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SOURCE-TO-CONTRACT

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

INCREASE COMPLIANCE & EFFICIENCY

REDUCE RISK & COSTS

DELIVER BETTER PROCUREMENT OUTCOMES

CATEGORY MANAGEMENT
Category - Direct (Commodity level 1)

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
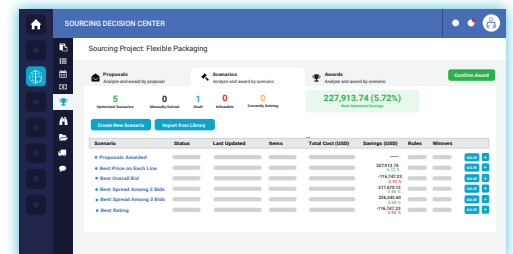- ✓ Extensive sub-tier supplier management capabilities

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
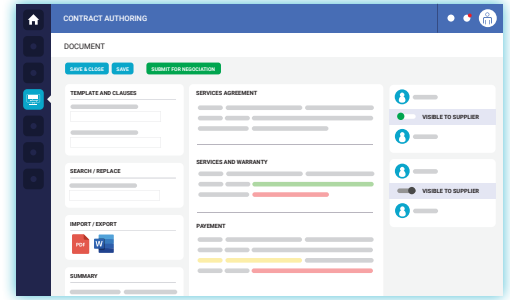- ✓ Develop, execute, and manage category strategies

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 value 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, ONE Platform

USA Canada France UK Germany Italy Sweden Singapore India Australia UAE

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