

Empower manufacturers to achieve greater product success through better supplier engagement and supply chain collaboration across the product lifecycle.

The Ivalua platform includes a purpose built solution for manufacturers, to help improve margins, grow revenue and innovation, manage risk, ensure quality and performance and ensure the reliable supply of products.

Ivalua is well suited to address the complex and demanding requirements of Manufacturers because of its unified platform. This attribute is critical when manufacturers manage direct materials, since this is the only way to achieve visibility across the product lifecycle and ensure that the procurement organization has access to the highest data quality possible. This is also necessary to ensure improved decision making by enabling the evaluation of total landed cost that includes quality, risk and performance with strategic supplier selection and seamless supply chain collaboration.

Ivalua for Manufacturing brings together embedded industry-leading practices and capabilities on a single unified platform to achieve rapid and long lasting value.



IVALUA FOR MANUFACTURING ENABLES:

Improved Margins

- ✓ Single unified platform to manage all spend: Direct, CAPEX, Indirect and Services
- ✓ Supplier selection analysis with target and actual cost modeling
- ✓ Define, track and collaborate on simple to complex sourcing projects and seamlessly capture terms, SLAs and pricing with Contract Management
- ✓ Leverage category management for 360° visibility and strategic planning the process cycle time

Reliable Supply of Product

- ✓ Preempt potential supply chain disruptions, plan accordingly and secure your supply chain needs
- ✓ Reduce cycle time and manual processes with PO Automation & Collaboration
- ✓ Improve collaboration and transparency between procurement and suppliers on direct materials
- ✓ Manage Asset and Tooling budgets and lifecycles collaboratively with suppliers

Innovation & Revenue Growth

- ✓ Visibility into n-level Bill of Materials hierarchy and manage target and actual costs
- ✓ Achieve faster time to market for new products
- ✓ Engage all stakeholders (suppliers, engineering, sourcing) throughout the product lifecycle
- ✓ Include internal and external stakeholders in secure collaborative product development

Managed Risk. Ensured Quality & Performance

- ✓ Quality support including: Corrective Actions, 8D, PPAP and APQP
- ✓ Supplier 360° view for registration, qualification, credentials and overall information management
- ✓ Performance & risk evaluation with templates, scorecarding and issues management
- ✓ Extensive access to risk, CSR, blacklist and other types of 3rd party supplier information





Supplier Management

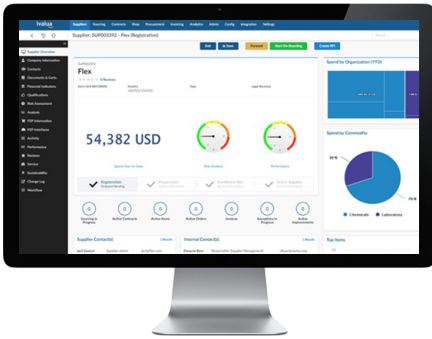
Supplier Information Mgmt.

Third-party risk

Issues Management

Improvement Plans

Vendor Master Data



All your supplier information, risk and performance in one place.

Suppliers are a key to success for Manufacturers. Collaborate with them to increase innovation, assess risk and improve performance throughout the product lifecycle and inform all procurement activities.

- ✓ 360-degree view of suppliers
- ✓ Supplier risk assessment and action
- ✓ Improved supplier data through self-service registration and updates



Product Quality

Advanced Product Quality Planning (APQP)

Production Parts Approval Process (PPAP)

Corrective Actions

8D

Ensure selected suppliers are capable and meet product requirements.

Leverage collaborative quality processes and obtain new levels of transparency and project management to ensure product success, while protecting your brand, revenue and profits.

- ✓ Collaboratively identify, manage and mitigate problems found before and after product launch
- ✓ Standardize processes, data & document collection and improve audit preparedness
- ✓ Improve project management and transparency across the organization



Sourcing

Sourcing Projects & RFX

Auctions

Category Management

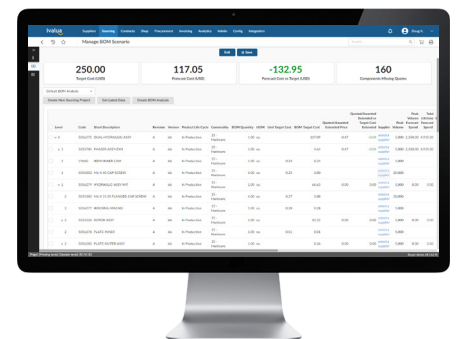
BOM Lifecycle Manager

New Product Introduction (NPI)

A simple, collaborative and powerful solution to meet any sourcing need including Direct, Indirect, MRO, CapEx and Services.

From spot bids to complex direct material cost breakdowns, customers achieve results fast.

- ✓ Fast time to value with RFX templates, questionnaires, workflows and automated analysis
- ✓ Flexible Support for a variety of negotiation formats- RFI's, RFP's, Cost Breakdowns, Reverse, Forward and Dutch Auctions
- ✓ Deeply analyze all scenarios with scoring, side by side comparisons, What If Analysis, optimization, and simply flip an RFX into a contract and Purchase Order (PO).
- ✓ BOM Sourcing support and Product BOM supplier selection scenarios to quickly evaluate cost and non-cost factors.





Contract Management

Contract Repository

Price list & Catalogs

Contract Authoring

Item & Service Master

Asset & Inventory Mgmt.

Lock in the value and manage all procurement contracts and processes in one place.

Manage the full contract lifecycle, automate controls and workflow and gain visibility and control of spend and compliance.

- ✓ Improved visibility with a single, searchable contract repository
- ✓ More efficient and collaborative contracting and negotiating with a simple UI, contract templates and MS Word integration
- ✓ Manage risk and compliance with automated contract renewals, expirations and changes. Monitor contract risk and create alerts.
- ✓ **Assets & Tooling:** Track locations, usage, depreciation, maintenance and decommissioning



Procure-to-Pay

Purchase Requisitions

Purchase Orders

Receiving

eInvoicing

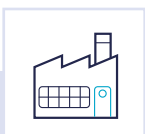
Invoice Data Capture

Early Payments

Efficient and compliant procurement with electronic and automated Invoicing

A simple, collaborative and intuitive end-to-end buying experience that achieves high adoption and fully enables suppliers to ensure compliant, efficient and flexible processes.

- ✓ Modern, simple and intuitive digital experience ensuring high employee and supplier adoption
- ✓ Powerful configurability and flexible workflow
- ✓ Faster and touchless processing



Supply Chain Collaboration

Planned Order Collaboration

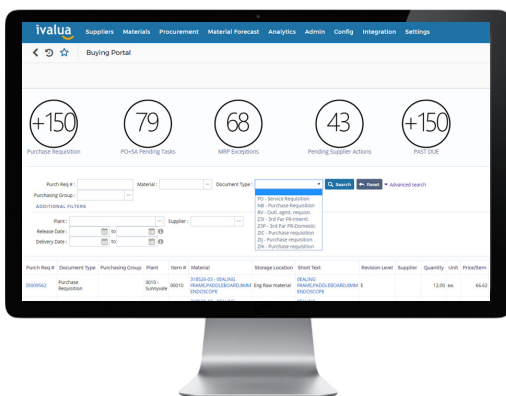
Forecast Collaboration

Inventory Collaboration

Secure your supply chain and reduce the risk of disruption

Streamline and simplify processes between manufacturers suppliers and increase the visibility and efficiency of supply chain transactions with collaboration.

- ✓ Digital, collaborative & transparent supply chain transactions
- ✓ Reduce errors, cycle-time and improve accuracy and agility
- ✓ Seamlessly and easily integrate with any ERP / MRP system to automate the P2P process and work with suppliers of various levels of sophistication. Fast adoption for internal users and suppliers.
- ✓ Collaboratively share forecasts with suppliers and receive confirmations, changes, etc.





Strategy & Analytics

Spend Analysis

Savings Tracking

Performance Evaluation

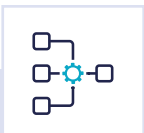
Program Management

Advanced Analytics

A view into all projects and spend, like never before

A single platform and data model makes access to rich business analytics accessible to all stakeholders from anywhere in the S2P platform. With Ivalua, Manufacturers can track all transactional procurement data and strategic initiatives to provide the decision support required for success.

- ✓ Holistic program management
- ✓ Track all spend and qualitative and quantitative performance data on your supplier and buyers
- ✓ Project manage various procurement activities for internally relevant initiatives



Integrations for Manufacturing

Integration Toolbox + Standard API's for ERP, PLM, MRP integrations

Fast, Flexible & Stress-Free integrations with all of your core systems

The Ivalua platform is uniquely able to connect critical core systems for manufacturers with buyers and suppliers, enabling deeper collaboration and more efficient processes than ever before.

- ✓ A quick, proven and stress-free integration
- ✓ Ability to easily meet unique and highly complex requirements (e.g., Multi-ERP)
- ✓ Leverage existing adapters for rapid time to value, for customers, employees and suppliers

Proven, reliable partner for manufacturing organizations.



ABOUT IVALUA

Ivalua is the Procurement empowerment platform. Recognized as a Leader by Gartner and other analysts, Ivalua's Source-to-Pay suite is leveraged by leading Manufacturers such as Michelin, Honeywell, Whirlpool, Intuitive Surgical, Flex and over 300 leading companies across the globe to manage over \$500 Billion in direct and indirect spend. The platform's combination of ease-of-use, depth, breadth, and flexibility ensures high employee and supplier adoption, rapid time to value and the ability to meet unique or evolving requirements, evidenced by the industry's leading 98%+ retention rate.

Realize the possibilities at www.ivalua.com.
Follow us at @Ivalua.