



## Sourcing

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



### SOURCE ALL SPEND

Yes, ALL of it: Indirect, Direct, Services and CapEx.



### UNPARALLELED PROJECT & INITIATIVE TRANSPARENCY

Holistic management and transparency across activities with Projects, Programs and Category Management



### OPTIMAL SUPPLIER SELECTIONS

Have confidence you are selecting the right supplier, every time, for all sourcing activities.

## Sourcing

Sourcing Projects & RFX

Sourcing Decision Center

Auctions

Category Management

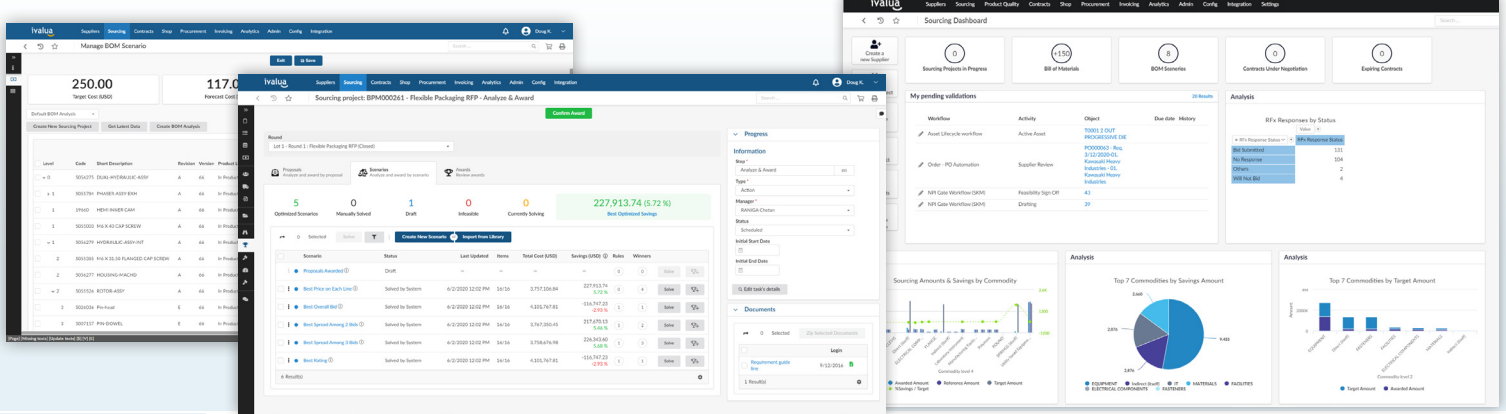
Program Management

Savings Tracking



“ 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, Dole



## End-to-end sourcing activity management for ALL spend types

- ✓ **More effective sourcing project management**  
Define and track project progress, teams involved, communication, documents, tasks, dependencies and more.
- ✓ **Easier collaboration**  
Gather key stakeholder requirements, collaborate with flexible workflows.
- ✓ **Start fast**  
Create or reuse different types of RFX templates, questionnaires and workflows to get started fast.
- ✓ **Have the right information for analysis**  
Collect any level of quote detail that is needed, from simple piece price to the Total Landed Cost from suppliers.
- ✓ **Achieve the best outcome**  
Analyze all scenarios by scoring and comparing bids, optimization, split awards by percent, quantity or value and simply flip an RFX into a contract.
- ✓ **Manage All Spend**  
Indirect, direct, CapEx and Services, without compromises.

## Make the right allocation and supplier selection decisions, every time

- ✓ **A seamless process for end-to-end sourcing**  
Natively integrated with Sourcing, Contracts and the whole S2P platform with supplier risk and performance data, providing a seamless end-to-end user experience.
- ✓ **An intuitive solution designed for ALL users**  
A simple user experience combined with automation empowers all organizations and users with the benefits of sourcing optimization.
- ✓ **Leverage a library of rules and scenarios**  
Add pre-built scenarios to quickly analyze and compare allocation options.
- ✓ **Simple rules creation**  
Leverage the natural language-based rules builder to make simple work of building scenarios.
- ✓ **Make better decisions, faster across all spend**  
Reduce cycle time and standardize analysis with preset optimization scenarios that automatically provide results.

Sourcing  
Projects  
& RFX

Sourcing  
Decision  
Center

## Auctions

### Efficiently find the best value

- ✓ **Launch an auction quickly**  
Initiate multiple types of auctions from RFQ bids and manage auctions across multiple lots.
- ✓ **Real-time updates**  
Receive real-time updates as suppliers bid or message.
- ✓ **Understand the impact**  
Graphical auction display and multi-criteria ranking.
- ✓ **Support for all your strategic needs**  
Comprehensive auction type support, manage multiple lots, plus the ability to build equations and transformations.
- ✓ **Scalability**  
Unparalleled ability to scale to meet your needs with concurrent bidders, number of items, bids and auctions running in parallel.

## Category Management

### A 360-degree cockpit for strategic category action and perspective

- ✓ **Create, manage & execute strategy**  
Define and roll-out category-wide objectives, category action plans, the plan & tasks and incorporate all relevant organizations, stakeholders, suppliers to ensure all are working towards the same objectives.
- ✓ **Socialize strategy and collaborate**  
Efficiently collaborate and share knowledge across teams to ensure a consistent and comprehensive strategy for a given category.
- ✓ **Monitor, and see the impact**  
Leverage analytics and KPI's to monitor all aspects of category spend and risk and track category action plan savings with Savings Tracking.
- ✓ **Continuous improvement**  
Identify additional improvement opportunities, continuously analyze spend, market data, and benchmarks.

## Program Management

### Better organization and management of strategic initiatives

- ✓ **Manage all programs and related projects**  
Keep track of strategic programs, projects, transactions, and the stakeholders that are involved.
- ✓ **Visibility and participation across stakeholders**  
Enable stakeholders outside of procurement to communicate, plan, manage tasks, upload docs and track progress of projects they are involved in.
- ✓ **Direct access to information**  
Link projects to sourcing, contracts, requisitions, orders, invoices, performance evaluations, etc. for a full view of all activities in procurement that affect the project.

## Savings Tracking

### Know how your hard work is making an impact

#### ✓ Establish goals and track progress

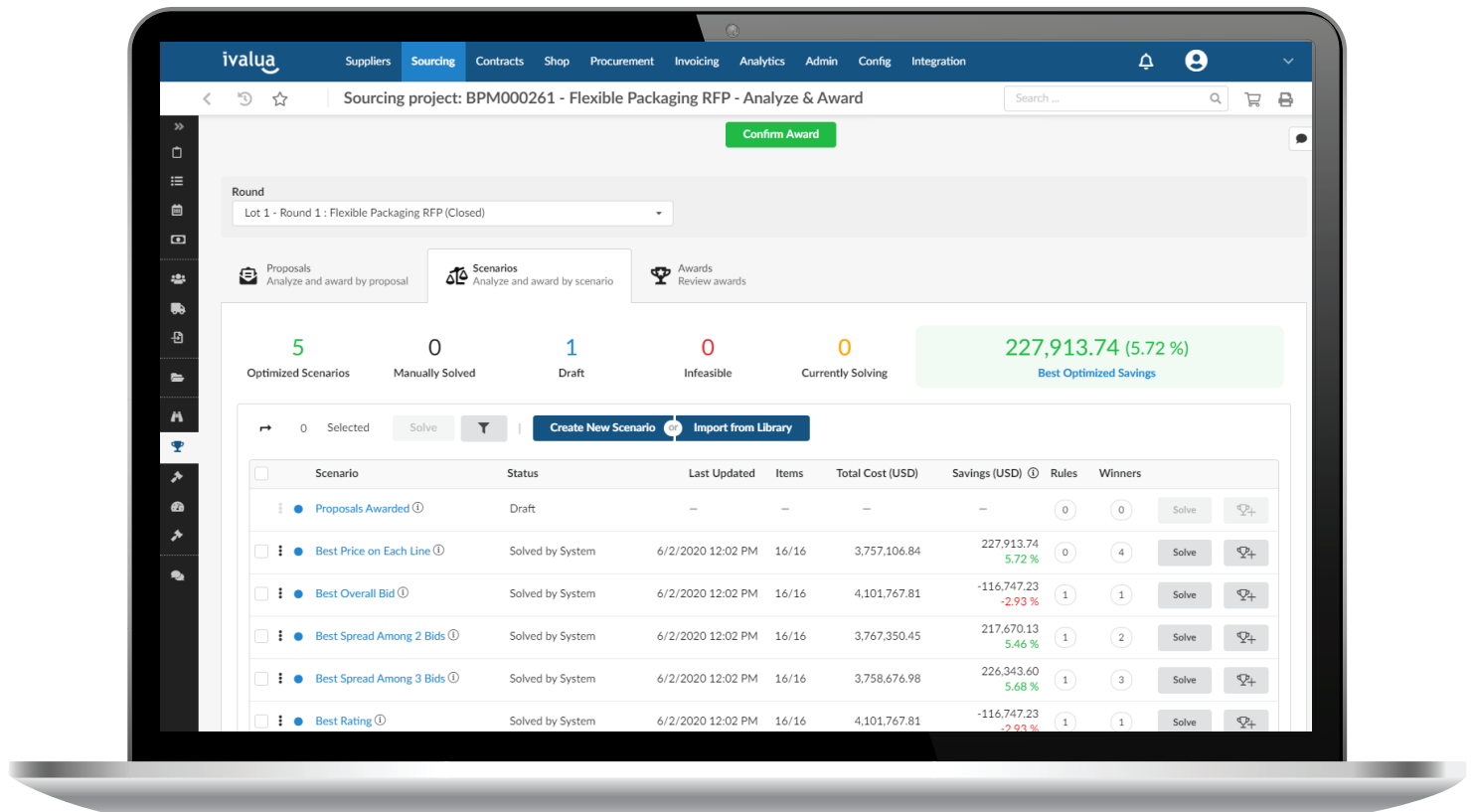
Plan annual savings goals for the sourcing team and track negotiated savings at individual, team, and business level.

#### ✓ Aggregated view

Roll up all sourcing work for an aggregated view of savings vs. the goal, even incorporating actual spend from invoices in the reporting.

#### ✓ Project management

Organize a team and project manage their tasks, dependencies, and timing.



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Contact us: +1 (650) 815-7201 / [info@ivalua.com](mailto:info@ivalua.com)

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