



ALL Spend  
ALL Suppliers  
NO Compromises



**UNLOCK THE FULL POTENTIAL  
OF YOUR SPEND AND SUPPLIER RELATIONSHIPS  
TO BUILD A COMPETITIVE ADVANTAGE**



SUPPLIER RISK  
& PERFORMANCE



SOURCING



CONTRACT  
MANAGEMENT



ePROCUREMENT



INVOICING



PAYMENTS



SPEND  
ANALYSIS

# How You Spend Can Transform Your Business

## Accelerate your Procurement Transformation with Ivalua's Spend Management Platform

### 1 Achieve Quick Wins

- ✓ Deliver rapid savings
- ✓ Improve supplier visibility
- ✓ Increase employee productivity
- ✓ Improve cash management

” With Ivalua, we realized tremendous speed-to-value and benefit from a simpler and more focused source-to-contract solution. We have already achieved 10x ROI in a very short time.



**Arindam Sengupta**  
Global VP Strategic  
Sourcing & Procurement

### 2 Expand to All Spend & Suppliers

- ✓ Manage all spend: Indirect goods & services, direct materials, CAPEX etc.
- ✓ Digitize the full source-to-pay process
- ✓ Manage supplier risk
- ✓ Improve decision-making

” With Ivalua, we were able to digitize our complete Source-to-Pay process, delivering efficiency and transparency.



**Kenneth Wilson**  
VP of Procurement

### 3 Unlock Your Competitive Advantage

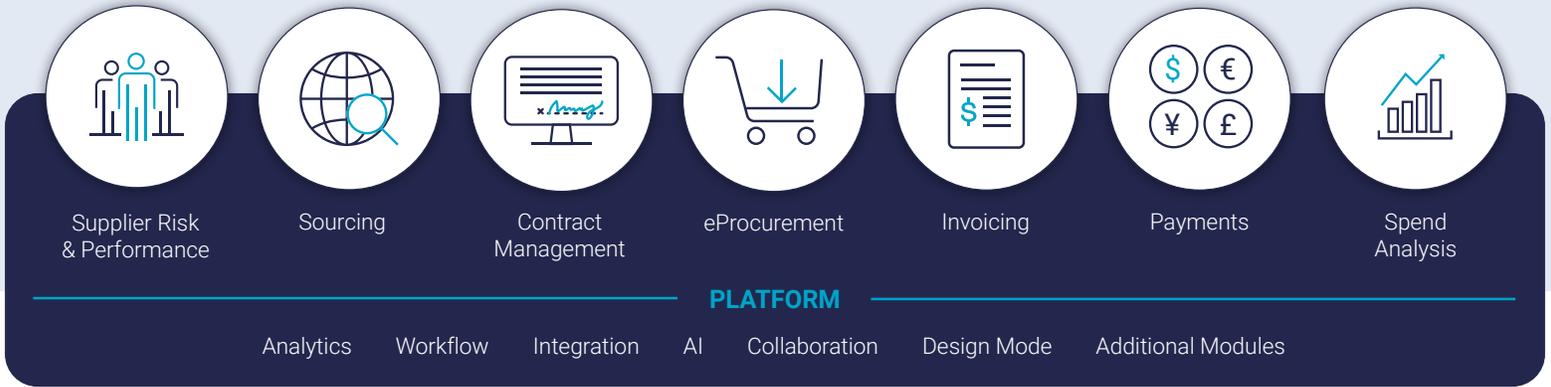
- ✓ Enable business agility
- ✓ Grow revenues
- ✓ Accelerate time-to-market
- ✓ Drive innovation

” Ivalua's ease of use and supplier friendly model delivered rapid value, and the flexibility helped bring our talent's best ideas to life to build a competitive advantage.



**William Mertz**  
Procurement Director

# The Ivalua Platform



With Ivalua's complete, modular & unified suite, you can:



### Start Anywhere

- ✓ Quickly address top business needs
- ✓ Jumpstart packages



### Go Everywhere

- ✓ Bring all spend under management
- ✓ Digitize all processes



### See Everything

- ✓ Improve data quality
- ✓ Make more-informed decisions



## Supplier Risk & Performance Management

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

Suppliers are the key to it all. Collaborate with them seamlessly across your source-to-pay process to get accurate information, assess risk and improve performance and even drive innovation

- ✓ 360-degree view of all suppliers information and activity
- ✓ Supplier risk, performance assessment and action
- ✓ Structured collaboration plans to correct issues or drive innovation



## Sourcing

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

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

- ✓ Source ALL Spend
- ✓ Unparalleled project & initiative transparency
- ✓ Optimal supplier selections



## Contract Management

Lock in the value, manage the entire contract lifecycle with ease.

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

- ✓ A central contract & clause repository
- ✓ Faster contracting with collaborative authoring and negotiation
- ✓ Maximize contract value with compliance



## 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.

- ✓ Analyze spend from any and all sources
- ✓ Powerful classification in real-time
- ✓ Clear visibility and transparency into spend classification



## eProcurement

Modern user experience meets enterprise control.

Digital procurement to empower your employees and suppliers. Simplify the buying experience, achieve high adoption and manage all spend.

- ✓ An e-commerce user experience
- ✓ Maximize user and supplier adoption and compliance
- ✓ Tailored workflows and digital business processes for all spend types



## Invoicing

Turn your accounts payable team into a top performer.

Transform the account payable journey for all suppliers into a digital, touchless and globally compliant process.

- ✓ Handle all Invoice processing streams from PDF email to EDI
- ✓ Supplier self-validation & self-matching in Portal
- ✓ Smart 4-way matching with one-click approval



## Payments

Transform supplier payments to become the customer of choice.

Streamline cross-border & domestic supplier payments with new levels of transparency to reduce inquiries & fraud.

- ✓ Hold onto your cash for longer with next-day payments - globally
- ✓ Pay suppliers regardless of their currency from within the same workflow
- ✓ Real-time status updates including the moment it's paid into the suppliers account

# The Ivalua Advantage

ALL Spend, ALL Suppliers, NO Compromises



Rapid Time-to-Value



Flexibility to Grow



Full S2P Digitization



Best-of-Breed Capabilities



Cloud Convenience / Low TCO



Robust Security & Control



**Gartner**

**LEADER 2021**

P2P Suites Magic Quadrant

**FORRESTER**

**WAVE LEADER 2021**

CLM Platforms

**FORRESTER**

**WAVE LEADER 2020**

SRPM Platforms

**FORRESTER**

**WAVE LEADER 2019**

Source-To-Contract Suites

# Empowering the World's Most Admired Brands



## Significant, Measurable Value - Delivered

### Innovating & Growing Revenue



\$1B in new revenue



Rapidly accelerated new product introductions

### Digitizing Processes



Virtually 100% paperless P2P & 30% reduction in operating costs



P2P live in 8 weeks

### Managing Risk



Pro-actively mitigating cyber-security risk throughout the supply chain

### Reducing Costs



80M Euro in savings



19% average annual savings over 4 years

### Improving Data Quality & Transparency



99.6% of spend accurately classified



Cleaned global vendor master, integrated to 25 SAP instances

### Improving Sustainability



CSR score increased from 41 to 73

### ABOUT IVALUA

Ivalua is a leading provider of cloud-based Spend Management software. Our complete, unified platform empowers businesses to effectively manage all categories of spend and all suppliers, increasing profitability, improving ESG performance, lowering risk and improving employee productivity. We are trusted by hundreds of the world's most admired brands and recognized as a leader by Gartner and other analysts. Learn more at [www.ivalua.com](http://www.ivalua.com).

Follow us at [@ivalua](https://twitter.com/ivalua)

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