

## One stop shopping for greater trading facility

With ELCOM e-Marketplace, we offer you the flexibility to deploy a B2B online platform that enables Buyers and Suppliers to trade with each other. The solution can be deployed as either a:

Private or vertical e-Marketplace which provides Buyers and Suppliers, a one stop shop, to manage catalogues, goods and services with seamless integration to existing systems and specialised analytics enabling a deep understanding of its supply chain.

Public e-Marketplace that enables a Business-to-Business online platform to be operated by a third party or consortium, which is open to Buyers or Suppliers securing a confident simple engagement process.

With ELCOM's e-Marketplace solution you will be able to:

- Bring together suppliers under a single catalogue
- Achieve best value for goods
- Reduce significantly transaction costs
- Requisitioning via one simple "punch-in connection" from your ERP and finance system

## HERE'S HOW IT WORKS

### Faster, Easier, Simpler

Our e-Marketplace is part of a comprehensive catalogue management solution.



#### Supplier Content: Hosted Catalogues, Pricing and Product Details

Suppliers have content in the form of catalogues, pricing and product details. These are sent to ELCOM's e-Marketplace Solution where they are hosted in a uniform format. Our e-Marketplace solution brings together suppliers under a single catalogue (On-boarding Suppliers). By bringing together suppliers under a single catalogue you avoid buying from multiple suppliers through multiple websites, paper catalogues, emails and phone ordering. This helps you achieve the best value for goods while also significantly reducing your transaction costs.



#### Punch-Out to supplier e-commerce website and Punch-In to ERP/Finance System

With e-Marketplace you can manage content, searches, guided purchasing, workflow & approval. Punch-out to a supplier website and Double Punch-Out, from the ERP / Finance Systems through e-Marketplace to Supplier Websites are enable. Furthermore, ELCOM's e-Marketplace is capable of being integrated with all leading ERP and finance systems that support requisitioning via one simple 'punch-in connection'.



#### Financial tracking, budgeting, and business analytics

As an integral part of our e-Marketplace Solution, users have access to financial tracking, budgeting and business analytics.



## THE FEATURES AT YOUR DISPOSAL

Connect, Access, Trade

ELCOM's solutions optimise and energise your organisation by bringing transparency and clarity to your Supply Chain processes. e-Marketplace is a flexible, easy to use solution, focused on enabling trade between Buyers and Suppliers.

### Catalogue Search & Build Shopping Basket

The catalogue Search & Build Shopping Basket enables buyers to punch in from other systems or log on, search items, create favourite/ template lists.

### Supplier Website Punch-Out

Supplier Website Punch-Out connects employees to your major suppliers' websites

### Online Catalogues

Online Catalogues incorporate goods and services from suppliers that do not have an appropriate website

### Product Comparisons

Product Comparisons give employees the visual and textual information they need to make a best-value purchase decision

### e-Ordering

e-Ordering enables employees to place their order online once their purchase is authorised, saving them and your entire organisation considerable time and expense

### Request for Quote (RFQ)

Request for Quote (RFQ) capabilities streamline the process for buying non-standard products and service

*ELCOM's e-Marketplace can provide greater transparency in the purchasing process since good and services availability, prices and stock levels are all accessible in an open enviroment.*

#### THE BENEFITS FOR BUYERS:

- Reduce Costs of trade thanks to supply chain visibility.
- Widen choice of suppliers.
- Generate income from supplier rebates.
- Analyse spending patterns, enable better management of procurement resources.
- Reduce administrative cost.

#### THE BENEFITS FOR SUPPLIERS:

- ◆ Provides an additional sales channel to market and sell products.
- ◆ Reduced marketing costs when compared with other sales channels.
- ◆ Automates requests from buyers.
- ◆ Reduces administration overheads.
- ◆ Simplified Access for receipts of quotations from buyers
- ◆ Integrates with sales order processes