



Procure-to-Pay Solutions



A truly strategic partner

Quadrem was created by your peers in the global procurement profession. There is no single process, and every supply chain is different. That's why we deliver flexible solutions that adapt to changing requirements to deliver rapid results. That helps us give you an advantage. We understand what makes you successful and have worked with international purchasing organizations — and their suppliers — to develop solutions that deliver rapid results.

Procurement success depends on:

1. Spend coverage, compliance and concentration
2. Process automation and visibility
3. External collaboration throughout the supply chain in order to deliver lower Total Cost of Ownership (TCO)

Quadrem offers flexible connectivity and collaboration solutions with broad customer-driven functionality. It's a winning combination for our customers.

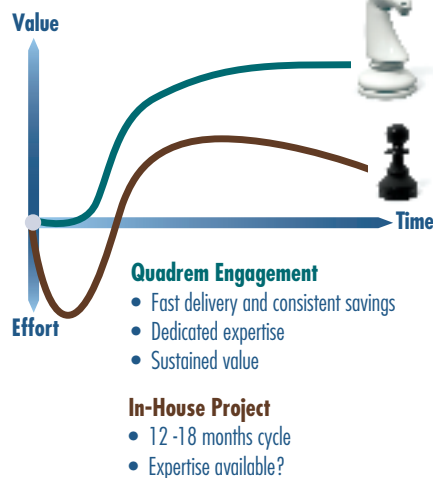
With Quadrem, you see benefits within months (not years).

"Going it Alone" Approach	Quadrem Approach
You connect suppliers one by one (Average is 20-50 suppliers connected)	Connect once to an international community of 55,000 industrial and MRO suppliers
Supplier training and support restricts adoption and drains resources	Global operational centers provide training and support in suppliers' native languages
3 YEAR Ramp Up	3 MONTH Ramp Up
PO and Invoice automated	More than 15 P2P processes automated
Suppliers must connect individually to each buyer, comply with disparate standards	Higher supplier value proposition, less supplier push-back
You face the challenges of creating and maintaining standards and catalogs	Quadrem works consistently with network buyers and suppliers to create standards that work for everyone. Quadrem's global catalog has more than 9 million SKUs
Clean data is difficult to achieve	Master data cleansing and maintenance is a core service, enabling integration and transactional scalability on one platform

BENEFITS

- Establish one consolidated business process for all inbound supply chain activities
 - Reduced integration and connectivity costs
 - Access to new suppliers
- Improve quality of supply and reduce risk
- Increase order accuracy, efficiencies and inventory cycles
- Effectively manage high volumes of transactions
- Rapidly onboard all suppliers regardless of language and location
- Reduce off-contract spend; concentrate spend on preferred suppliers
- Reduce inventory carrying costs
- Establish common workflow
 - Empowered individual purchasing sites
 - Faster approvals and procurement execution
 - Spend control limits
 - Quicker and more accurate response from suppliers
- Access important data on supplier performance

Accelerate Your ROI



Your Move

www.quadrem.com



“Quadrem’s automatic download to SAP eliminates 5-6 business days of work at the front-end of the P2P process.” *BHP Billiton Petroleum*

BEST-IN-CLASS

Best-in-Class (BIC) procurement delivery. Quadrem enables you to achieve BIC in these metrics:

- 78% of spend under management (vs. 44% by all others)
- 50% or more of their suppliers (vs. 23% enabled by all others)
- And — as a result of enabling, suppliers realize transaction-processing costs 47% lower than average

Based on BIC definitions from Aberdeen Group 2007

Case Study:

The world’s second-largest resources company.

- Average savings per event of 14 % beyond historical baselines
- Ability to tender business to larger supplier base
- Expedited evaluation process
- Improved price visibility-consolidated information into one database for purchasing staff
- Significant reduction of paper and time devoted to printing of documents
- Templates enable creation of multiple RFQ’s on short notice 15,000 suppliers enabled with full ERP integration

Options to fit your objectives and budget

Quadrem offers integrated and “on-demand” options to ensure you connect to your supplier community as quickly and cost effectively as possible. Choosing how you connect depends on many variables.

If you have high transaction volumes and a need to standardize procure-to-pay processes across multiple sites, integration may make sense. Many of our customers have multiple sites with various ERP and backend legacy systems. We enable them to ramp up quickly with a proven five-step methodology that reduces complexity and facilitates effective resource management. The result is a cost-effective integration solution that enables you to centralize your processes and connect to thousands of suppliers.

Hosted SRM is an alternative or intermittent step to the investment, time and resources required to implement an ERP system, or a Supplier Network/ERP integration. With Quadrem’s hosted SRM you can transact electronically with your trading partners in a matter of days and begin reducing supply chain costs.

Quadrem works with you to determine the scope of the project based on a technical evaluation and understanding of your short- and long-term needs.

Connecting the entire supply base

You may want to manage integrated relationships with a few key suppliers. But what about the remaining 80% of suppliers that continue to transact over fax and phone? Extending the benefits of automation to this group can now be addressed more affordably because 1) a lot of the work has already been done by Quadrem and 2) by connecting once to Quadrem you reach a global supplier community of thousands, likely many of whom you are targeting for automation.

Our customers save millions each year by streamlining communication with their supply base and not duplicating processes for each tier.

Proven Supplier Enrollment



Overcoming the challenges of internationalization

Quadrem has operations centers on six continents to supply the local knowledge you need. All provide global support 24x7x365, have local technology and supplier onboarding teams, offer training in multiple languages, and can connect your key business partners quickly. And Quadrem solutions seamlessly manage region-specific requirements such as languages, time zones and currencies.

Leverage a Global Supplier Network

Current suppliers transacting via Quadrem are located in metropolitan, rural and developing world environments around the globe. Quadrem manages the challenges of global supplier recruitment, training, technical and operations support. So you aren’t required to take on the immense requirements of that additional function.

Quadrem’s trading community continues growing at a rapid pace to bring you the highest return now and in the future. You can leverage the investment of the entire community to ensure your e-business solution remains state of the art with universal standards and security.

Call 1-800-881-6759 for an assessment
www.quadrem.com



QUADREM®