



# Rapid Supplier On-Boarding

Fully engage your suppliers  
with your eProcurement solution

# Where are you?

You've may have seen much of your spend move to eProcurement...



...but some suppliers are still offline and proving difficult to get on board.

## Why is that?

- The supplier's products have configurable options and pricing is bespoke
- Buyers need to see more detailed specifications before buying
- It's not cost-effective for the supplier to engage for just one of their customers
- The supplier doesn't have the technical expertise

*These suppliers are proving a roadblock to gaining the maximum benefit from your eProcurement investment.*

**How do you engage the rest of your supplier base quickly and positively?**

# Your non-engaged suppliers come in all shapes...

- Some are reluctant to change and prefer to quote first because of price fluctuations
- Some are your single source
- Shipping costs can exceed the product cost
- Others have products with complex pricing and configurable options

**PunchOut Catalogs are the answer...**



# PunchOut Catalogs

*powered by*



# Benefits of PunchOut Catalogs

- Normal online shopping experience for buyers
- Catalogs are up-to-date
- Products have more images and specifications
- Configured products are easy to customise and buy
- Stock levels can be displayed
- Pricing is accurate and shipping calculated
- Special Offers

**What is the quickest and most proven way for your suppliers to implement a PunchOut catalog?**

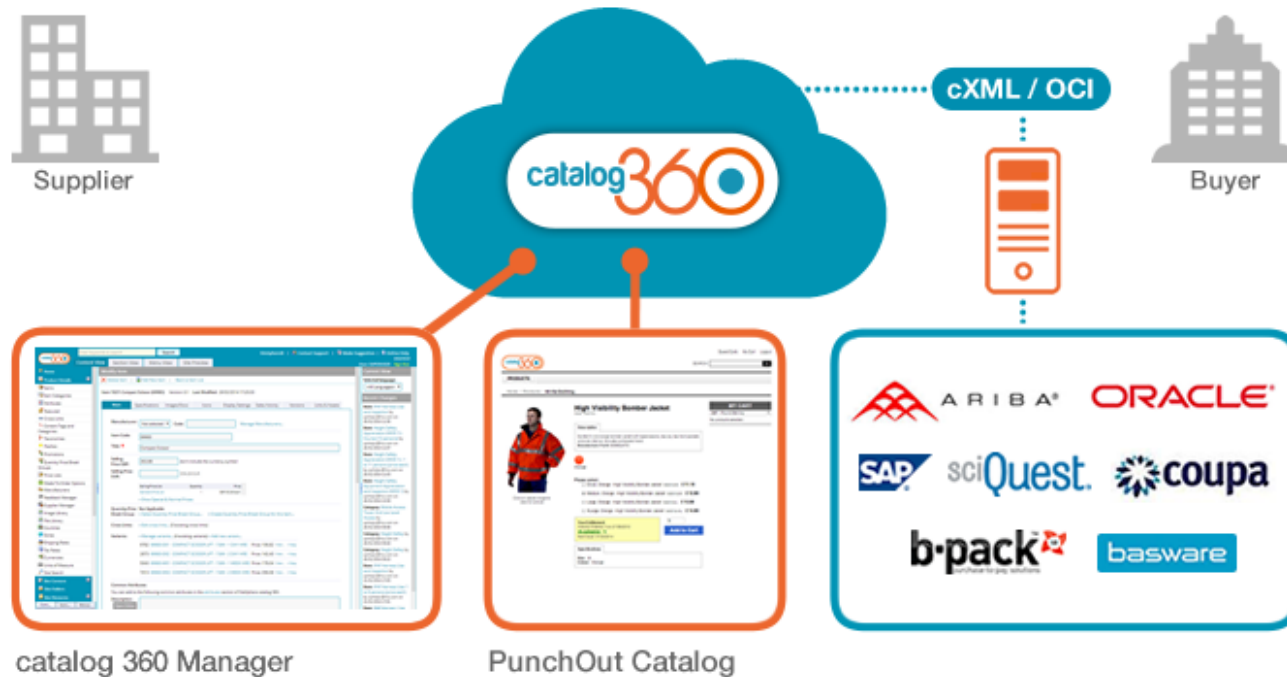


# catalog360

- Easy-to-use cloud-hosted solution
- Fast, friendly buyer catalog website
- Procure-to-Pay integration
- Rapid implementation within hours
- Supports multiple customers and different e-Procurement protocols
- Cost-effective for the smallest suppliers
- FREE trial + full assistance and support provided to suppliers whatever their technical competence
- In the cloud since 2000!

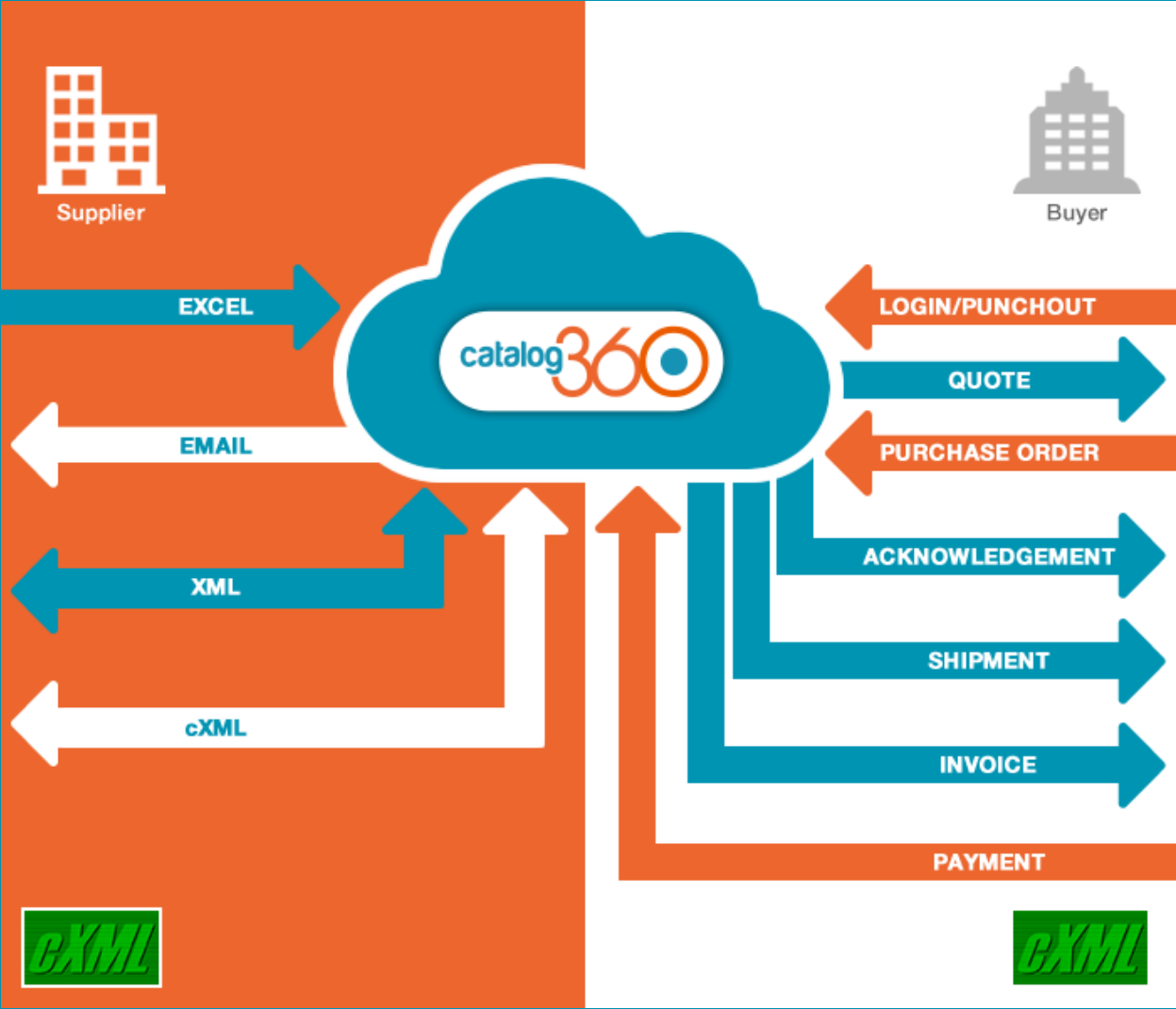


# catalog360 - How It Works



Buyers seamlessly link to the PunchOut catalog....

# Integrate them within days...





# catalog360 PunchOut Catalogs

can rapidly maximize your Spend Coverage

- Quickly gain full spend coverage
- Maximize processing cost reductions
- Minimize invoice queries
- Simplify your supplier enablement
- Improve your supplier relationships

**One last thing...**

# catalog360 Incentives!



- We provide you with:
  - Free co-branded enablement website for the easiest communication of these benefits to your supplier base
  - Incentives to your suppliers like free trials
  - Contact us to find out more about our Recommendation benefits

An illustration of a hand in a white glove breaking through a blue surface, with orange and white fragments flying outwards, symbolizing breakthrough or achievement.

Contact us today!  
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