

# Smarter Procurement through the UKprocure Trading Exchange

**With over seventy buying organisations and over 500 suppliers, the UKprocure Trading Exchange is the leading eCommerce network in the UK. The UKprocure Trading Exchange delivers the technical infrastructure and business support services to help buyers and suppliers achieve the full efficiency and cost savings of eProcurement.**

## **eProcurement: Delivering Savings to the Bottom Line**

eProcurement is being embraced by businesses of all sizes to help strip cost from procurement procedures, by reducing complexity and maximising efficiency and accuracy in procurement.

Today, the benefits of eProcurement are well-accepted: process savings of around £10 per transaction, material cost savings, better control, more compliant financial management and better supplier relations. In addition, the ability to capture and analyse spend, resulting in much better prices and terms of trade.

## **The Trading Exchange Business Case**

But, how do you ensure that your company reaps the full

benefits promised by eProcurement, whilst avoiding the pitfalls involved with moving to a new way of trading? Setting up and running an eProcurement system can bring unexpected costs. Managing catalogue content and electronic orders with multiple suppliers can place an ongoing financial strain on businesses.

A Trading Exchange can overcome this issue by automating the procure-to-invoice process, enabling buyers to access high-quality catalogues from multiple suppliers via a single secure website, and providing a single link to facilitate electronic trading with any number of suppliers. With a Trading Exchange, there's no need for buyers to build separate electronic links to each supplier or have the

expensive overhead of managing catalogues in-house.

With the right Trading Exchange, your company can quickly engage in fully electronic trade with your suppliers and achieve the full cost and efficiency savings promised by eProcurement.

## **The UKprocure Trading Exchange**

UKprocure provides the solution for businesses that want to reap the benefits of eProcurement, without large maintenance costs. The UKprocure Trading Exchange is a Catalogue Management and eCommerce service, based on world-leading Oracle Exchange 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.

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 Trading Exchange. 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 Trading

Exchange. Requisitioners are able to shop and buy through the UKprocure Trading Exchange, 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.

The Procure-to-Pay solution provides integration to existing financial packages.

### **Network Development Services**

UKprocure understands that excellent catalogue management and transaction hubs alone are not enough to make eProcurement deliver cashable savings. A Trading Exchange must be 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 500 suppliers, the UKprocure Trading Exchange 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 methodology includes:

- Supplier Network Development – including Helpdesk and Customer Network Manager
- Proven Supplier Adoption Programme.

#### **Implementation Services**

UKprocure's experienced technical and project management teams ensure a rapid implementation of the Trading Exchange. 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 Trading Exchange, 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) as well as 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 Trading Exchange delivers proven benefits to buying organisations:

#### **Measurable Savings**

- Reduce time and cost of transaction processing
- Lower the total cost of acquisition
- Avoid 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.



## Contact UKprocure

UKprocure Limited  
107-111 Fleet Street  
London  
EC4A 2AB

Telephone	020 7936 9489
Facsimile	020 7936 9173
Email	<a href="mailto:marketplace@ukprocure.com">marketplace@ukprocure.com</a>
Web	<a href="http://www.ukprocure.com">www.ukprocure.com</a>

