

PROACTIS Solutions Overview

Spend Control & eProcurement



Contents

3	Introduction
4-5	Why Spend Control & What Does it Take? <ul style="list-style-type: none"> • The Opportunity
6-7	PROACTIS Spend Control & eProcurement Solutions
8-13	Procurement <ul style="list-style-type: none"> • Overview • Sourcing • Contract Management • Catalogue Management • Supplier Management
14-19	Purchase-to-Pay <ul style="list-style-type: none"> • Overview • Purchasing • Invoice Receipt & Data Capture • Invoice Matching & Processing • Employee Expenses
20-21	Supplier Engagement <ul style="list-style-type: none"> • Overview
22-26	What Sets PROACTIS Apart? <ul style="list-style-type: none"> • Our Solutions • Our Approach • Proven Success
27	Learn More About PROACTIS

Introduction

At PROACTIS, we specialise in just one thing – helping organisations improve their operational and financial performance by improving the way they buy all types of goods and services. We call it Spend Control and eProcurement.

Specifically, we provide software solutions and services that help commercial, public, and not-for-profit organisations:

- **Reduce the overall cost of purchased goods and services** by:
 - Gaining the best possible value for everything you buy.
 - Eliminating unnecessary and improper purchases.
 - Ensuring only accurate invoices are paid.
 - Improving the efficiency of Procurement, Accounts Payable, and everyone involved in the purchasing process.
- **Improve financial control** by:
 - Ensuring compliance with corporate policies.
 - Maintaining clear visibility of the cost pipeline and its impact on budgets.
- **Mitigate risk** by:
 - Maintaining transparency in the sourcing process.
 - Properly qualifying new suppliers.
 - Effectively monitoring supplier performance and compliance.

Spend Control

Spend Control is the term we use for the enterprise-wide business process focused on achieving the above results. It consists of a wide range of inter-related activities, from procurement functions such as supplier management, sourcing, and contract management; to daily purchase-to-pay activities such as employee purchases and purchase requests, purchase authorisations, purchase order placement, invoice receipt and processing, and payment authorisation.

eProcurement

eProcurement is the term we use for the information systems that support the above activities. We deliver a comprehensive range of modular, integrated solutions to help you streamline and standardise every aspect of Spend Control.

Our approach is focused on your organisation’s specific situation and needs. We help you identify your best opportunities for savings, and then help you utilise the PROACTIS solutions that enable you to realise the greatest benefits in the shortest span of time. By focusing on incremental, often-self-funding, improvements, we have helped organisations around the world establish a Spend Control framework that continuously delivers a positive impact to their bottom line. We are confident we can help your organisation do the same.

“ PROACTIS Spend Control and eProcurement solutions help organisations to **identify and control expenditure** on goods and services to achieve significant cost savings and efficiency gains ”

Why Spend Control & What Does it Take?

Organisations without effective Spend Control usually find themselves with a number of issues that are limiting their operational and financial performance. . .

Problem	Frequent Causes
<p>High cost structure</p>	<ul style="list-style-type: none"> • Unauthorised and unnecessary purchases. • Unable to gain volume discounts that would be possible if the organisation leveraged its full buying power. • Too few competitive sourcing events. • Negotiated contracts not used by buyers; contracts often renew automatically when better terms could have been negotiated. • Inefficient, often duplicated supplier communication and data maintenance processes across Procurement, Accounts Payable, and other areas of the organisation. • High cost of invoice processing. • Failure to take advantage of supplier payment discounts.
<p>Difficulty managing financial position</p>	<ul style="list-style-type: none"> • Poor visibility of purchase commitments. • Inconsistent manager authorisation processes. • Incorrect cost allocations. • Frequent “surprise” invoices.
<p>Excessive risk</p>	<ul style="list-style-type: none"> • Inconsistent supplier qualification. • Inconsistent, sometimes non-transparent sourcing processes. • Poor visibility of supplier and contract compliance. • Poor supplier relationships.

The Opportunity

Effective Spend Control establishes consistent, streamlined processes to identify, capture, and control all forms of non-payroll spend. It guides the entire organisation through every step of buying. By doing so, it has a tremendously positive impact on your cost structure and competitive position. Every reduction in spend is translated into pound-for-pound improvement in profitability – a much greater percentage increase in revenue would be required to achieve the same effect on financial performance. Organisations that achieve low-cost leadership have a big advantage in both up and down economies.

High performing organisations recognise that they must maintain a continual focus on all aspects of Spend Control and strive for the highest possible level of “spend under management”. They pay consistent attention to all of the key elements:

- **Strategic sourcing and contract management processes** that ensure maximum value and cost savings.
- **Supplier management processes** that ensure a smooth flow of goods and services while minimising any possible risk to the organisation.
- **Management of daily purchase activity** in a way that enables employees to get what they need to do their job as quickly as possible, while at the same time ensuring their purchases are properly authorised, and that they are buying from preferred suppliers against established contracts wherever possible.
- **Efficient invoice processing** that reduces the cost of Accounts Payable operations while ensuring only valid invoices are paid; and that results in timely supplier payment that takes maximum advantage of desirable payment discount terms.
- **Spend visibility** that provides the information to keep everything on track and identify incremental opportunities for additional cost savings.

The highest performing organisations also work to continuously **execute all of these functions at the least possible cost.**

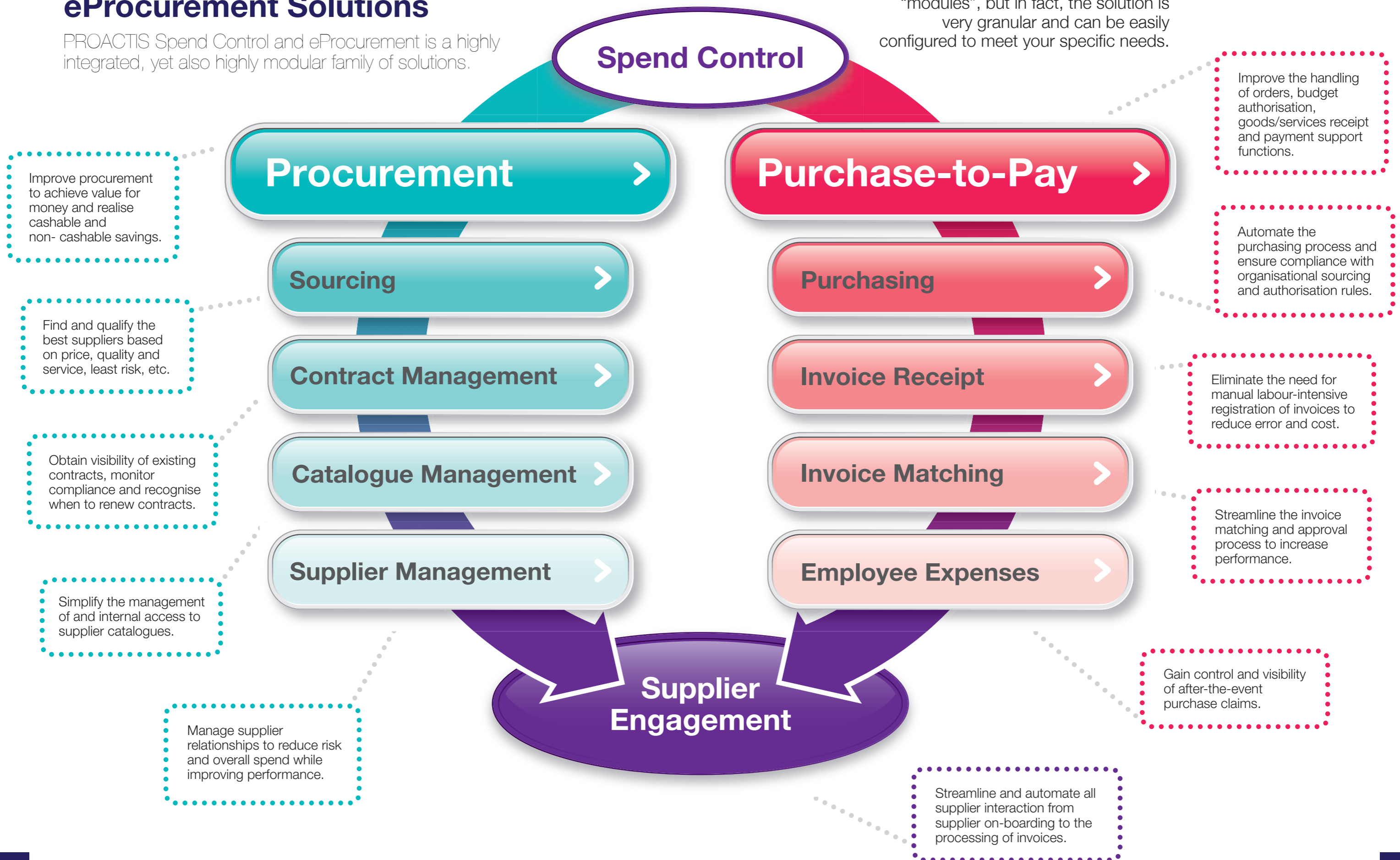
At one level, this all sounds obvious and easy. But we all know that it is a very large undertaking for any organisation, and requires constant vigilance to maintain.

PROACTIS solutions and services are designed to make it easier for you to take your organisation to a higher level of Spend Control performance, and to sustain that high level of performance even while responding to inevitable changes in market conditions and organisational structures.

PROACTIS Spend Control & eProcurement Solutions

PROACTIS Spend Control and eProcurement is a highly integrated, yet also highly modular family of solutions.

The diagram and description in this section are organised by “areas” and “modules”, but in fact, the solution is very granular and can be easily configured to meet your specific needs.



Procurement

Obtain best **value** and **control**



Overview

PROACTIS has a comprehensive family of integrated procurement solutions that help you reduce the cost of purchased goods and services while at the same time minimising risk, improving efficiencies, and increasing transparency.

PROACTIS procurement solutions provide a framework of sourcing, contract, catalogue, and supplier management capabilities that enable you to leverage your organisation's full buying power, gain best value agreements, and maximise the percentage of "spend under management" across all categories of spend.

PROACTIS procurement applications facilitate effective collaboration among departments, procurement teams, and suppliers to find the best, most cost-effective solutions to meet your needs. They help you minimise supplier-related risk and maintain strong supplier relationships by standardising your supplier selection, review, and communication processes. They also streamline many routine administrative functions and enable self-service supplier maintenance of key information. This frees up time to bring more spend categories under management, and to perform more value-added activities such as research into new supply alternatives, spend analysis, supply base rationalisation, etc.

All PROACTIS procurement applications are all built on a cloud-based framework that supports geographically dispersed procurement teams, as well as a broad range of self-service online supplier capabilities.

PROACTIS procurement applications are modular to allow deployment in any combination or sequence. They include:

- **Sourcing**
- **Contract Management**
- **Catalogue Management**
- **Supplier Management**

“ Find and qualify the **best suppliers** based on price, quality and service, least risk, etc. ”

“ Obtain visibility of existing contracts, **monitor compliance** and recognise when to renew contracts. ”

“ **Simplify the management** of and internal access to supplier catalogues. ”

“ Manage supplier relationships to **reduce risk** and overall spend while improving performance. ”

Sourcing

Challenge:

Whether it's for a one-time capital equipment purchase, or for ongoing supply of particular goods or services, clearly defining the need and enabling an effective competitive bidding process are critical if you are looking to obtain best value for your purchasing budget. But the process can be complex and time consuming, and it's often necessary to show that a fair and methodical approach has been taken.

Solution:

PROACTIS sourcing solutions provide the tools to structure, standardise, streamline, and track the entire sourcing process, from requirements specification, to electronic document publishing, response scoring, and contract award. It helps to reduce the cost of purchased goods and services by improving the effectiveness of the sourcing process. It also enables you to ensure full transparency while dramatically reducing administrative time and effort. It can handle all types of sourcing request and events such as RFIs, RFQs, and RFPs; reverse auctions; framework agreements; and complex Official Journal of the European Union (OJEU) tenders. It combines the sophistication required to handle the most complex solicitation project with a simple, intuitive user experience that guides even occasional users through the correct process.

Sourcing Capabilities:

- Sourcing Event Manager
- Electronic RFX design, publishing, response & scoring
- eAuctions
- Contract Award

Contract Management

Challenge:

Your procurement professionals work hard to identify the best suppliers and negotiate "best value" agreements. Contracts "lock in" those terms for use by the organisation, but those advantages are lost when contracts are not applied as purchases are made – perhaps because contracts are not clearly visible to employees at the time of buying. In addition, your organisation may be at risk if contracts automatically extend or expire, or if either party fails to maintain compliance with contract provisions.

Solution:

PROACTIS Contract Management helps you increase the proportion of spend "under management" and "on-contract" by providing improved visibility and control of contracts throughout the contract lifecycle, and by ensuring that the organisation consistently utilises established contracts when buying goods and services. It provides a central electronic repository for all types of supplier contracts, with links to the purchasing system that make them fully visible to buyers. It automatically collects purchase and delivery activity for analysis of supplier performance and buyer commitments. And it continually monitors contract dates and other criteria, alerting the appropriate people when reviews or actions are needed.

Contract Management Capabilities:

- Electronic Contract Repository
- Scheduled Event & Timeline Monitor
- Performance Analysis
- Purchasing & AP Integration

Catalogue Management

Challenge:

Enabling employee access to electronic supplier catalogues is critical to your success with eProcurement. When a catalogue of specific items from approved suppliers is readily available to users at the time of purchase, they can simply search for, select, and order the items they need, automatically incorporating the correct price, SKU, and other item information into their purchase order or requisition – there is no need to locate and physically search through paper catalogues, and no buyer assistance is needed. The more items that can be purchased this way, the more effective and efficient Spend Control becomes for your organisation. But management of diverse and ever-changing supplier catalogues can be a complex and time-consuming job.

Solution:

PROACTIS Catalogue Management provides a centrally managed, content-rich electronic catalogue repository with consistent information, classification, search capabilities, and information display across all suppliers. Maintenance and publishing tools enable incorporation of new supplier catalogues and updates in an efficient, controlled manner. Supplier self-service maintenance makes the process even easier without losing internal control. For buyers, extensive search and visual item comparison capabilities make it easy for employees to find, compare and select exactly what they need. Integration with PROACTIS Contract Management ensures catalogue items and prices are always in sync with current contracts.

Catalogue Management Capabilities:

- Electronic Catalogue Repository
- Catalogue Maintenance & Publishing
- Supplier Self-Service Catalogue Maintenance
- Contract Management & Purchasing Integration

Supplier Management

Challenge:

Because they provide the products and services that are essential to daily operations, good suppliers are an important asset to your organisation. Each supplier represents a relationship which needs to be nurtured, as well as an element of risk which needs to be managed. Collecting and maintaining accurate, complete, up-to-date information is critical to maintaining a clear picture of current and potential suppliers, while ongoing two-way communication is vital for good relationships.

Solution:

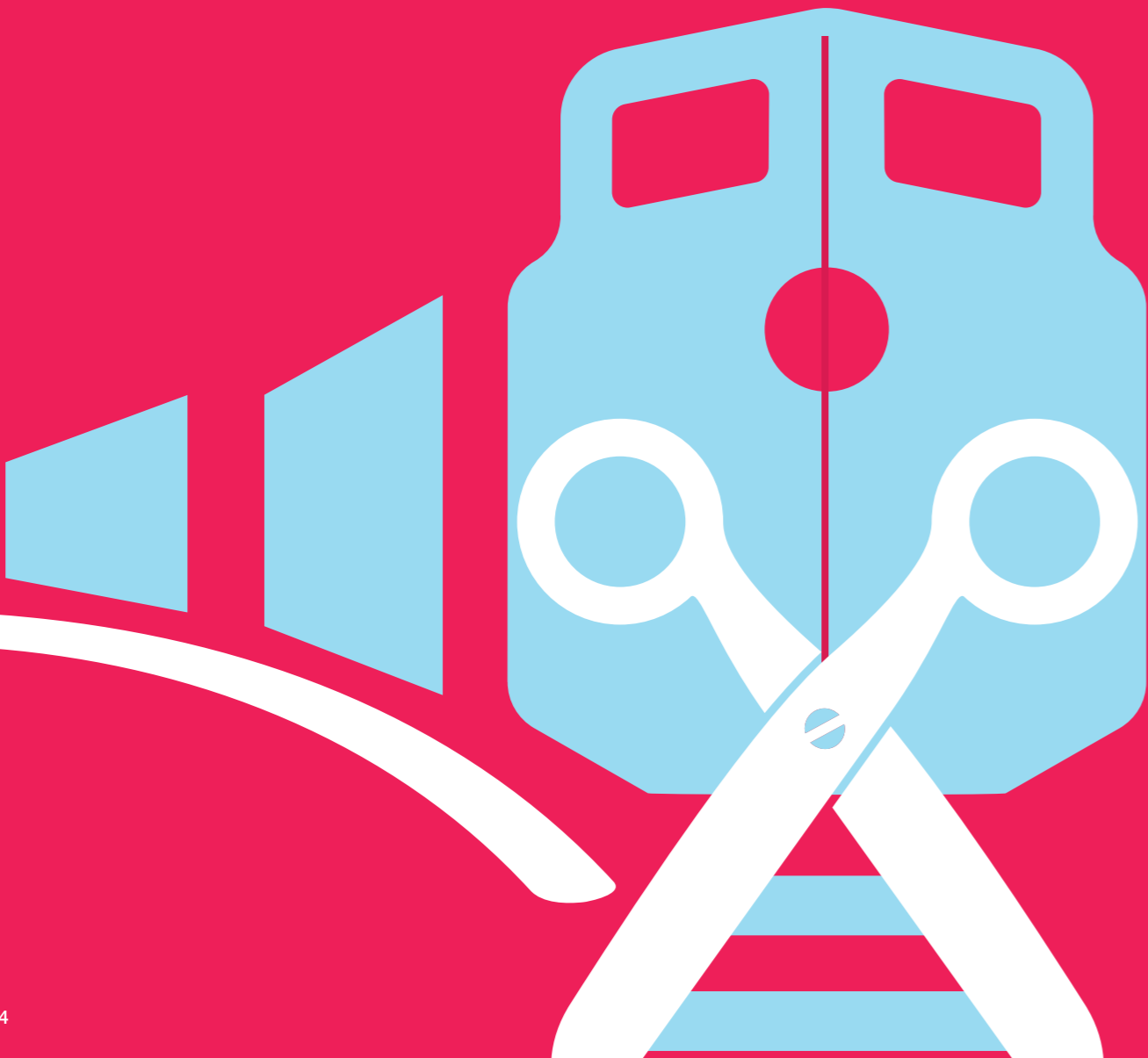
PROACTIS Supplier Management helps you build and maintain a strong supplier base by structuring and streamlining the entire supplier lifecycle – from supplier recruitment, through qualification, on-boarding, and performance appraisal. It helps you reduce supplier risk and improve supplier relationships while dramatically reducing administrative effort. It makes supplier information readily available by consolidating it into a central supplier directory. It also reduces your procurement department's workload by providing suppliers with controlled access to maintain their own company information and catalogue, and to view current account status without the need to call.

Supplier Management Capabilities:

- Supplier Directory
- Supplier Recruitment, Qualification & Adoption
- Supplier Portal
- Supplier Performance Appraisal

Purchase-to-Pay

Cut costs and streamline processes



Overview

PROACTIS has an integrated family of purchase-to-pay solutions that enable you to realise the full potential of your Spend Control initiative while improving productivity throughout the enterprise.

PROACTIS purchase-to-pay solutions automate and streamline the entire day-to-day buying process, from request through authorisation, ordering, invoice processing, and payment via Accounts Payable. It provides the linkages between employees, internal systems, and suppliers that leverage the agreements and contracts established by Procurement. As such, it plays a crucial role in reducing the cost of purchased goods and services by providing the enterprise-wide framework to realise substantial levels of “spend under management”.

PROACTIS delivers substantial benefits to everyone in your organisation. It makes it easy for your employees to buy what they need, while ensuring compliance with corporate policies. It replaces paper-shuffling with electronic documents and workflow to streamline the process, incorporate controls, and provide visibility of purchasing activity. It reduces the need for involvement from Procurement for routine purchases, and dramatically reduces the workload for Accounts Payable. And it gives managers much better control of their budgets by providing full visibility of both current and future purchase commitments.

PROACTIS purchase-to-pay solutions are highly configurable. A powerful authorisation and workflow engine provides the foundation to define and support diverse organisational structures, policies, and procedures. Use of standard email and office tools integrates PROACTIS purchase-to-pay applications into the office and mobile environments people already use every day.

PROACTIS purchase-to-pay solutions are modular to allow deployment in any combination or sequence. They include:

- **Purchasing**
- **Invoice Receipt & Data Capture**
- **Invoice Matching & Processing**
- **Employee Expenses**

“Automate the purchasing process and **ensure compliance** with organisational sourcing and authorisation rules.”

“Eliminate the need for manual labour-intensive registration of invoices to **reduce error** and cost.”

“Streamline the invoice matching and approval process to **increase performance**.”

“Gain **control and visibility** of after-the-event purchase claims.”

Purchasing

Challenge:

Employees at all levels of your organisation need the ability to buy the goods and services they need in order to do their jobs without undue effort or delay.

But at the same time, you need to minimise costs, optimise the use of available funds, maintain essential financial controls, and ensure policy compliance. In order to do this, you must have a greater degree of control and visibility of the purchasing process. The right combination of convenience, control, and visibility is key to effective Spend Control.

Solution:

PROACTIS purchasing solutions simplify the purchasing process for employees so that they readily embrace it as the easiest way to buy the goods and services they need

while following the organisation's established policies and procedures. It provides employees with highly intuitive access to electronic supplier catalogues and "punch-out" to websites for direct purchases, as well as streamlined submission and full visibility of purchase requests. It provides managers with office and mobile electronic approval capabilities, as well as immediate visibility of request details and related financial information to support approval decisions and budget control. It provides purchasing professionals with history for spend analysis, supplier negotiations, and procurement process improvement.

Purchasing Capabilities:

- Requisitions & Orders
- Authorisation Engine & Automated Workflow
- Personalised Management Dashboards
- Spend Reporting

Invoice Receipt & Data Capture

Challenge:

In many organisations, invoice handling is the single most paper-intensive, "high touch", manual activity remaining today. Even organisations that have largely automated their front-office, operational and supply chain functions often still handle invoices in a very manual manner. In addition to the cost of staff and storage for paper shuffling, manual invoice capture, registration, and coding is highly prone to human error, and adds considerable latency to the payment process.

Solution:

PROACTIS invoice receipt and data capture solutions can dramatically reduce the time, cost, and potential for error involved in your organisation's handling of incoming invoices. It provides a wide range of capabilities for turning invoices into electronic records that can be processed in an automated fashion. It includes capabilities appropriate to all types of invoices from all types of suppliers. Electronic Invoicing provides structured receipt of invoice data files from suppliers using EDI, XML, PDF, Excel, or other formats. Supplier self-billing allows suppliers to create electronic invoices on the supplier portal based on usage, date, or other parameters. Purchase Order Flip makes it easy for suppliers to create electronic invoices from purchase orders posted to them on the portal. Document Scanning and OCR automates the capture of paper invoices. Advanced Utility Bill Processing automates the extraction of cost and consumption information, accuracy checks, and error resolution.

Invoice Receipt & Data Capture Capabilities:

- Electronic Invoicing
- Electronic Supplier Self-Billing & PO Flip
- Paper Invoice Scanning & OCR
- Advanced Utility Bill Processing

Invoice Matching & Processing

Challenge:

No organisation can afford to pay incorrect or duplicate invoices. That's why, even though the great majority of invoices are valid, a tremendous amount of AP manpower is consumed in the process of finding and matching invoices with purchase orders, contracts, receipts, and other records; and then in researching and reconciling discrepancies with employees throughout the organisation. And after all that effort, improper payments still slip through and payments are often authorised too late to take advantage of available payment discount terms. The overall cost of this non value-added activity is typically even greater than financial managers realise.

Solution:

PROACTIS invoice matching and processing solutions automate the payment authorisation process, enabling a very high percentage of invoices to be processed "straight-through" without the need for human intervention, and while ensuring only valid invoices are paid. For exception situations, it provides automated workflow-driven communication with purchase originators to accelerate the troubleshooting process. Authorised payments are passed automatically to Accounts Payable for remittance. Reporting and analysis capabilities to give finance managers broad visibility of commitments and cash requirements. PROACTIS also handles Purchase Card statements in addition to all forms of PO and non-PO invoices.

Invoice Matching & Processing Capabilities:

- Matching & Automatic Approval
- Discrepancy Resolution Workflow
- Purchase Card Reconciliation
- Payment Authorisation to Accounts Payable

Employee Expenses

Challenge:

Employees at all levels of the organisation need to buy goods and services – sometimes outside of the normal purchasing process.

Most commonly, travel costs incurred on behalf of the organisation need to be reclaimed. In many such cases the process to do so is informal, with no validation or appropriateness checks, and claims are paid without authorisation or reference to the corporate "rule book". The lack of a recognised process encourages maverick spend and affords an opportunity for fraud.

Solution:

PROACTIS Employee Expenses ensures compliance with organisational guidelines while at the same time making it easy for employees to reclaim their personal funds. It replaces paper forms with electronic documents and workflow to streamline the process and provide full visibility of "after-the-event" expenses. For employees, it provides a simple, intuitive user interface that encourages adoption and ensures timely submittals. It then provides them with visibility of the claim throughout the approval and reimbursement process. For managers, it turns authorisation into an uncomplicated point and click operation, and provides instant access to overview reports.

Employee Expenses Capabilities:

- Expense Claims
- Authorisation Engine & Workflow
- Management Reporting



Supplier Engagement

Reduce **cost** and improve **collaboration**

Overview

In an era where every private and public sector organisation is looking for ways to do more with less, PROACTIS believes supplier engagement warrants a greater level of focus than many have given it until now. PROACTIS supplier engagement solutions are specifically focused on reducing the cost of trading while at the same time strengthening supplier relationships.

PROACTIS Supplier Engagement combines appropriate capabilities from within multiple PROACTIS procurement and purchase-to-pay solutions to support a comprehensive approach to managing, communicating, and trading with your suppliers. It covers the complete supplier lifecycle from initial registration, certification, and on-boarding; to ongoing information management and performance monitoring; to daily purchase and payment transactions – all within a consistent framework; all with a focus on improving operational efficiency.

But the PROACTIS supplier engagement solutions are not just software – they also include key services delivered by skilled procurement, finance, and technical professionals. In fact, important assistance almost always precedes the implementation of software.

PROACTIS is uniquely positioned to offer such a holistic framework for supplier engagement because we are among the very few solution providers in the world with the breadth of integrated procurement and purchase-to-pay solutions and skilled Spend Control specialists from which to draw the required capabilities.

PROACTIS Supplier Engagement combines special services and select capabilities from the PROACTIS procurement and purchase-to-pay solutions, including:

- **Spend Analysis & Engagement Strategy Service**
- **Supplier & Catalogue Management**
- **Supplier Portal**
- **Electronic Commerce**

“ Streamline and automate all **supplier interaction** from supplier on-boarding to the processing of invoices. ”

What Sets PROACTIS Apart?

PROACTIS Spend Control and eProcurement solutions enable executives to dramatically improve the way their entire organisation operates by instituting proven best practices, streamlining business processes, and improving financial controls.

It enables Finance and Procurement to work together to maximise spend under management. It structures and streamlines many daily activities, freeing up more time for procurement professionals to focus on what they are really in place to do – understand the organisation's needs, find premier suppliers, negotiate best value agreements, and maintain good supplier relationships. It provides the framework for a cultural change that allows employees across the organisation to buy many of the goods and services they need on a routine basis themselves, but always within proper organisational policies and procedures. It provides managers at all levels of the organisation with the ability to make better decisions because they have immediate access to information related to suppliers and contracts, purchase requests, budgets, commitments, and the entire cost pipeline. And it dramatically streamlines the Accounts Payable function while providing better control of payments.

Used to its fullest advantage, PROACTIS helps organisations to go beyond just automating the way things are done today to establish new, better processes that significantly improve organisational performance and bottom-line results.

PROACTIS is much more than a typical software product. It is a combination of innovative software solutions and well-structured services delivered by experienced professionals. The following outlines a few of the important attributes that set PROACTIS Spend Control and eProcurement apart from what you will find from typical solution providers.

Our Solutions

Only PROACTIS combines the full range of capabilities you need to streamline the entire procurement, purchasing and payment authorisation process with the intuitive, easy-to-use design you need for organisation-wide adoption, and the built-in deployment flexibilities you need to make it fit seamlessly within your unique organisational, operational, and systems environment.

The following are key elements that make PROACTIS solutions so powerful in terms of their ability to deliver results.

Functional breadth and depth

Our goal is to help you improve and streamline the full scope of Spend Control and eProcurement – benefits that support Procurement, Purchasing and Payables – that's why we deliver a broader, more robust range of such solutions than any other solution provider in the world.

Intuitive, easy-to-use design

We recognise that no information system will be successful unless it's easy to learn and use, but at the same time it is critical for organisations to comply with established policies and procedures – that's why we take so much care to develop solutions that balance ease-of-use with financial and process controls to ensure broad user adoption.

Flexibility to fit any organisation

We understand every organisation is different, but at the same time no one really wants to develop or maintain custom software in today's world – that's why we've built our solutions to be highly configurable and workflow-driven, with a multi-organisational design that can support any organisational structure you have today, or may have in the future.

Fully internationalised

We recognise that more and more organisations operate on a global basis today – that's why we've built comprehensive multi-language, multi-currency, multi-tax capabilities into all of our solutions.

Integration with existing business systems

We know you can only utilise our solutions if they effectively co-exist with your existing financial and operational systems – that's why we've built our solutions to be "agnostic" towards surrounding systems, with a framework for smooth integration with whatever systems you have in place today or in the future.

Multiple cloud-based and on-premise deployment options

We understand you want solutions that fully leverage the capabilities and price-performance of today's rapidly evolving computing environments, and you want to license them in ways that effectively match their cost to their value – that's why we offer a choice of cloud-based, on-premise, and hybrid deployment options, as well as subscription-based, perpetual, and hybrid licensing options.

A solid technology foundation

We know you require a high level reliability, scalability, and security for a mission-critical system such as eProcurement – that's why our solutions are built on proven, enterprise-class Microsoft.NET technology that offers the systems foundation you require regardless of whether you deploy our solutions on-premise or in the cloud.

Our Approach

Although we ultimately help customers use our eProcurement software to automate, streamline, and standardise the many different activities involved in Spend Control, our approach is based first and foremost on understanding and improving business processes. The technology is an essential ingredient, but it is not the full solution. The results we help our customers achieve come from a combination of both the software and the approach we take to helping them solve problems and realise their vision. The following are key elements of our approach.

Rapid assessment

We understand that, like a good doctor, we need to “diagnose” before we “prescribe” – that’s why we always start by making sure we understand your environment before we recommend particular solutions. Our assessment process is based on asking basic questions about things like your spend volume and categories; number of suppliers, contracts, POs and invoices; company, Procurement, and AP staff levels; organisational structure and locations; systems environment; and most importantly, your immediate and long-term goals.

We go about doing this in a rapid, practical manner in order to help quickly kick-start your Spend Control program.

Focus on your biggest opportunities

We recognise that any important undertaking needs to start with efforts that provide quick, meaningful results. That’s why, once we have a clear picture of your environment and goals, we work with you to identify your biggest opportunities for savings and help you develop a plan to realise those savings. We focus on actions that will return the greatest ROI in the least amount of time.

We recommend the subset of PROACTIS solutions and services that will most directly address your goals. We outline the deployment and licensing options, and help you choose the approach that best fits your financial and technical needs. We help you set clear, measurable objectives so we all know when we’ve achieved success. And we help you get the job done with whatever resources you need to complement your own team.

Incremental improvement

We know from experience that gaining effective Spend Control is a journey that takes time. But we also understand that few organisations today want to undertake monolithic multi-year projects that don’t yield results until “year x”. That’s why we work with you to identify incremental steps that each deliver measurable results within less than one fiscal period. Ideally, each step in turn funds the next.

A flexible view of the path to effective Spend Control

Our ultimate goal is to help every customer achieve a high level of Spend Control performance. That’s why we never lose sight of that objective. But we also recognise that there is no one way to get there. If your vision is to build a comprehensive approach to Spend Control around integrated PROACTIS solutions tied to your core financial systems, we are certainly ready to help you do that.

But if you just need a small subset of our solutions to fill holes in your existing eProcurement framework, we are happy to help you do that as well. In either case, we are prepared to work with you along the way as closely as you want us to, and at the pace that best suits your organisational needs.

Company Facts

- 350+ customers worldwide
- 2,000,000+ licensed users
- Rated #1 by analysts
- Global coverage via direct operations and certified partners



Proven Success

Millions of people in hundreds of organisations around the world use PROACTIS Spend Control and eProcurement solutions every day.

Organisations using PROACTIS range from global Fortune100 companies, central government agencies, and national associations; to mid-sized companies in just about every industry, a variety of local governments and authorities; and charities focused on many different causes.

Private Sector:

- Business Process Outsourcing (BPO)
- Construction & Engineering
- Consulting
- Financial Services
- Healthcare
- Legal
- Leisure, Fitness & Hospitality
- Manufacturing & Distribution
- Media & Publishing
- Medical & Pharmaceutical
- Oil, Gas & Mining
- Property & Facilities Management
- Retail
- Transportation & Logistics
- And More...

Public & Not-for-Profit Sectors:

- Charity Associations, Commissions, Societies & Trusts
- Education
- Housing Authorities
- Local, Regional & Central/ Federal Government
- Emergency Services
- Political Parties
- Public Transit Authorities
- Public Healthcare Services
- Trade Unions
- Training Organisations
- Utilities
- And More...

Some organisations using PROACTIS have many locations and business units spread across multiple counties; others operate within a single building. Some use it as a shared service across multiple organisations; others as part of their overall service to clients; others to provide outsourced procurement services to other companies.

One thing every organisation using PROACTIS has in common is that they are all using it to reduce costs, improve financial control, and mitigate supplier risk. But some have additional goals – a number of commercial companies also use PROACTIS as part of their framework for rapid, controlled growth; while just about every public sector organisation considers it a key tool for delivering maximum value for limited budgets to their respective communities.

Ask us for representative case studies from organisations like yours.

Learn More About PROACTIS

Now that you have an overview of what we offer, let us help you start or accelerate your journey to Spend Control and eProcurement.

Visit proactis.com today to:

- Discuss your goals and how we can help
- Request an introductory demonstration
- Talk with us about how to utilise additional PROACTIS tools, such as our Spend Control & eProcurement “Health Check” guides and our range of white papers

**Over 350 customers
across 70 countries**

PROACTIS: Spend Control & eProcurement

**Streamlining the
purchase-to-pay-process**

**Obtaining best value and
control in procurement**



e: info@proactis.com

w: proactis.com

© PROACTIS 2011