

IBM: Your ePurchasing Enabled Supplier

Optimize your IT "purchase to pay" costs, minimize supplier risk and make buying from IBM easier



IBM eProcurement Benefits At A Glance

- *Consolidate your IT supplier base*
- *Manage IT purchasing activity in a single system*
- *View your overall spending picture*
- *Increase the efficiency of repeat purchases*
- *Expand your sourcing to virtually all IBM products*
- *Purchase IBM products through a single Web connection*
- *Increase your geographic coverage to over 160 countries worldwide.*

Proven eProcurement capabilities from IBM

You are looking for efficiencies to improve your bottom line. Your purchase-to-pay process is a prime candidate for improvement, so you have made a substantial capital investment in your procurement systems. Now it's time to realize a greater return on that capital investment, via greater accuracy in the order process, faster cycle times and speedier product delivery.

Your vision: access to catalogs that are tailored to meet your specific needs; the convenience of ordering anytime from anywhere; elimination of maverick buying; and enforcement of established approval processes and IT standards. Your vision translates into closed-loop Order to Invoice automation.

Look to IBM. As a leading player in the IT eProcurement space, IBM can help you leverage your eProcurement processes by providing direct electronic access to an IBM catalog enabling your company to research IBM products, view entitled pricing and make purchases through a secure Web connection, which can simplify your procurement processes, and thereby help you be more efficient and cut costs.



IBM eProcurement compatible supplier networks:

- *Ariba Supplier Network (ASN)*
- *Hubwoo*
- *SciQuest*
- *Quadrem*
- *IBX*
- *Oracle Supplier Network*
- *Other supplier networks*

IBM can assist you in consolidating your global IT spends by making it easier to purchase services, software and hardware from an industry-leading supplier.

Hand-in-hand with your current platform

What is your existing eProcurement platform? Ariba, Oracle or SAP? Whatever your current system, IBM's eProcurement order management solution uses open industry standards to easily integrate with it. What is your preferred supplier network? Hubwoo, Quadrem or the Ariba Supplier Network? IBM participates with all major ePurchasing Vendors around the world.

IBM has experience electronically exchanging business documents with clients all over the globe, and we are constantly extending our capabilities to provide a consistent IBM buying experience regardless of where a local or multinational customer may be located.

Catalogs, POs, invoices and more

IBM's flexible solutions support a wide variety of electronic transactions, including catalogs, purchase orders and invoices, through industry protocols such as cXML, xCBL, RosettaNet, custom XML and EDI.

You can access an IBM-hosted punch-out catalog or load a local IBM catalog on your eProcurement system. These catalogs put IBM product and services information at your employees' fingertips, helping to improve their productivity, reduce costs, and ensure purchases comply with your corporate standards.

Recognizing the value of end-to-end electronic Procure-to-Pay process, IBM will work with you to complement your electronic purchase order with an electronic invoice.

True-blue leadership

When you turn to IBM for your electronic purchasing, you're choosing an experienced and trusted supplier. Our focus is on your satisfaction.



IBM eProcurement compatible platforms:

- *Ariba*
- *SAP*
- *Oracle*
- *Other e Purchasing vendors*

Count on our Web sales specialists to assess your supplier enablement requirements and to deliver a solution designed to integrate with your eProcurement processes and systems.

Optimize your eProcurement ROI

Whether you're looking to integrate suppliers within your electronic purchasing systems, expand to new IT products and services or extend your eProcurement capabilities to additional countries, IBM is committed in assisting you in delivering measurable results.

To learn more about B2B eProcurement, contact your IBM representative or visit

<http://www.ibm.com/easyaccess/b2b>



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