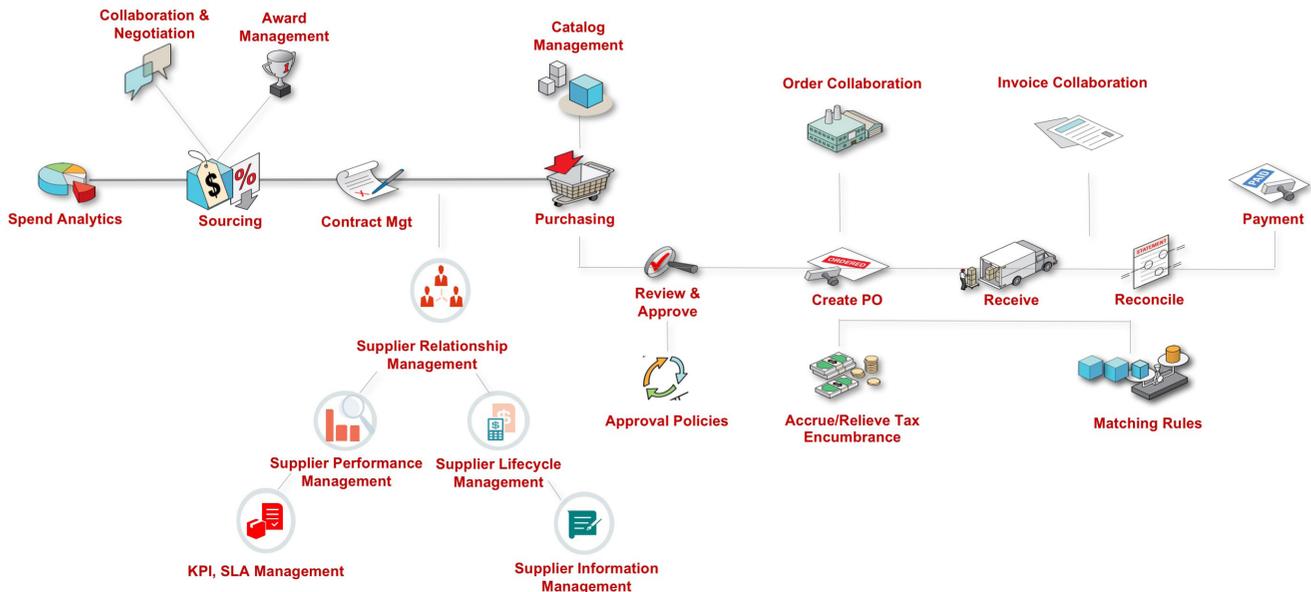


ENRICH PROCUREMENT SERVICES

BOOSTING PROFITS THROUGH TRANSACTIONAL AND STRATEGIC PROCUREMENT



Procurement is often viewed as a necessary but non-strategic part of running a business – you need to purchase goods and services, you try to find them as cheaply as possible, you make your purchase and then pay your vendors. Pretty straight forward. But for companies that spend hundreds of thousands and millions of dollars per year purchasing the business essentials, procurement can be both a huge expense and a key area in which to identify savings.

Procurement solutions for Oracle applications hosted on-premise, hybrid or in the cloud.

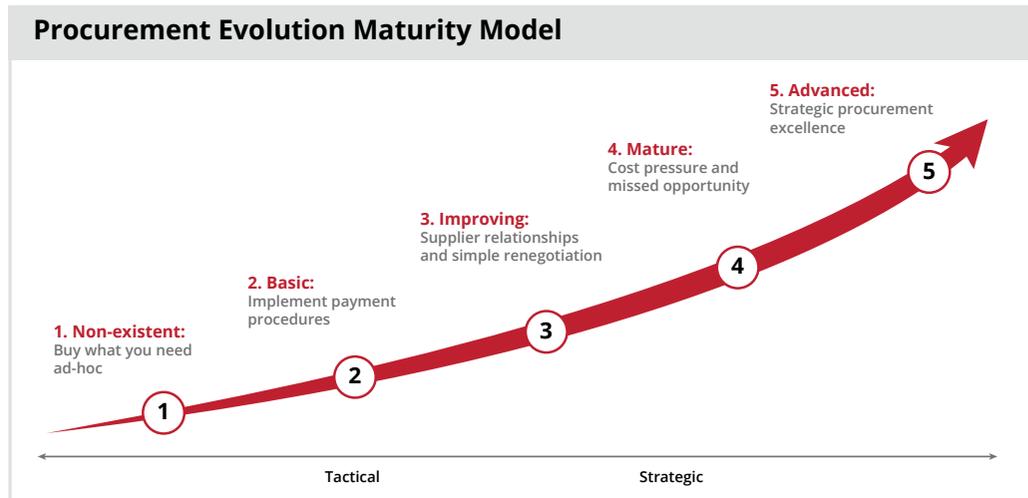
There are several issues that are preventing companies from capitalizing on potential savings, including:

- Components of procurement process aren't integrated or automated
- No visibility into procurement across departments
- Don't know how much they're spending and with whom
- Expensive rogue purchasing outside of contract
- Haven't negotiated the best prices and terms possible with current vendors, suppliers don't know there's competition
- Aren't batching purchases for volume discounts

The business case for solving these issues is compelling. By understanding what you're spending and where, and then managing your purchasing accordingly, companies can realize an average yearly savings of 18% or more. This includes savings of as much as:

- 6% from better management of risk in your supplier base and reducing supplier management costs
- 4% by identifying common products and services to leverage volume buys
- 8% by implementing enterprise governance for everything you buy

Companies are in varying stages of their procurement evolution. Some are relying on spreadsheets and other home-grown solutions to manage all or parts of their procurement process. Others have purchased Oracle Procurement applications to help wrangle their situation under control and manage it more systematically. Oftentimes, however, companies have only implemented and used these applications at the most basic level – or not at all – and aren't realizing the full savings possible. Regardless of where you're at in your level of procurement sophistication, transactional and strategic procurement initiatives can invariably help you cut costs.



Transactional Procurement

Procurement savings and efficiency come from a combination of well-executed transactional procurement and strategic procurement initiatives. Transactional procurement is table-stakes. All companies engage in transactional procurement in some capacity, interacting with suppliers, buying products, receiving and paying for them. But by making the process of acquiring and compensating suppliers as simple and effective as possible, businesses can invest more time in core business goals and strategic procurement efforts.

Enrich – a Data Intensity company, offers an easy-to-use procure-to-pay (P2P) experience that reduces errors, and improves buyer efficiency and supplier relationships. We implement the entire Oracle P2P suite and integrate it with Oracle Financials and Oracle’s Strategic Procurement and Business Intelligence applications.

Strategic Procurement

Strategic procurement moves beyond the basics of buying and paying for goods. It’s deciding what to get, analyzing what is spent and assessing supplier performance. The impact from strategic procurement efforts can be enormous. Enrich helps companies derive savings, as well as greater efficiency and improved accountability in four strategic areas – *spend visibility, sourcing, contract management and supplier management*.

SPEND VISIBILITY: KNOW WHAT YOU’RE BUYING, SEE WHAT TO SAVE

Finding ways to save in the procurement process starts with gaining visibility into your enterprise-wide spending: what am I buying, when did I buy, whom am I buying from, how much am I spending? Disparate sources of data are often the biggest challenge faced by procurement organizations. Spend visibility not only consolidates data from multiple sources but also provides insights into low-hanging savings opportunities.

Spend visibility helps you:

- Answer who, what, when, why, how?
- Determine opportunities for improved spend management
- Aggregate spend view to model how or what spend could be rationalized or where leverage could be used
- Establish consistent taxonomies to analyze spend

At Enrich we have leveraged our expertise in procurement in combination with our Oracle skills to provide a packaged Spend Visibility platform that can be quickly deployed either on premise or via a SaaS model. Enrich Spend Visibility utilizes Oracle’s Spend Classification and the Oracle Procurement and Spend Analytics applications to provide a prepackaged spend analysis platform that will immediately and efficiently provide insight into your organization’s spend patterns. Enrich’s Spend Visibility solution can be deployed in weeks and start providing immediate insight into opportunities assessments and ongoing monitoring for sustainable spend management.

\$1 spent on Send Analytics equals \$10 savings

SOURCING: EFFICIENT NEGOTIATIONS, RAPID SAVINGS

Once you’ve gained visibility into your spending by identifying what you’re buying and from which vendors, you can start to make strategic sourcing decisions. Information gives you the power to analyze and negotiate with vendors, putting you in control of the sourcing process. By inviting select vendors to bid on line items, you can often reduce your prices by 50-60% right off the bat.

Enrich Sourcing Delivers: 18% average contract savings on negotiated categories, 40% cycle time reduction, 25% increase in buyer efficiencies and repeatable, standardized sourcing processes.

Strategic sourcing gives you:

- Visibility and control of the process
- Ability to compare, contrast, track and audit suppliers
- Increased productivity and time savings for buyers
- Method for sharing information quickly and efficiently

Enrich Sourcing Services provide sourcing support across all stages of the sourcing process. From supplier outreach – identifying new potential sources of supply – via RFI/RFQ creation through to effective eAuction execution, Enrich has the skilled resources to help our clients achieve robust and comprehensive savings.

CONTRACT MANAGEMENT: SPEND AGAINST THE CONTRACT, DELIVER THE SAVINGS

Inconsistent buying practices lead to lost savings opportunities. Implementing a contract management platform and process allows you to proactively manage every contract up to 70% faster and ensures full legal policy and contract compliance. Reduction in contract leakage alone can save you an average of 13%.

Contract Management helps you:

- **Standardize contract processes**—create quality contracts faster and reduce risk by implementing enterprise standards, policies that govern their use and tools to allow flexible administration
- **Reduce time-to-contract**—cut negotiation-cycle time with a flexible workflow and revision process that makes legal and commercial terms immediately visible to selected parties
- **Drive contract compliance**—track compliance and review the contract details throughout the entire contract lifecycle

Enrich Contract Management offers:

- Rapid implementation
- Reduced overall cycle times from a draft agreement to an executed contract through trainings, and contracting support
- Ability to execute agreements and contracts seamlessly by working directly with procurement and legal teams, allows category managers to focus on strategic initiatives
- Contract metadata extraction and loading, renewal tracking, monitor contract compliance and report dashboard metrics

SUPPLIER MANAGEMENT: MANAGE PERFORMANCE, MITIGATE RISK

Suppliers affect both your ability to efficiently respond to your market and the value you extend to your customers. By gathering, cleansing, consolidating and managing your supplier data in a single location, you can gain an understanding of who your suppliers are, manage risk and better predict spend.

Supplier Management can:

- Help you identify your suppliers
- Ensure suppliers are compliant
- Enable you to negotiate better supplier agreements
- Save you money through robust contracts, supplier accountability and proactive management of spend

Enrich Supplier Management features best-of-breed services and offerings that establish a repeatable, standardized sourcing process, and infrastructure and processes for proactive supplier performance and compliance management. Our services give you increased supply-based visibility, closed-loop collaboration and supplier self-service options to answer routine questions.

Our contract management services result in more than 99% contract compliance and more than 90% spend under management.

Procurement Services

Enrich is the leading Oracle Procurement partner, focused exclusively on Oracle and helping clients squeeze the value out of their applications. Our offering combines Oracle's leading procurement technology and our advanced knowledge and expertise in procurement best practices to transform your P2P processes in the shortest possible time. Implementation can be in as little as six weeks. We have decades of experience in delivering valuable services with a wealth of knowledge to transfer to you and your team.

Our complete, integrated strategic procurement toolset and expertise include:

Procurement Services	Oracle EBS Modules (on Premise, 3rd party Hosted, DI Cloud)	Oracle ERP Cloud Services
Health Checks	Procurement Command Center	Sourcing
Procurement Transformation	Spend Classifier	Procurement Contracts
System Implementations	Sourcing	Supplier Portal
User Training	Sourcing Optimization	Supplier Qualification Management
Taxonomy Design	Procurement Contracts	Financials
Spend Analytics	Purchasing	Expenses
Strategic Sourcing	Business Intelligence	Automated Invoice Processing
Sourcing Event Execution	iProcurement	WebCenter Forms Recognition
Category Expertise	iProcurement Information Discovery	
Contract Mitigation	iSupplier Portal	
Catalogue Management	Service Procurement	
Supplier eEnablement	Supplier Lifecycle Management	
Change Management	Supplier Hub	
Upgrades	Master Data Management	
Application Managed Services (AMS)		
Staff Augmentation		
Integrations		
Mobile		

Enrich offers procurement services as part of Data Intensity's full suite of Oracle application management support and implementation services, which include the Oracle Business Intelligence and Financial Management product and service areas that are integral to the procurement process.

Evolving your transactional and strategic procurement functions can have a major impact on your profits by giving you visibility into your spending patterns, using data to identify latent savings opportunities, and following best practices in sourcing products and managing contracts and suppliers. Find out how [Enrich](#) can help you make the most of your Oracle procurement applications to start identifying significant savings today. [Learn more here.](#)

About Data Intensity

Data Intensity is the leading independent provider of managed and cloud consulting services for enterprise databases, applications, business intelligence solutions and analytics. The company combines best-of-category technology, world-class services, a flexible business model, and deep-rooted expertise gained from hundreds of successful deployments. Our mission is to cost-effectively support the full scope of a customer's enterprise data lifecycle. [Contact us](#) for more information. Copyright © 2016 Data Intensity, LLC. All Rights Reserved.