StandFore

The power to succeed

StandFore e-Procurement/ e-Marketplace

Ready for the new economy

StandFore is a full-scale integrated solution that allows companies completely automate all processes associated with procuring or selling goods and services — businesses may trade anywhere, anytime, with anyone. StandFore is highly flexible, configurable and scalable system that features many unique options and can be easily enhanced with custom options depending on one's business needs by request.

Leading companies have already worked out the strategic intent to drive additional value creation through procurement strategies that lower costs, increase efficiency, and enhance customer service. **StandFore** provides a feasible means to earn more and reach more customers at a lower cost, within reduced time period and leverage profits without significant investment efforts.

StandFore provides Buyers and Suppliers with a full range of capabilities that allow companies to connect using nothing more than an Internet browser, including such options as viewing electronic catalogs from each supplier, ordering online, tracking orders, issuing electronic invoices and receiving payments. With **StandFore** Procurement, users can easily search for products, compare prices with a single click and order within seconds.

StandFore Procurement improves efficiency and saves companies time and money by automating the procurement process and reducing labor costs. Heaps of paper-based RFx, Purchase Orders and Invoices can be eliminated and replaced with more accurate and standardized electronic documents.

Moreover, StandFore Procurement gives centralized control over the entire procurement process. Approval management process can be easily customized to automate purchase notification, price and commodity approval and approval assignment. Companies can define advanced business rules and determine which suppliers and catalogues will be used by which users and business units. And using advanced reporting capabilities companies can receive detailed information on purchasing activity.

StandFore Procurement reduces the complexity and confusion of dealing with multiple suppliers by presenting a standardized procurement interface. Now every division of the company will use the same standard procedures and interfaces.

The Key is Flexibility.
Core Features and Benefits.

Its new features automate procurement more than ever:

- Eliminates paper based business documents

- Reduces maverick spending by enforcing contract-based purchasing

- Significantly reduces Purchase Order processing time from days or weeks to minutes

- Eliminates the need for the buyer's resources to load and manage catalogs and price files

- Allows configurable notifications at any stage or state

- Easily integrate transactions into existing ERP or accounting systems

- Provides standardized reports by multitude of parameters

StandFore Procurement is a solution that communicates evenly with any e-business system solutions like ERP, CRM, accounting system, etc. It can be deployed alone or as a part of your industry solution and can be easily integrated with your home-industry systems.

Vital capabilities of StandFore Procurement include:

### Flexible workflow management

Although a most common documents set is provided by default, it can be flexibly rearranged, skipping unnecessary stages and documents. By your request further modifications will be made to synchronize your business processes with the system. StandFore flexibility indeed makes it a standard yet individual procurement solution.

Spending control

The StandFore Procurement provides an opportunity for reducing supplier cost. By providing a possibility to assign approval rules both on a document and document states levels it increases overall cost consciousness of department managers with project budget responsibility and employees in general by having responsibility assigned from the time of pledge. Your organization will enjoy faster delivery due to quicker approvals and efficient order processing.

The Key is Flexibility.
Core Features and Benefits.

Paperless purchasing
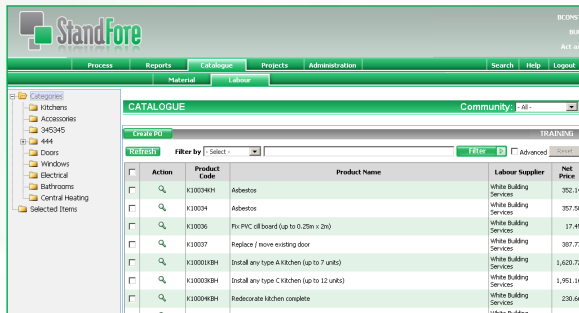
Having on-line access to item catalogs clients can order directly from supplier, use real time overview of delivery schedule, prices and other terms using only Internet browser. Elimination of paper-based documents dramatically reduces transactions time and cost and allows purchasing staff to spend more time on value-adding activities.

Advanced reporting for detailed analysis
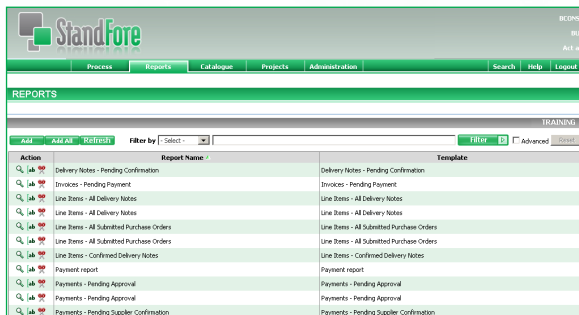
The best way to understand the effectiveness of an automated procurement system is to study detailed reports and make adjustments to a process. With advanced reporting capabilities of StandFore companies receive detailed information on purchasing activity. Managers may analyze progress and measure procurement performance against estimates or deadlines. All these powerful capabilities combine to advance procurement initiatives, lower costs and accelerate ROI.

Automatic notifications on important events

The StandFore Procurement provides automatic notification option about important events such as when users need to approve documents or move them to a new stage. Avoid delays due to lost paperwork, missed schedule or lack of coordination between departments, setting e-mail notifications at vital points.

Accounts receivable integration

Incorporate the entire payment process (including automatic payment of approved invoices) into your procurement system. Invoices are matched to correspondent Purchase Orders, and are further enhanced by receipt notes, so you don't have to pay for items of bad quality or missing ones, that were included into invoice. A crediting option is provided for suppliers allowing for deferred payments or late discounts.
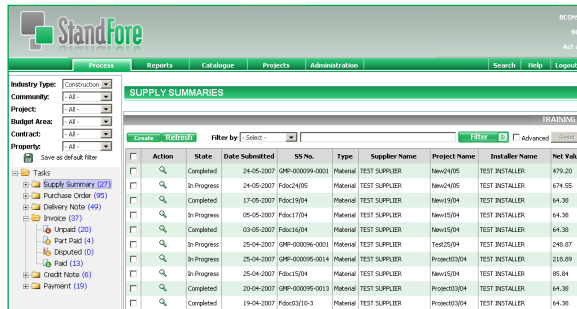
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A new approach to e-Procurement

Trade anywhere, anytime, with anyone

StandFore Procurement/e-Marketplace is a unique in its flexibility solution as it can be utilized both as e-Procurement system (when there is one buyer and many suppliers) and electronic marketplace (in case of multiple buyers and sellers). Successfully deployed in construction domain, nevertheless the universal nature of its document workflow allows utilizing it nearly in every domain conceivable.

For *Buyers*, **StandFore Procurement/e-Marketplace** is a cost-effective solution for efficient, streamlined procurement management. It's an excellent solution to automate processes, eliminate paper routine, reduce overall costs of operation and increase ROI without the need of heavy investment into installation and personnel training. And StandFore Procurement can save millions of dollars and months of time – typically organizations can be up and running in less than 60 days.

Typical procurement process in StandFore starts with *vendor selection* by sending RFx (stands for Request for Information, Request for Proposal or Request for Quote) to the pre-selected or all possible contracting parties.

Further follows negotiations of different kinds on price, technical specifications, payment terms, delivery, etc. Suppliers respond by sending their quotes along with any attachments needed.

Buyers can easily compare quotes received, accept or reject them and easily *convert quotes into Purchase Order documents* that present an intention to buy. Configurable approval rules and powerful state system allow for full control over purchasing process – documents of certain kinds can be forced to pass more "states" and to be approved by someone in charge.

A new approach to e-Procurement

Delivery process and the quality of delivered items are also fully controlled and automated. When a Purchase Order is received and accepted Supplier proceeds to executing it: delivering goods and services and sending Delivery Note to Buyer. Buyer performs acceptance procedures at his side and approves Delivery Notes to Suppliers confirming quantity and quality of goods received, which can be also disputed.

The flow ends with *payment procedures*: Invoice issuance according to final Delivery Note terms, at this point Supplier has an option to credit Buyer by issuing a Credit Note. Finally Payments are made to perfect the cycle of automation.

For *Suppliers*, **StandFore Procurement/e-Marketplace** helps level the playing field by letting customers access their catalogs online, make Requests with several clicks of the mouse, order within seconds, track order state and make payment as with real money so with credit notes. These easy-to-use features, and the ability to scale to meet the needs and demands of companies as they grow along with the effortless integration with ERP and payment systems allows for "no-pain" leverage of your profits.
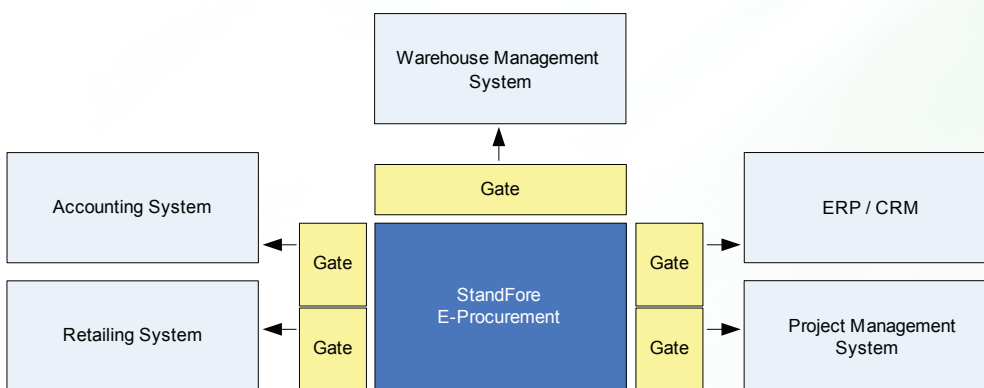
Supplier starts with *publishing its catalogues* in the system thus allowing easy and convenient access to them for the wider range of companies. The fax or paper mail catalogues becomes obsolete as now customers can easily browse catalogues, which are constantly updated, compare prices and make orders with several mouse clicks.

All transactions are *processed online*, eliminating paper documents sending to and fro, reducing process cycle time and allowing easy automated e-mail notifications about new events.

For *ASP Providers*, **StandFore Procurement/e-Marketplace** is a feasible solution to break into the new markets or gain more competitive advantages in the existing ones. Being successfully approved in construction domain, it can be easily rendered into the most domains conceivable as it features a powerful customizable workflow and a multitude of really unique features.

One option here is becoming a middleman between Buyers and Sellers by setting up an e-Marketplace to which parties will move a part of their business negotiations, namely negotiations, procuring and invoicing. Many companies will eagerly join such powerful formations because they give them access to the wider range of contracting parties and do not demand investing into installing any additional software locally, configuring internal environment and training personnel. Subscription costs are not significant for them compared to the advantages they obtain.

Providing unsurpassed customer service and expertise.

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Customization

Such applications as e-Procurement systems, customer relationship management (CRM) or enterprise resource planning (ERP) do require customization. No two companies approach their customers in the same fashion, and not all applications are designed to fit every business's special needs. Company's custom processes frequently call for changing of system's workflow. We guarantee you:

» Workflow customization – every needed business process step will be included into the business logic of the application on your request, so you don't have to adapt to your new software, the application will be adapted to your needs.

» Look & Feel customization – application will look like you want. User interface screens and user interface logic are easily customized based on your business requirements.

» Complete flexibility to extend functionality – add new features and upgrade behavior of existing ones to enhance your processes.

Integration capabilities

One of major focuses in architectural design for StandFore Procurement solution has been made on the modular structure of the system along with extended capabilities for integration with other systems clients may have. Moreover solution contains special gate mechanism that can be extended for efficient integration with many external systems, thus maximizing business value of the work process.

» Warehouse integration will allow getting necessary information about availability of stock, increasing accuracy and efficiencies in the receiving process, reducing the level of safety stock required and improving accuracy and customer satisfaction;

» Project management/budgeting can be driven through external system, so all internal procurement activities will be linked and grouped by certain projects;

» E-Procurement Payment module can work together with accounting systems thus automating process of payments and enhancing financial processes.

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