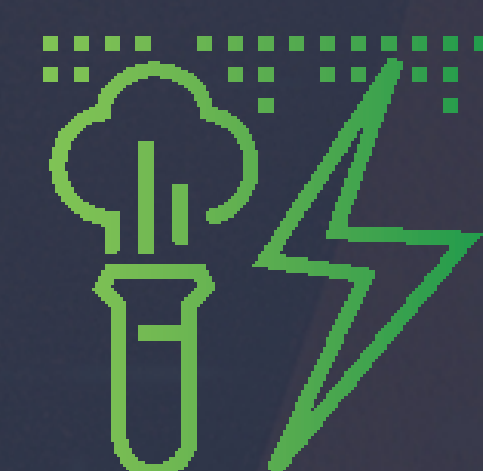
### Retail & Services

- Auchan
- ISS
- McDonald's



### Health & Pharma Cosmetics

- Polpharma
- L'Oreal
- Yves Rocher
- Euro-medic
- Hikma



### Power & Chemicals

- enBW
- PKN Orlen
- Bayer
- Vattenfal



### Finance

- BNP Paribas
- Baloise
- Santander Bank
- Allianz

...and many, many more. Visit our website to see the full list ► [www.optibuy.com](http://www.optibuy.com)





- Ivalua is the procurement empowerment platform
- Recognized as a leader by Gartner and other analysts
- Ivalua Source-to-Pay suite is leveraged by over 250 leading companies across the globe to manage over \$500 Billion in direct and indirect spend
- High employee and supplier adoption, rapid time to value and the ability to meet unique or evolving requirements, evidenced by the industry's leading 99% retention rate

- One of the major Ivalua implementation partners is almost 50 certified Ivalua consultants
- 20+ successful Ivalua projects
- 10+ years of experience in implementing Ivalua
- Vast experience in integrating Ivalua with SAP
- 200+ connectors to integrate Ivalua with various systems

## IVALUA DEVELOPMENT TEAM

Among **top 3 worldwide** partners with the largest number of Ivalua-certified consultants

### IMPLEMENTATION TEAM

- Collecting business requirements
- Analysis and understanding of Customer's needs
- Preparation of product specification documents
- Advanced configuration of Ivalua Buyer
- Ivalua Buyer deployment
- Preparation of user guides and training materials
- Execution of Trainers' and End-users' training sessions

### INTEGRATIONS TEAM

- Analysis and detailed specification of integration needs between Ivalua Buyer and other systems used by Customer (e.g. SAP, ERP/HR), Microsoft Dynamics (NAV, ADFS)
- Building set up deployment of interfaces on evaluate buyer site (WebService, SFTP, EDI)
- Migration of historical data (preparation and execution)

### SUPPORT AND EQUALITY TEAM

- After go-live: providing maintenance services of Ivalua Buyer solution according to agreed SLA
- Enhancements analysis and implementation
- Quality assurance of delivered solution
- Risk assessment and avoidance measures for delivered solution
- Downtime and data loss prevention

## IVALUA IMPLEMENTATION PROJECTS

Since 2009 we've successfully implemented Ivalua in industries, such as: Telecommunication, Facility Management, Insurance, Banking (i.a. in one of the largest banks in CEE), Automotive, as well as for multi-sector giants in numerous EU countries (ex. Spain, Italy, Austria, Germany) & Japan, guaranteeing the stability and efficiency of procurement mechanisms and procedures. We provide an experienced team with the biggest number of Ivalua-certified experts in EMEA (100% certification pass rate).

### RECENT OPTIBUY & IVALUA CLIENTS ARE:



DE Körber

FI Cargotec

DE Giesecke+Devrient

DE EnBW

CH Baloise

JO Hikma

UAE Ministry of Finance

DE BNP Paribas

DE Bahlsen

DE AT IT ISS

DE Deutsche Telekom

EU Nidec

AT A1 Telekom Austria

ES AmRest

FR Arcelor Mittal



**Top Telecom  
company in  
Europe**

**Objectives:**

- Implementing one complex tool for sourcing processes management
- Better supplier management
- Providing more control in contracts management

**Implemented solutions:**

- Supplier management
- Source 2 Contract
- Spend analysis
- Integrations

**MEA  
governmental  
institution**

**Objectives:**

- Develop a government purchasing system, supporting SMEs
- Build an online platform to enhance the efficiency of government expenditures
- Accelerate government purchases and shorten time from 60 days to 6 minutes

**Implemented solutions:**

- Supplier management
- Source 2 Contract
- Procure 2 Pay
- Oracle EBS integration

**\$2+ Billion  
international  
technology  
group**

**Objectives:**

- Supplier management and evaluation
- Complex RFQs for different business units with customized needs
- Contract management incl. authoring
- Catalogue purchasing incl. punchouts and workflows

**Implemented solutions:**

- Supplier management
- Source 2 Contract
- R2P
- Spend analysis

**\$1+ Billion  
international  
pharmaceutical  
company**

**Objectives:**

- Implementation of end-to-end Ivalua platform on a pilot (4 countries) /
- Roll-out approach (12 countries)
- End-to-end project & change management approach

**Implemented solutions:**

- Supplier management
- Source 2 Contract
- Procure 2 Pay
- SAP/ Sage integration

OptiBuy is part of WNS Holdings. WNS (Holdings) Limited (NYSE: WNS) is a leading Business Process Management (BPM) company. WNS combines deep industry knowledge with technology, analytics, and process expertise to co-create innovative, digitally led transformational solutions. WNS delivers an entire spectrum of BPM solutions including industry-specific offerings, customer experience services, finance and accounting, human resources, procurement, and research and analytics to re-imagine the digital future of businesses. As of September 30, 2022, WNS had 57,503 professionals across 60 delivery centers worldwide including facilities in Canada, China, Costa Rica, India, the Philippines, Poland, Romania, South Africa, Spain, Sri Lanka, Turkey, the United Kingdom, and the United States.



**Office in Poland:**

Headquarters in Warsaw  
OptiBuy Sp. z o. o.  
ul. Jana Kazimierza 3  
01-248 Warszawa

+48 22 253 74 56  
info@optibuy.com