

# SOURCE-TO-CONTRACT

Supplier Management, Sourcing, Contract Management, Spend Analysis, & Procurement Analytics



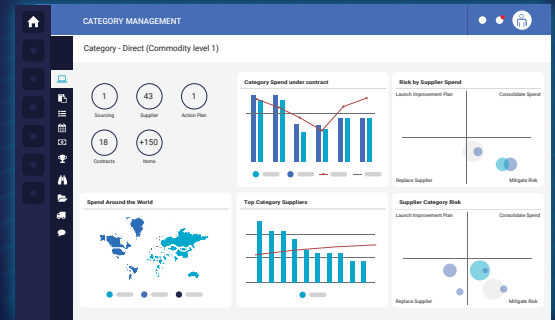
**INCREASE COMPLIANCE & EFFICIENCY**



**REDUCE RISK & COSTS**



**DELIVER BETTER PROCUREMENT OUTCOMES**



## IMPROVE SOURCING & CONTRACTING CYCLE TIMES

Improve cycle time for both sourcing and contracting with standardization, automation, and better visibility into bottlenecks to make more impactful team decisions.

↓ **50 to 80%** reduction for both sourcing and contracts

## INCREASE PROCESS COMPLIANCE

Increase sourced and contracted spend compliance with process standardization, visibility into analytics, KPI, and dashboards.

↑ Up to **90%** Sourced  
As low as **10%** of spend without a contract ↓

## REALIZE SAVINGS

Gain savings through better opportunity identification, increased category strategy sophistication, and improved strategy execution.

Indirect: **5 to 12%**

Direct: **1 to 5%**

### A Seamless, Collaborative, Agile, and Informed Source-to-Contract Process



**Analytics Layer**

Establish the best strategies with insightful analytics

**Opportunity Layer**

Identify, assess, manage, and execute opportunities across S2C

**Spend Analysis**

Understand & visualize all spend

**Sourcing**

Optimal outcomes for all spend

**Contract Management**

Lock in value & manage the lifecycle

**Supplier Management Layer**

All supplier information, risk, and performance data in one place

ERP

PLM

Core Systems

3rd Party Data

Any System

## Eliminate Common Source-to-Contract (S2C) Challenges



### Common Challenges

- ✗ Data quality
- ✗ Visibility across S2C & disconnected systems & processes
- ✗ Tactical focus, not strategic
- ✗ Poor stakeholder collaboration
- ✗ Underperforming teams, processes, & systems
- ✗ Procurement decisions and outcomes are less than ideal



### Ivalua S2C Automation Benefits

- ✓ Improve opportunity identification & execution with better spend data
- ✓ Improved decision making with 360° view of supplier information
- ✓ Tightly integrated S2C processes and data
- ✓ Optimize sourcing outcomes
- ✓ Contract to capture value, eliminate risk, & ensure compliance

Supplier Risk & Performance Management

## All of your supplier information, risk and performance data in one place

Collaborate with suppliers seamlessly across your Source-to-Pay process to gain accurate information, assess risk, improve performance, and drive innovation.

- ✓ 360-degree view of all supplier information and activity
- ✓ Supplier risk & performance assessment and action
- ✓ Holistic supplier collaboration capabilities
- ✓ Extensive sub-tier supplier management capabilities

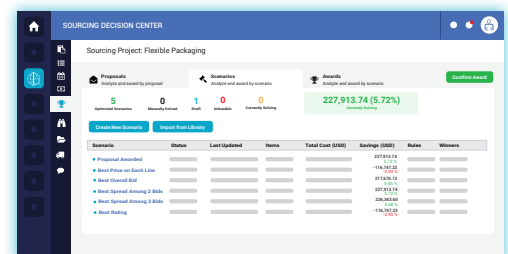


Sourcing

## A simple, collaborative, and powerful sourcing solution to meet any need.

Streamline, simplify, and improve sourcing activities and Procurement processes, ensuring best practices are adopted.

- ✓ Source ALL spend categories, from simple to complex, including: Direct, Indirect, CapEx, and Services
- ✓ Achieve optimal supplier selections with a simple and guided sourcing experience
- ✓ Establish project / initiative transparency and management across remote teams
- ✓ Develop, execute, and manage category strategies

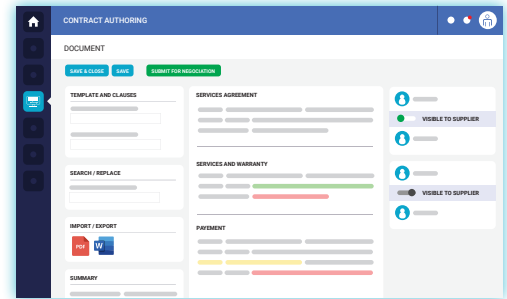


**Contract Management**

**Lock in value, manage all your contract processes in one place**

Ensure that contracts are easily searchable, trackable, and manageable to maximize contract value and manage all contracting processes.

- ✓ Digitize & Centralize Contracts For Complete Visibility
- ✓ Accelerate contract creation and negotiation cycle times & Time-to-Value (TTV)
- ✓ Maximize contract valueSp by tracking compliance, performance, and obligations



**Spend Analysis**

**Understand all your spend and identify value**

Unparalleled transparency into your spend through robust cleansing, classification, and enrichment to uncover value-generating opportunities.

- ✓ Extract, integrate, and analyze spend data from all sources
- ✓ Self-service classification executed at user-defined interval
- ✓ Transparent classification rule set that can be easily revised to respond to business changes



**Procurement Analytics and Insights**

**Establish the best strategies with insightful analytics**

Access clear and comprehensive reporting and analytics across all procurement processes, ensuring quick and easy access to intelligence and insights.

- ✓ Access and connect all the data and activity across the Source-to-Pay process
- ✓ Leverage accurate and real-time data and analytics across Source-to-Say process
- ✓ Inform users and improve the procurement strategic decision making process with timely insights



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**ALL Spend, ALL Suppliers, NO Compromises**