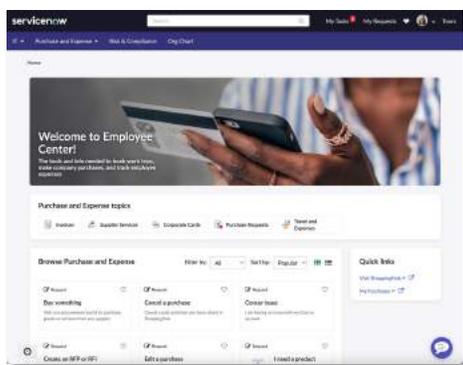


# Procurement Operations Management

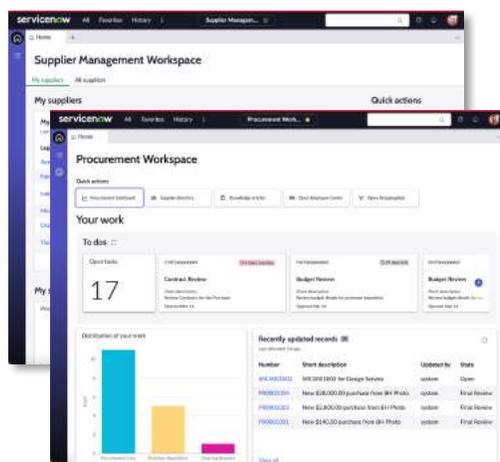
## Source-to-pay workflow automation

Procurement Operations Management (POM) is a workflow automation solution covering source-to-pay that enables procurement teams to streamline their work, while helping employees and suppliers to self-serve their requests and tasks. By leveraging data from your existing ERP and source-to-pay investments, you can automate business process flows and digitize manual work, in weeks to months, not years, and for a fraction of the cost and change management. Procurement and supplier managers can now focus on more strategic activities like optimizing spend, achieving more responsible sourcing and ESG goals, and forming a higher quality, more responsible and resilient supplier base. Procurement Operations Management makes life easier for employees and suppliers to procure goods and services, while at the same time allowing organizations to do more with their existing resourcing, and to scale in the future without dramatically increasing staff.



*POM creates single source-to-pay experience that brings employees, procurement, suppliers, and systems together. It delivers workflow visibility and how-to articles through virtual agents, AI search, and mobile experiences.*

*A central workspace for procurement teams to monitor performance and take corrective action. It helps decrease procurement cycle times by eliminating swivel-chair work and shorten supplier onboarding and issue resolution times.*



## Double the requests and suppliers handled by your procurement team

- Deflect 'how do I' and 'where is' user requests
- Automate manual tasks
- One focused workspace for procurement

## Uncover supplier discounting opportunities

- Make it easy for requestors to follow managed processes
- Consolidate spend with vetted suppliers
- Centralize procurement data for insight and negotiating power

## Raise supplier quality with embedded ESG & Risk

- Support new processes and businesses models quickly
- Turn unstructured work into digital workflows
- Speed time to value through guided experiences
- Lower TCO, comprehensive, simple to configure and extend

## Create a better experience for all

- One place for everyone: employees, procurement, suppliers
- A single UX for the entire workflow, on any device
- Decrease procurement cycle times
- Shorten supplier onboarding time

**Single source-to-pay experience**

Procurement Operations Management delivers a single, unified, consumer-grade source-to-pay experience for all teams --- internal and external --- involved in sourcing and buying goods and services. It eliminates the need to access dozens of systems and brings order to the emails, calls, and swivel chair processes that are taking down your employees bandwidth. It replaces this with automated workflows that dynamically pull data and execute transactions in underlying systems, so you don't have to.

**Intuitive self-service with workflows, help articles, virtual agents, AI search, and mobile**

Helps employees and suppliers avoid the confusion of not knowing where to go, how to comply, or what the status of their procurement requests are — the root causes of rogue spending. It guides requesters into an engaging Employee Center to ask virtual agents questions like status requests, access how-to articles if they've hit a roadblock, or to simply

initiate purchase requests. Suppliers enter the Supplier Collaboration Portal to sign NDAs, complete compliance reviews, update banking information, and complete any tasks assigned to them.

**Dynamic workflows that adapt to the unique product and governance requirements of every request**

Accommodates the complex set of procurement activities with dynamic workflows that adapt based on factors such as type of product, volume, price, and governance rules. The solution includes pre-configured, guided experiences that ensure the right sequence of process steps are applied to every transaction. For example, the next time an employee makes a request from a new supplier, the system automatically kicks off a supplier onboarding workflow with an ESG and third party risk review to ensure the supplier meets your standards. And all related cases and tasks are dynamically staged within one workflow, so everyone works together to complete the request faster.

**A central workspace for procurement teams to monitor performance and take corrective action**

Procurement Operations Management makes it easier for procurement managers to reach their goals by offering a complete view of spend activities, probably for the first time. This helps you quickly gauge whether you are hitting corporate spend and ESG-related goals, as well as surfacing supplier risk and discounting opportunities. Based on this view, they can then quickly change business rules, like adjusting payment terms based on a supplier's sustainability score, or they can create new processes, like adding a completely new supplier category, without needing to change underlying systems.

