



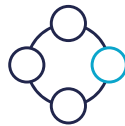
## Direct Materials Sourcing & Procurement

Develop, launch and deliver more profitable products



### LAUNCH PRODUCTS FASTER

Launch new products faster, with more innovation and at the planned target cost.



### COLLABORATE BEFORE, DURING AND AFTER

Easy collaboration with all stakeholders prior, during and after sourcing projects or in developing specific category action plans.



### CHOOSE THE RIGHT PARTNERS

Select suppliers based on a 360° review, including costs, risk, historic performance, and ensure they meet all your requirements with collaborative quality processes.

Direct Materials Sourcing & Procurement

Bill of Materials

Sourcing Projects & RFx

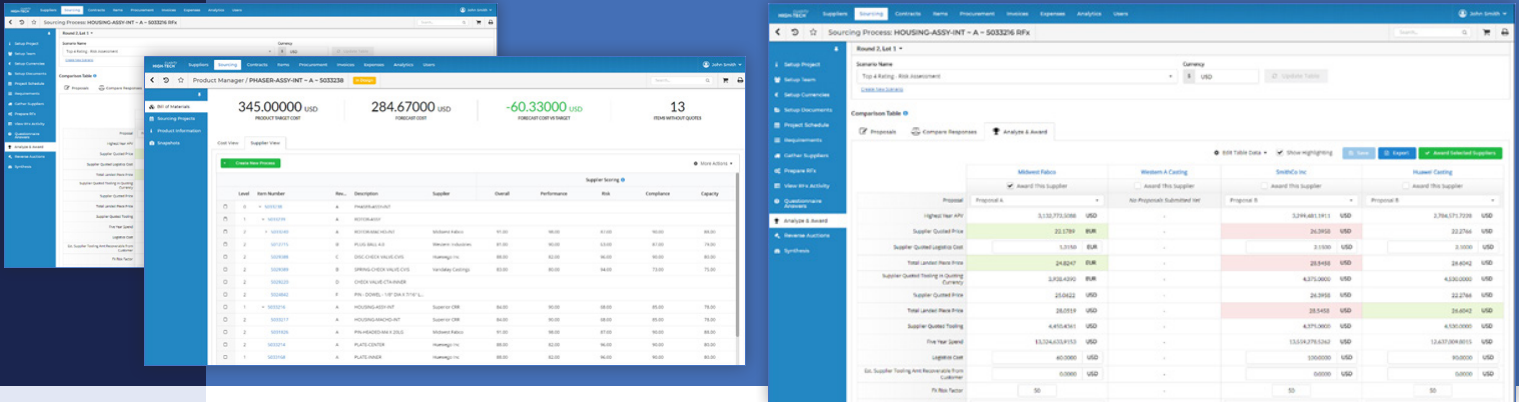
Product Quality

Collaborative Product Design

Direct Materials Procurement

*“ We would like to involve procurement as early as possible in the product life cycle in order to improve risk management, reduce our time-to-market and improve the company’s operational performance...we found that Ivalua was the tool best suited to meet our business objectives dues to its many features, user-friendliness and ability to seamlessly interface with our ERP ”*

# Direct Materials Sourcing & Procurement



## Your Product BOM becomes the Procurement Enablement dashboard

- ✓ **Achieve target costs for the end product**  
 Manage, evaluate and compare your product’s bill-of-materials (BOM) through the sourcing, costing and supplier selection process.
- ✓ **360° Review: All product information in one place**  
 Evaluate “Non-cost” factors, such as risk, delivery, and performance, associated to selected suppliers to better understand the impact on the product.
- ✓ **Manage supplier engagement throughout the product lifecycle**  
 Easily launch business processes (e.g., sourcing, quality, P2P) from Product Manager at the component level and track status from the BOM view.
- ✓ **ERP, PLM integration**  
 Reduce manual effort.

## End-to-end management of all sourcing projects

- ✓ **Manage sourcing projects better**  
 Define and track project progress, teams involved, collaboration & communication, documents, tasks, dependencies and more.
- ✓ **Start fast & work smart**  
 Create or reuse different types of RFX templates, including Total Cost Breakdowns, questionnaires and workflows.
- ✓ **Assets & Tooling**  
 Track locations, usage, depreciation, maintenance and decommissioning of key assets.
- ✓ **Achieve the best outcome**  
 Use What If Scenarios to evaluate Total Landed Costs. Further analyze results by scoring and comparing bids, optimize and split awards by percent, quantity or value and simply flip an RFX into a contract and Purchase Order (PO).

Bill of Materials

Sourcing Projects & RFX

## Product Quality

Ensure the selected supplier is capable of meeting product requirements

- ✓ **Standardize Processes (e.g. PPAP, APQP, etc.)**  
Improve audit preparedness and reduce and mitigate problems prior to production by adhering to standard quality processes. Efficiently manage problems found throughout production.
- ✓ **Collaborative Internal/External Process**  
Interact and collaborate with all internal stakeholders as well as the supplier team.
- ✓ **Data & Document Collection**  
Ensure mandatory questions are answered and mandatory documents are loaded into tasks.
- ✓ **Project Management**  
Easily track project status, and identify problems for a project, product, BU, or across the entire organization.

## Collaborative Product Design

Include internal and external stakeholders in secure, collaborative product development

- ✓ **Collaborative Internal/External Process**  
Interact and collaborate with cross functional internal teams, as well as the supplier team.
- ✓ **Design Documents**  
Securely incorporate technical design documents into your sourcing process to clearly communicate requirements.
- ✓ **Maintain Records**  
Easily search historic activity and never lose collaboration data.

## Procure-to-Pay for Direct Materials

Efficient and Accurate Direct Materials transactions

- ✓ **Digital and Collaborative Transactions**  
Simplify and increase visibility and efficiency of Direct P2P.  
Streamline operation processes between you and your suppliers.
  - Forecast Management, Purchase Order Collaboration, Advanced Shipment Notices, Change Orders, Goods Receipts, Invoices, etc.
- ✓ **Compliance, Communication and Exception Management**  
Improve communication of demand changes to suppliers, and quickly and efficiently handle exceptions.
- ✓ **Reduce Errors and Improve Accuracy and Agility**  
Seamless P2P automation for EDI and non-EDI enabled suppliers. Fast adoption for internal users and suppliers.