

## Advanced Cloud Marketplace

The Advanced Cloud Marketplace provides you with a single, centralised portal for your end users to purchase goods and services from your approved suppliers. This in turn gives your procurement team greater visibility of your organisation's spend, helps you ensure compliance to your contracted suppliers and saves you money by reducing maverick spend.

Our spend management solutions are designed with your objectives in mind, so as you move from a tactical to strategic procurement approach, we can help you achieve your organisational goals through greater operating efficiency and cost management.

### Benefits

#### Promote compliance through a better user experience

The Marketplace has been designed with your end users in mind, providing you with a solution which is easy to use and contains over 28 million available products.

#### Reduce the risk of inaccuracies through not having to re-key data

We can provide standard Application Programming Interfaces (APIs) so that our solutions integrate easily with your ERP / Finance systems. This not only saves time, as you no longer have to re-key and check data, but also reduces the risk of inaccuracies.

#### Deliver real savings

By improving compliance and having better analysis of what your users are buying, you are in a stronger position to achieve spend rebates and negotiate better contracts, delivering real savings to your organisation.

Every department within your organisation will need to buy products and services. If you have responsibility for centralised procurement, we

can offer you a solution that helps you manage and retain control while saving money when purchasing items. It will also provide your end users with a user-friendly solution offering powerful search and filtering capabilities that encourages them to remain compliant and reduces maverick spend.

In addition to this, you will need a solution that can be easily updated, as there will be constant changes including price variations, items becoming obsolete as well as new additions. It is important that the product and pricing information available to your end users is current, which can be difficult to manage if you do not have a centralised marketplace.

### Introducing the Advanced Cloud Marketplace to your organisation

Once you make the decision to introduce the Marketplace to your organisation, we work with you to understand who your key suppliers are. We already have over 400 hosted supplier catalogues on our network covering a wide range of categories such as IT, Office Supplies, Furniture Catering etc., so you may find your suppliers are already trading with us. Our dedicated Supplier Onboarding team, and the use of our Supplier Onboarding module, will allow you to invite your suppliers to self-register and connect with your organisation – only the suppliers you chose to connect with will be visible to your end users.

Your approved suppliers can then load in their catalogues, and as an administrator, you can approve all items and prices that you want to be visible and available for purchase by your end users. Your suppliers cannot make any changes to the catalogue without your approval, so you retain complete control.

The Marketplace can then be rolled out to your organisation, and as the system is intuitive and easy to use, your end users can start using it from day one, without the need for lengthy (if any) end user training.

Our powerful search capability allows your end users to find the type of items they are looking for quickly. Along with our easy to use filters, they are able to refine their results so they can find the specific item they are looking for,

The screenshot shows the Advanced Marketplace interface. At the top, there's a navigation bar with the 'advanced' logo, 'Your services', 'Supplier Onboarding (SFM)', and 'Insights' links. A search bar is prominently displayed. Below the search bar, there are 'Browse by Category' and 'Browse by Supplier' options. The main content area is divided into 'Recent Purchases' and 'Insights'. The 'Recent Purchases' section features five product cards, each with a product image, name, supplier, catalogue number, Mfr. Part No., and price. Each card includes an 'Add to basket' button. The 'Insights' section contains three data tables: 'Purchase Orders', 'On And Off Catalogue Orders', and 'Invoices'. Each table has columns for 'Count', 'Amount', and 'Variance', and a '1 Year' filter. The 'Purchase Orders' table shows a count of 18,853 and an amount of 5,633,160.75. The 'On And Off Catalogue Orders' table shows a count of 18,472 and an amount of 2,240,207.08. The 'Invoices' table shows a count of 14,349 and an amount of 1,264,836.56.

without having to start a new search. The data that can be stored within the Marketplace by suppliers allows for a high level of detail, so end users can have the full information they need when making their purchasing decision.

## Improve your relationships with your key suppliers

### Compliance

Your end users have a single Marketplace to visit rather than going to several different supplier websites, so they will purchase from approved suppliers and can easily compare products and prices in one place. As more organisational spend is driven through the Marketplace, you have the ability to highlight preferred suppliers – encouraging guided buying and reducing off-contract / maverick spend - and in some cases, eliminating it altogether.

### Automation

Instead of your end users spending time calling, emailing and browsing many suppliers' websites, they are able to conduct purchasing within the Marketplace, providing them with a quick and efficient way of ordering.

Once orders are approved, they can be automatically sent to suppliers - with many suppliers having XML order connections from the Marketplace. This means goods are dispatched quicker, often resulting in reduced stock holdings .

### Accuracy

Product and pricing information available within the Marketplace is maintained by the suppliers, so you do not need to manually key this information in – all you need to do is review

any changes and approve them. Suppliers want accurate orders so are therefore incentivised to keep data up-to-date.

This helps by significantly reducing errors further along the settlement process, as invoices can easily be matched back to purchases made in the Marketplace, with average match rates of over 90%.

### Consistency

The Marketplace provides a single, consistent, unified channel for your end users to purchase from suppliers, instead of having to visit different websites and trying to compare products in many different formats. It makes it easier for your end users to evaluate which is the right product for them, and buy at the right price. It also provides a level playing field for smaller or local suppliers who may not be able to invest in websites and sales portals at the same level as larger organisations.

### Contract compliance and best practice

The cost and time involved in procurement is reduced through a centralised Marketplace, allowing you and your suppliers to focus on eliminating maverick spend and increasing compliance and preferred supplier throughput.

### Value-add to the Marketplace

In addition to offering the Marketplace, we offer additional value-added solutions to further support your procurement process.

#### > Supplier Onboarding module

The Supplier Onboarding module enables you to invite your suppliers to join the Advanced supplier network, if they are not already listed. The process is quick and easy, and enables you to start trading quickly with your key suppliers.

### > eOligos

The eOligos solution is a unique service designed in close co-operation with major research buyers. It speeds up the purchase and compares pricing of custom DNA sequences from alternative sources, providing a single route for purchases of configurable life science products.

### > eQuotes

eQuotes is an easy-to-use electronic request for quotation (eRFQ) system for the automated collection of quotes from suppliers, all fully integrated with the Marketplace and supplier network. The eQuotes module facilitates tender price collection for spot buys in support of proposed purchasing requirements, and aids 'value for money' purchasing.

### > eServices

Services represent a significant proportion of indirect spend for many organisations. eServices provides ordering functionality tailored to this specific spend area – driving compliance to service contracts or complex spend areas, improving service delivery and providing information to inform sourcing and negotiation downstream.

### > PunchOuts

PunchOut capabilities are provided from the Marketplace to external supplier websites to ensure that specialised product requirements including, for example, life sciences and configurable IT equipment, can be captured and then returned back into the eMarketplace.

### > Buyer Insights

Buyers Insights enables you to view actionable analytics direct from your Marketplace so that you can access information on your spend, end user activity, departments and suppliers.

### > Integration with your Enterprise Resource Planning (ERP)

Our solutions can also be integrated with your existing ERP or Finance system through standard APIs, ensuring that you are working with accurate data. This eliminates the errors which can occur when manually re-keying data between systems, providing you with an accurate record of your spend and maximising your investment in your current systems.

## More information

**w** [oneadvanced.com](http://oneadvanced.com)  
**t** +44(0) 8451 605 555  
**e** [hello@oneadvanced.com](mailto:hello@oneadvanced.com)

Ditton Park, Riding Court Road, Datchet, SL3 9LL

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