



“ Ivalua really helped us understand spend in a much deeper way. We have real-time updates of the data and full transparency in how items are classified, which really changed the way we are working in Procurement.



Elif BOZOGLU
 Vice President of Strategy,
 Operations and Procurement
 Cengage

OBJECTIVES

- ✓ User friendly tool that could be used by procurement and leadership
- ✓ Enable an easy supplier user experience, and ensure supplier can register easily
- ✓ Understand our spend in a much deeper way and develop category strategies
- ✓ Measure, understand and manage supplier performance

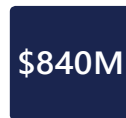
CHALLENGE

- ✓ Procurement lacked tools, organizational structure and discipline
- ✓ Grew through acquisition so it has many different ERP systems
- ✓ Lacked a consolidated view of spend
- ✓ Difficulty managing supplier proliferation and creating leverage in supplier negotiations

BENEFITS



99.6% Spend classification success rate



Spend classified



4 Source Systems in 14 currencies



Classification rules

SOLUTIONS SELECTED



Supplier
Management



Sourcing



Contract
Management



Procurement



Invoicing



Strategy &
Analytics

EMPOWERED

- ✓ Able to deeply understand all spend categories and take strategic action to generate value
- ✓ Real time updates of price data and trends
- ✓ Created effective spend reports and analytics specific to business needs
- ✓ Supplier rationalization, performance management and more effective monitoring of SLA's and KPI's

ABOUT CENGAGE

Cengage is the education and technology company built for learners. The company serves the higher education, K-12, professional, library and workforce training markets worldwide. Cengage creates learning experiences that build confidence and momentum toward the future students want. The company is headquartered in Boston, MA. Approximately 5,000 employees reside in nearly 40 countries with sales in approximately 165 countries and territories around the world.



THE PROCUREMENT EMPOWERMENT PLATFORM
REALIZE THE POSSIBILITIES

+1 (650) 815-7201

info@ivalua.com

USA Canada Brazil France UK Germany Italy Singapore India