

Make eProcurement work for your business

With the UKprocure eMarketplace, your business can achieve the full business benefit and cost savings of eProcurement. With over seventy buying organisations and orders placed with more than 600 suppliers each month, our eMarketplace is one of the largest trading networks in the UK. We can deliver the trading connections and transaction volumes to deliver true returns from your eCommerce investment.

The eMarketplace Business Case

Every time a customer buys from you it costs your business money. The time and resource you spend processing orders, sending invoices and chasing and managing queries are large overheads for your business.

“To take a telephone or fax order costs an average of £2.70. An electronic order costs 67p.”

UK Medical Supplier

The purchasing process is also expensive for your customers. On top of the direct cost of your goods and services, there is an additional cost for processing each transaction manually.

By automating the procure-to-invoice process, an eMarketplace enables both you and your customers to dramatically reduce the cost of procurement. The efficiency savings you can make will deliver tangible bottom-line benefits to your business.

For your customers, the savings they make through electronic trading means they can cut the total cost of acquisition of your goods and services. In other words, you can make your offer more attractive, without reducing your pricing.

“We save £18,000 for every 8,500 invoices received electronically.”

***Acute Trust
Procurement Director***

The UKprocure eMarketplace

The UKprocure eMarketplace is a Catalogue and eCommerce service, based on world-leading Oracle technology. Our solution automates trade between buyers and suppliers, from requisitioning to invoicing. The size of our network means you can trade with a large number of buyers from day one, through one single link to the eMarketplace.

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

A major advantage of the UKprocure eMarketplace is its technical independence – whatever back-office systems you use or your

level of eBusiness sophistication, you are able to integrate to the eMarketplace. Our solution provides the lowest cost and lowest risk way for you to trade electronically with a large number of buyers.

Catalogue Management Hub

Driving true cost-savings from eProcurement is dependent on accurate product and pricing information. Accurate catalogues under your control reduce incorrect orders and invoice error rates. This in turn reduces the cost of re-work and improves cash collection.

The Catalogue Management Hub provides suppliers with the most cost-effective way to produce and publish high-quality, accurate catalogues, with pricing and products specific to each buyer organisation or consortium.

UKprocure provides a range of solutions for publishing catalogues on its Catalogue Management Hub, including:

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

eCommerce Transaction Hub

Your business trades with hundreds of organisations. The cost of developing a separate electronic link between your order systems and the procurement systems of all of your customers would make eProcurement untenable. A telephone user would not seriously refuse to use an Exchange and instead run wires to all of his contacts.

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

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

Options for receiving orders and sending invoices range from a web-based supplier portal to full systems

integration. You can choose the right solution for your business, depending on your transaction volumes.

Network Development Services

UKprocure understands that excellent catalogue management and transaction hubs alone are not enough to make eProcurement deliver cashable savings. An eMarketplace must be populated with a large number of relevant buyers 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 largest trading network in the UK public sector. We 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.

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 suppliers 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
- 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 suppliers:

Measurable Savings

- Save £1-2 on the cost of entering every order
- Avoid time on the phone sorting out incorrect orders
- Achieve faster payment and improved cash flow
- Achieve higher levels of contact compliance.

Competitive Advantage

- Reduce the cost of your customers doing business with you
- Lower the total cost for your customers to acquire your goods, without lowering prices
- Improve customer service levels
- Achieve competitive advantage in tender situations
- Gain access to a wider range of potential customers.

Contact UKprocure

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