

Smarter Procurement through the UKprocure eMarketplace

With over seventy buying organisations and orders placed with more than 600 suppliers each month, the UKprocure eMarketplace is the leading eCommerce network in the UK public sector. The UKprocure eMarketplace provides the technical infrastructure and business support services that will deliver the highest volume of trading connections and transaction volumes to your organisation. Our dynamic and growing eMarketplace helps buyers and suppliers achieve the full efficiency and cost savings of eProcurement.

Efficiency and Cost Savings from eProcurement

Procurement is a key area where your organisation can make significant efficiency savings, in line with the targets outlined in the Gershon Spending Review.

With traditional procurement methods, the time and resource spent on ordering items from catalogues, checking products and prices, chasing queries and processing orders and invoices is considerable.

eProcurement is being embraced by public sector organisations of all sizes to help strip cost from procurement procedures.

Today, the benefits of eProcurement are well-accepted: process savings

of around £10 to £50 per transaction, material cost savings, better control and improved supplier relations.

“The cost of processing each transaction falls from £30 to £4 when we process them through the UKprocure eMarketplace.”

***Procurement Director,
NHS Trust***

The eMarketplace Business Case

But, how do you ensure that your organisation reaps the full benefits promised by eProcurement, whilst avoiding the pitfalls involved with moving to a new way of transacting with suppliers?

Setting up and running an eProcurement system can bring unexpected costs. Managing catalogue content and electronic orders with multiple suppliers requires between one and nine people, depending on the organisation. The cost of setting-up electronic purchase order and invoice transmission with hundreds of suppliers would be prohibitive.

An eMarketplace removes these risks and costs. With the right eMarketplace, there's no need to build separate links to each supplier or have the expensive overhead of managing catalogues in-house. You simply trade electronically with multiple suppliers, through a completely automated procure-to-pay process, via

a single connection to a secure website.

This functionality means that buyers can quickly make dramatic cost savings. Your organisation can avoid having to build a team of several FTEs by purchasing from supplier-managed electronic catalogues. You can reduce the total cost of acquiring products, through time and resource savings made possible by purchasing from accurate catalogues and price lists and ensuring contract compliance.

One UKprocure customer has shown that the cost of processing each transaction drops from £30 to £4 when processed through the UKprocure eMarketplace. Another estimated that increased catalogue accuracy would result in less overcharging and a £30,000 per annum saving. Electronic invoicing (eInvoicing) alone can take out half the cost of paying invoices.

With the right eMarketplace your organisation can quickly engage in fully electronic trade with suppliers and achieve the full cost and efficiency savings promised by eProcurement.

“Using the UKprocure eMarketplace we’ve cut the number of steps involved in the average purchase from 17 to 9.”

***Procurement Manager,
UK Local Authority***

The UKprocure eMarketplace

UKprocure provides the solution for public sector organisations that want to reap the benefits of eProcurement, without large maintenance costs. The UKprocure eMarketplace is a Catalogue Management and eCommerce service, based on world-leading Oracle technology. Our solution automates trade between buyers and suppliers, from requisitioning to invoicing.

Our proven Network Development Services methodology supports our technical solution, to maximise the trading connections, transaction volumes and savings for all buyers and suppliers.

Catalogue Management Hub

Delivering true cost-savings from eProcurement is

dependent on accurate product and pricing information, in order to reduce incorrect orders and invoice error rates.

The Catalogue Management Hub provides buyers and suppliers with the most cost-effective way to produce and access high-quality, accurate information, with pricing and products specific to each buyer organisation. UKprocure provides a range of solutions for publishing catalogues on its Catalogue Management Hub, to meet the exact needs of individual buyer and supplier organisations, including:

- Hosting supplier-managed catalogues
- Hosting buyer-managed catalogues
- Direct punch-out to supplier websites
- Outsourced catalogue management service.

eCommerce Transaction Hub

Buying organisations trade with thousands of suppliers. The cost of developing a separate electronic link between a buyer and all of its suppliers would make eProcurement untenable. Just as you wouldn't run individual connections to every person you wanted to telephone, nor would you want to build multiple

electronic links to all of your suppliers.

The eCommerce Transaction Hub removes the need to build multiple links between a buyer and its suppliers. It empowers a completely electronic order-to-invoice process with multiple suppliers, through one single link to the UKprocure eMarketplace.

The eCommerce Transaction Hub provides a single technology platform and single process for buyers and suppliers to securely exchange business documents in real-time, including purchase orders, order acknowledgements and invoices.

Procure-to-Pay Solution

UKprocure also offers an optional Procure-to-Pay solution, which enables businesses to start reaping the benefits of eProcurement before they have fully implemented their eProcurement solution.

The Procure-to-Pay solution enables requisitioners to directly access the UKprocure eMarketplace. Requisitioners are able to shop and buy through the UKprocure eMarketplace, using a powerful search engine and a familiar shopping basket interface.

Unlike shopping on the general Internet, however, buying via the Procure-to-Pay solution takes place under the full control of the Purchasing department: only organisation-specific items and prices are made available and full authority controls are in place.

Network Development Services

UKprocure understands that excellent catalogue management and transaction hubs alone are not enough to make eProcurement deliver cashable savings. You need an eMarketplace that is populated with a large number of relevant suppliers and catalogues to deliver the required levels of trading connections, transaction volumes and savings.

With over seventy buying organisations and orders placed with more than 600 suppliers each month, the UKprocure eMarketplace is the leading trading network in the UK. We already deliver the highest number of trading connections and transaction volumes to our customers.

Our Network Development Services work closely with all buyers and suppliers to continue to grow trading relationships and

transaction volumes, to maximise the real business benefits from eProcurement.

Our unique approach includes:

- Proven Supplier Adoption Method
- Service Desk – to foster knowledge and usage and provide assistance
- Customer Network Manager – a unique role, driving network take-up.

Implementation Services

UKprocure's experienced technical and project management teams ensure a rapid implementation of the eMarketplace. Harnessing proven methodologies for configuration, training, testing and project management, our Implementation Services team ensures that all buyers quickly benefit from the full functionality of the eMarketplace, within their specific working and technical environment.

The UKprocure Advantage

- Combined Catalogue Management and eCommerce solution
- Immediate access to a large and active trading network
- Online requisitioning option
- Most of the significant overhead suppliers in

the UK (for example, office supplies, computer consumables, office furniture, bottled water) and healthcare and public sector-specific supply bases

- Proven Supplier Adoption Method and the skills to e-enable your supplier base
- Unique skills in eCommerce integration
- Range of integration options, from a supplier web portal, to fully integrated electronic trading
- Seamless integration with Oracle E-Business Suite, enables punch-out-less catalogue search and purchase order transmission
- Deep integration with most other eProcurement solutions.

Tangible Benefits

The UKprocure eMarketplace delivers proven benefits to buying organisations:

Measurable Savings

- Reduce time and cost of transaction processing
- Lower the total cost of acquisition
 - Avoid the need to employ several FTEs managing catalogues
 - Reduce over-billing
 - Enable stronger collective buying power through collaboration.

Strategic Procurement

- Deliver timely, accurate business intelligence for management
- Achieve better informed contract negotiation and placement
- Improve cash control
- Improve compliance
- Ensure suppliers are paid on time.

“By harnessing the UKprocure eMarketplace we will be able to drive down raw material and process costs and revitalise our contracting and contract management programme.”

***Purchasing Director,
UK University***

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