WHY OPTIBUY?

- **Successfully implementing the Ivalua platform since 2009**, demonstrating extensive experience and expertise.
- Recipient of the **Ivalua 2023 Partner Value Award for the best partner in the DACH region**, signifying exceptional customer service and partnership.
- **Over 40 successfully completed projects with 31 clients** from diverse sectors including manufacturing, services, and public sectors, highlighting a broad and impactful reach.
- Expertise in conducting over **10 successful Ivalua upgrades**, ensuring clients' platforms are up-to-date and optimized.
- A global team of over **50 certified Ivalua consultants** spread across Europe, North America, Middle East, and Asia, showcasing a strong international presence and local expertise.
- Development of over **200 designed and configured interfaces** between Ivalua and various systems, such as SAP and Oracle, demonstrating technical proficiency and integration capabilities.
- Provision of custom services and solutions including **Premium Quality Assurance Services** by an experienced QA team, supplemented with **dedicated Level 2 support** from a seasoned RUN team, ensuring high-quality client support.
- In-depth **Category Management insights** within Ivalua, as well as **AI-powered sourcing** to enhance sourcing strategies.
- **Best practice configurations and know-how in addressing legal compliance**, particularly with regulations like the German Supply Chain Act (**LKSG**), underscoring a commitment to legal and ethical standards.

IVALUA DELIVERY TEAM WITH GLOBAL PRESENCE

Among top 3 worldwide partners with the largest number of Ivalua-certified consultants operating in Europe, North America, Middle East and Asia.

IMPLEMENTATION TEAM

- Collecting business requirements.
- Analyzing and understanding the customer's needs.
- Preparing product specification documents.
- Advanced configuration of the Ivalua platform.
- Deploying the Ivalua platform.
- Preparing user guides and training materials.
- Conducting training sessions for trainers and end-users.

INTEGRATION TEAM

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

L2 SUPPORT AND QA TEAM

- After go-live: providing maintenance services for the Ivalua platform according to the agreed-upon SLA.
- Enhancement analysis and implementation.
- Quality assurance for the delivered solution.
- Risk assessment and implementation of avoidance measures for the delivered solution.
- Prevention of downtime and data loss.

IVALUA IMPLEMENTATION PROJECTS

Since 2009, we have successfully implemented the Ivalua platform across various industries, including Telecommunications, Facility Management, Insurance, Banking, Automotive, and for multi-sector giants in numerous EU countries (e.g., Spain, Italy, Austria, Germany) as well as in Japan. We guarantee the stability and efficiency of procurement mechanisms and procedures. Our experienced team includes the highest number of Ivalua-certified experts in EMEA.

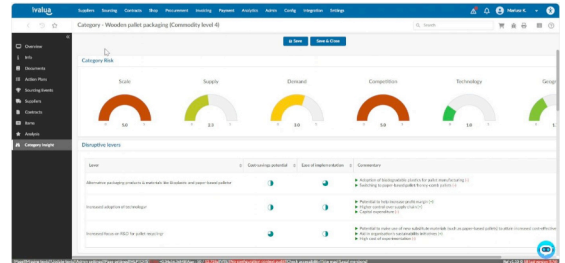|		
DE Körber	**JO** Hikma	**DE** Rheinmetall
FI Cargotec	**UAE** Ministry of Finance	**DE ES PL** Nidec
DE Giesecke+Devrient	**DE** RENK	**AT** A1 Telekom Austria
DE EnBW	**DE** Bahlsen	**ES** AmRest
CH Baloise	**DE AT IT** ISS	**DE** SHS – Stahl-Holding-Saar
CH Partners Group		

OPTIBUY'S ADDITIONAL SERVICES AND SOLUTIONS FOR IVALUA

Manage your categories effectively within Ivalua by combining organizational data with high-quality category and commodity intelligence from Amplifi PRO in a single interface.

Amplifi **PRO** — Procurement. Intelligence. Accelerated.
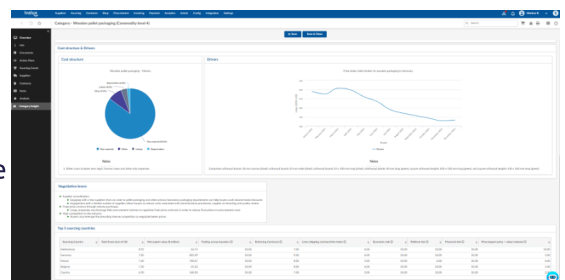THE Smart Cube — A WNS COMPANY

Get instant access to essential procurement intelligence and decision-making tools, including category insights, commodity insights, cost structures, commodity prices, inflation indices, supplier intelligence and more, to strengthen your S2P process.

• Support in creating category strategies and their ongoing monitoring.

• Assistance in the negotiation process through the selection of appropriate negotiation levers and alerts on current market trends and price levels.

Essential intelligence from Amplifi PRO:

• Covers high-level insights reports on various direct and indirect categories; offers ready-to-use tools/utilities to support quick decision-making.

• Self-serve platform delivering standard intelligence, which enables category managers to get up to speed quickly on category intelligence (direct and indirect categories across sectors).

• Useful during category sourcing strategy development, supplier identification and contract negotiations, and helps stay abreast with current market trends, innovation trends, and market risks/opportunities.

An on-demand procurement intelligence platform – now powered by Generative AI and Natural Language Querying (NLQ) capabilities

Amplifi **PRO**
Procurement. Intelligence. Accelerated

Enabling the worldwide procurement community to get up to speed quickly on essential procurement intelligence, plus access to useful decision-making tools

- Category insights dashboards
- Commodity insights dashboards
- Commodity price series
- Supplier intelligence via Craft, supported by Smart Risk
- Category briefings
- Topical insights and mega trends reports
- Inflation monitors
- Cost structures, drivers and calculators
- Decision-making tools and templates, and procurement KPIs

1,500+ intelligence reports and dashboards covering a broad range of direct and indirect categories

Category intelligence

725+ category insights dashboards – dynamic and comprehensive intelligence across your key direct and indirect procurement categories

725+ category briefings – monthly category-specific insights and developments covering supply- and demand-side news, price trends, supplier and government initiatives and more

20+ mega trends reports – looking in-depth at the latest trends and forces that shape your key category markets, from new engagement models to technological step-changes

Decision-making tools and procurement KPIs

25+ decision-making tools – supplier frameworks, negotiation fact packs, strategy development tools and more

4 procurement KPIs reports – covering key performance metrics and industry benchmarks for Life Sciences, Industrials, CPG and Indirects

Commodity intelligence

9,000+ commodity price data – across agro, dairy, livestock, petchem, minerals, metals, resins, energy and packaging

50+ commodities covered by cost calculator – a tool to estimate production costs and quantify the impact of changing key input costs, such as raw materials and utilities, on the final price

80 integrated commodity dashboards – bringing together all intelligence and related insights in one place

Additional intelligence[1]

600+ Ad hoc reports, including insights, deep-dives, innovation trends and sustainability trends

Topical insights

80+ reports and 19 videos – covering our insights on both the macro and micro global events that are impacting businesses around the world

Supplier intelligence via Craft, supported by Smart Risk

150,000+ suppliers via Craft – with

9,500+ suppliers tagged to

725+ categories and subcategories

Inflation monitors

9,000+ PPI

1,000+ Labour

65+ Electricity

Cost structures and drivers

13,000+ cost structures and

9,500+ cost drivers to help understand primary cost drivers and potential category savings

Premium Quality Assurance Services

Premium Quality Assurance for Ivalua is recommended for all customers who are:

• Willing to continue the deployment of the system in additional organizations within the company after Go-Live.

• Planning to continue implementation of next Ivalua modules after Go-Live.

• Interested in enriching the existing configuration with new features requested by end-users, leveraging Ivalua's configuration capabilities and OptiBuy's experience and best practice know-how.

• Having limited resources and/or a lack of qualified personnel to carry out IT system tests.

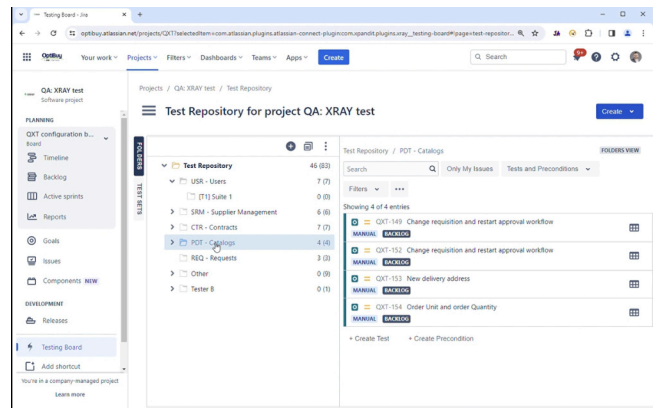• Looking for smooth system upgrades in the future.

Customer benefits:

• Resources optimization.

• Increased efficiency and quality of tests done during UAT.

• Less work for Customer especially in case UAT sessions are carried out in several locations.

• Test scenarios, coverage measures and test process are prepared by the OptiBuy's Quality Assurance team in accordance with ISTQB standards.

• Up to date tests repository. Fast and smooth system upgrade in the future.

• Stable system operations and quality in spite of new developments delivered, higher end-user satisfaction due to stable system, higher user adoption.

• Increased efficiency and quality of tests done during regression tests.
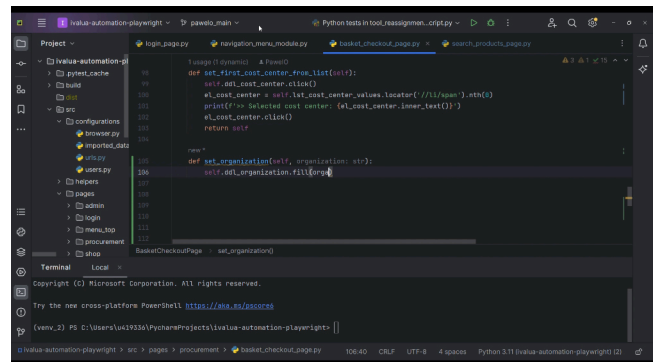
Use cases:

• Quality Assurance in implementation projects.

• Quality Assurance in running projects.
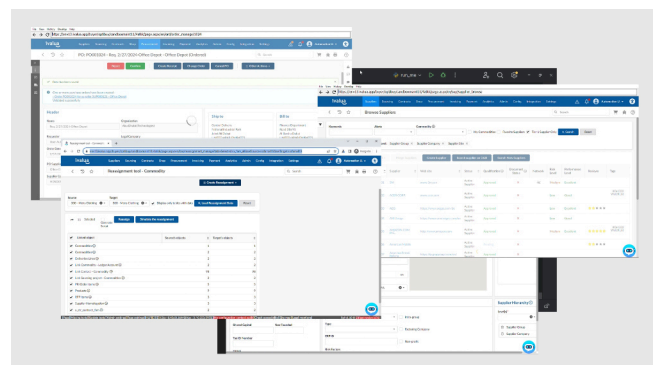
• Quality Assurance during upgrade processes.

STEP 1 - CREATE TEST SCENARIOS

STEP 2 - WRITE AUTOMATE TESTS

STEP 3 - MULTI-THREADED TESTS

OPTIBUY'S ADDITIONAL SERVICES AND SOLUTIONS FOR IVALUA

Level 2 Ivalua Platform Application Support (With Optional Administrative Support)

Backed by extensive experience from over a decade of maintaining Ivalua Buyer projects, **Run Team can ensure uninterrupted procurement operations to meet target SLAs.**

Highly skilled and versatile staff - Ivalua certified Application Engineers, Integration Specialists and Database Engineers can handle any kind of emergency.

Two locations worldwide (EMEA and APAC) guarantees high availability over any circumstances.

In scope:

- Monitoring, analysis and responsiveness to reported tickets (also providing ticketing tool)
- Providing issue workaround if possible, until target fix finalization
- Correction of all reported bugs that can be done via the use of configuration tools of the Ivalua platform
- Coordination of bug corrections and other escalations to L3
- Preparation of delivery containing fixes and improvements, secured by QA process
- Proactively monitoring of system's performance to ensure performance issues prevention
- Ability to collect requirements, design and develop new functionalities in Change Request process
- Regular status reporting and contact maintenance with customer

Optional services – Administrative support

Administrative support is intended for the company's personnel to assist with the following daily activities:

- Respond to questions related to the functionalities of the Ivalua platform.
- Manage Taxonomy data.
- Manage Organization structure data.
- Manage Currency conversion.
- Administer workflow activities, which include:
    - A) Reversing approval workflows.
    - B) Reassigning validation tasks to other users.
- Manage user accounts by:
    - A) Assigning profiles, taxonomy, and organizational roles.
    - B) Creating additional user accounts.
    - C) Reassigning user authority when a previous user becomes inactive.
- Manage dictionary data that do not require tag delivery.
- Update tooltips and translations that do not require tag delivery.

Glossary

Level 1 includes Support to customer end users and/or suppliers. It is also called Help-Desk Support
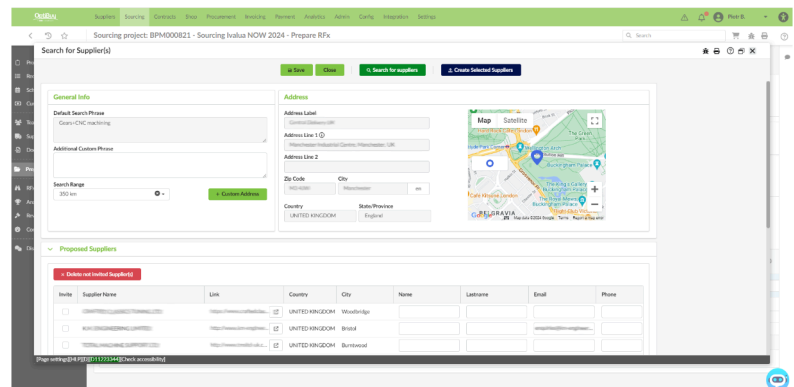Level 2 includes Configuration Support performed by a certified Partner
Level 3 support refers to the Standard Maintenance which is included in the SaaS fee together with the software usage and the hosting of the solution

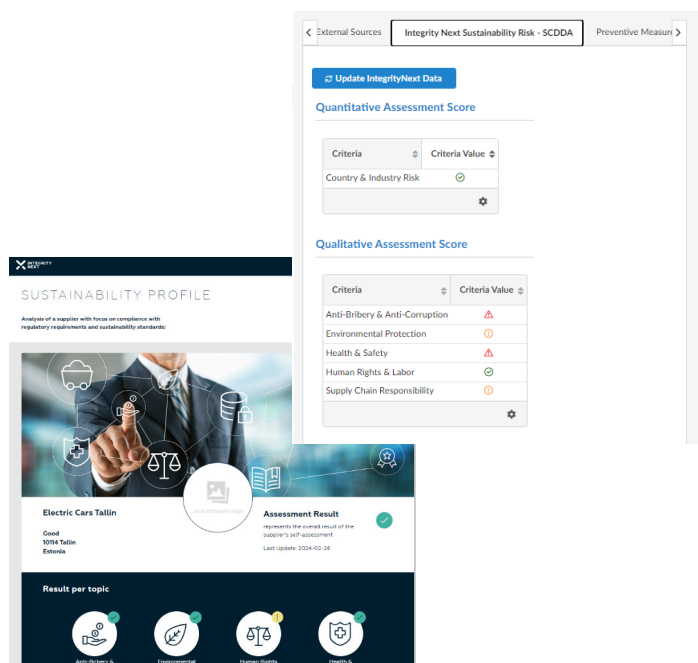# OPTIBUY'S ADDITIONAL SERVICES AND SOLUTIONS FOR IVALUA

Maximize Efficiency With AI-Powered Sourcing

• **Maximize Efficiency:** Save time and reduce costs with the familiar Ivalua interface, streamlining your procurement processes.

• **Seamless Integration:** Operate entirely within the Ivalua Tenders module for a cohesive user experience, eliminating the need to switch between different modules.

• **Intelligent Supplier Recommendations:** Automatically receive suggestions for new suppliers when there are no suitable options in your company's database, ensuring you always have access to the best vendors.

• **Dynamic Database Enhancement:** Benefit from an ever-improving supplier database; proposed suppliers that you use are automatically added, enriching your future sourcing efforts.

Manage Supplier Sustainability Risk According To The German Supply Chain Act Within Ivalua & IntegrityNext

• **LKSG Act Compliance:** Be compliant with the German Supply Chain Due Diligence Act (Lieferkettensorgfaltspflichtengesetz - LKSG), ensuring your supplier risk management practices meet all legal requirements.

• **Integrated Risk Management:** Access Supplier Sustainability risk assessments prepared by IntegrityNext directly from the Ivalua interface streamlining compliance and sustainability reporting.

• **Sustainability Risk Mitigation:** Implement robust sustainability risk mitigation plans, tailored to address potential environmental impacts noted in supplier records.

• **Proactive and Remedial Measures:** Establish sustainability risk preventive measures and remedial actions, ensuring a forward-looking approach to managing sustainability challenges.

• **Ongoing Monitoring:** Leverage a specially created dashboard for regular sustainability risk monitoring, ensuring continuous oversight and management of sustainability performance across your supply chain.

EXAMPLE IVALUA IMPLEMENTATION PROJECTS

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.

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PARTNER AWARDS
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Value Award 2023

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