



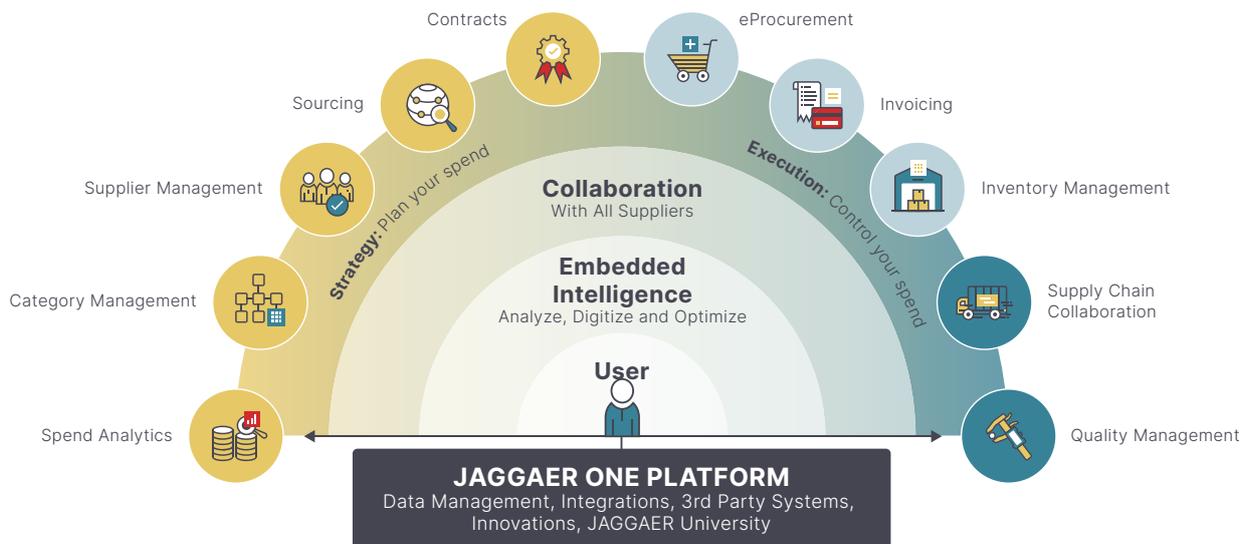
# JAGGAER ONE

Procurement Simplified



# 01 |

## Digital Transformation from Source to Pay



Sourcing, contracting, eProcurement, supply chain management and payment. Procurement involves many processes with many stakeholders, each of them facing their own set of challenges. With so many different levels of complexity — depending on organizational objectives, spend profiles, geographic locations, specific categories and other critical factors — you need a comprehensive solution that addresses your specific challenges, driving more value from each link in the chain. But more than that: you need complete interoperability of data, processes and workflows for

maximum agility with minimum risk. JAGGAER offers full digital transformation across the entire procurement spectrum from source to pay and for all types of spend, with modular solutions on a unified digital platform that integrates easily with your ERP and accounting systems.

A globally recognized leader in spend management for more than 20 years, JAGGAER enables organizations to consolidate and control all source-to-pay activities on JAGGAER ONE: a single, unified platform that transforms spend management into value creation.



JAGGAER ONE introduces the only spend management platform that can seamlessly manage 100% of your spend across the full range of sourcing, procurement and supply chain management activities. The individual solutions within the suite can be implemented independently, at your own speed and according to your own priorities.

JAGGAER ONE embodies JAGGAER's five key strengths:

**Breadth and Depth of Category Coverage:**

Only JAGGAER delivers best-in-class spend management solutions for all planning, execution, compliance and analysis processes — with solutions to manage all types of spend, including direct materials, indirect, services, transportation, packaging and capex.

**Vertical Expertise:**

JAGGAER combines flexible modular solutions with in-depth knowledge of vertical industries to address

your specific business needs, spend categories and use cases.

**Supplier Enablement:**

JAGGAER's turnkey supplier onboarding and catalog enablement services facilitate more spend under management, higher contract compliance and more efficient supplier collaboration for everyday purchasing activities.

**Adoption > Outcomes:**

JAGGAER delivers the levers (through solution options, platform flexibility and services) that enable the sourcing and procurement functions to strategize and execute sustainable outcomes, driving real value to all stakeholders in the business.

**Embedded Intelligence:**

JAGGAER ONE delivers fully automated solutions, giving you more time to focus on activities that add value and are professionally more rewarding.

Together, these five strengths add up to *procurement simplified*.

# 02 |

## Source-to-Contract / The Upstream

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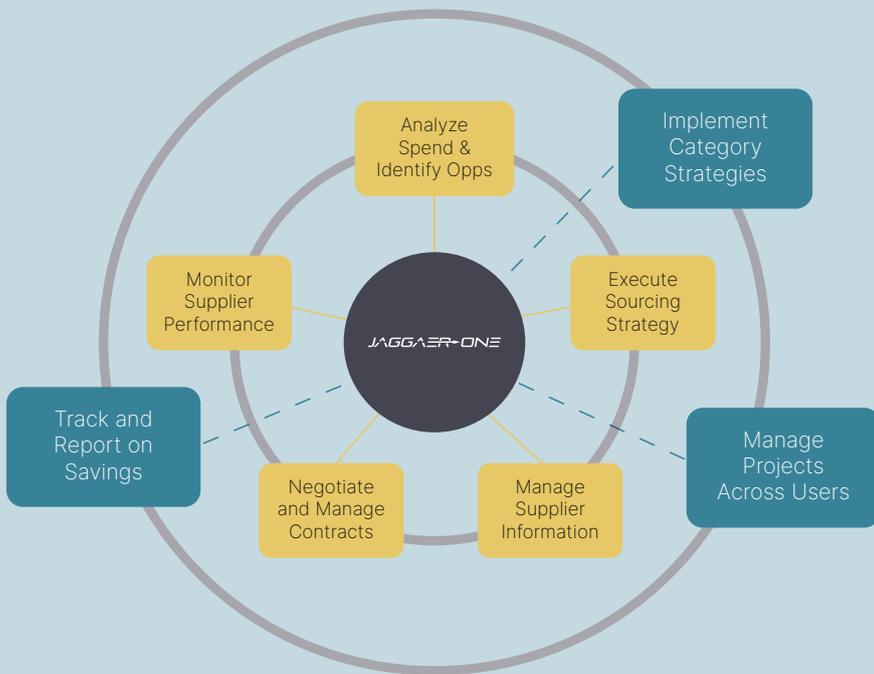


JAGGAER ONE's Source-to-Contract solution set encompasses sourcing and vendor management processes for identifying spend patterns, finding and qualifying active and potential suppliers, negotiating business terms that deliver the best value (i.e. lowest price, most compliance, outstanding performance and consistent deliverability), codifying those business terms in supplier contracts, and managing supplier performance across the organization.

JAGGAER ONE Source-to-Contract consists of the following solutions:

### **Spend Analytics**

With JAGGAER ONE you do not need to waste time manually looking through your data for patterns, gaps, and inconsistencies. It is all automated by the JAGGAER ONE Spend Analytics solution, which transforms your data into a powerhouse of information and insight. Data visualization supports better sourcing and supplier decisions. For example: do you have too many suppliers? Do you really know which suppliers you are spending the most with? Are your top suppliers compliant with your organizational standards and relevant regulations?



## Category Management

Category managers want to focus their time and conduct in-depth market analysis to fully leverage their procurement strategy on behalf of the entire organization. JAGGAER ONE Category Management ensures that purchasers need never lose sight of the big picture and its global execution. The module manages category strategies, actions and workflows based on category-based algorithms and all relevant KPIs. It makes all supplier development activities visible to all stakeholders for complete transparency.

## Supplier Management

Collecting supplier information, completing the initial approval or vetting steps, and on-boarding suppliers are the start of a successful supplier management

program. The JAGGAER Supplier Management solution provides a central repository to collect and assess supplier information and documentation, helps you make informed strategic decisions about which suppliers best support your goals, and gives you visibility into supplier performance and development activities with real-time data and analysis.

## Sourcing

A robust sourcing solution helps you create events, manage and evaluate supplier responses, and award contracts more efficiently. JAGGAER ONE takes this a step further, typically cutting routine bidding cycle time in half compared with traditional paper-based bid processes. It enables you to identify the right suppliers to support your business goals and puts you on the path towards greater efficiency



and savings. JAGGAER ONE gives you a 360° view of price and non-price information to make the best possible decision for your category. And only JAGGAER provides the capabilities to manage almost any sourcing process, from three bids and a buy to fulfill requisitions, eRFx and eAuction for contract negotiations, sourcing optimization for complex sourcing decisions, or BOM-based sourcing events for direct materials.

### **Contracts**

Contracts enables you to manage every phase of contract development from initiation through approval and execution. In JAGGAER ONE it is a complete end-to-end solution that provides full authoring and automated review and approval workflows to reduce risk and increase compliance. It also provides the ability to manage the entire contract lifecycle, including automated alerts for renewals, expirations and other milestones.



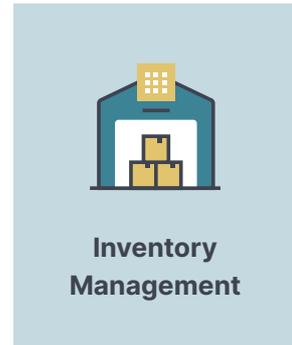
“The decision to trust JAGGAER to support our e-sourcing process is one of the better ones we’ve made. The results, which we saw almost immediately, have been remarkable.”

**David Kourie**

Vice President of Food, Packaging, and Indirect Quality Supply Chain Co-op, In

# 03 |

## Procure-to-Pay / The Downstream



The ultimate goal of JAGGAER ONE Procure-to-Pay is to simplify the way buyers purchase goods and services from contracted suppliers. Adoption, efficiency, and ease-of-use are critical in reducing maverick spending and putting you in a better negotiating position in the future. But so too is safeguarding compliance and mitigating risks.

JAGGAER ONE Procure-to-Pay consists of the following solutions:

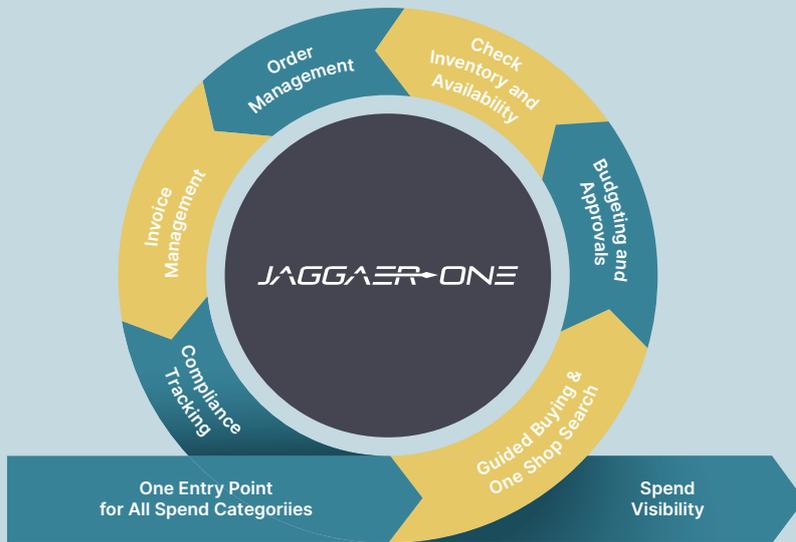
### **eProcurement**

JAGGAER ONE eProcurement provides a configurable, guided buying solution that gives buyers a modern, convenient online shopping experience, helping your procurement team to drive your organizational spend towards your preferred, strategically contracted suppliers. With managed

supplier catalogs, purchase request forms for unique buying situations, and contract-based procurement, maverick purchases are reduced to the minimum, cutting costs, saving on admin and strengthening your position for future contract negotiations.

### **Invoicing**

According to the Aberdeen Group, the cost of each invoice can be as high as \$35 and processing it can take up to 38 days. Best-in-class accounts payable organizations have reduced these costs to \$3 or less by leveraging the JAGGAER ONE Invoicing solution. It automates all of your AP tasks — collecting, submitting, matching (2- and 3-way) and approving supplier invoices (digital and paper-based) — giving you full visibility into organizational spending.



“JAGGAER’s spend management solutions have played a critical role in helping our university turn spending into a source of savings and innovation.”

**Sandy Hicks, Chief Procurement Office, University of Colorado**

### **Inventory Management**

Why purchase from the market when you already have what is needed? JAGGAER ONE Inventory Management allows you to fulfill purchase requests from stock on hand, optimize multi-location inventory levels with auto-replenishment, increase fill rates and raise team productivity. Specialized inventory items, such as chemicals and laboratory supplies, are also supported, taking into account requirements specific to your industry and the local legal framework including regulatory compliance, health, safety and environmental issues, etc.

# 04 |

## Supply Chain Execution / Direct Materials

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### Supply Chain Collaboration

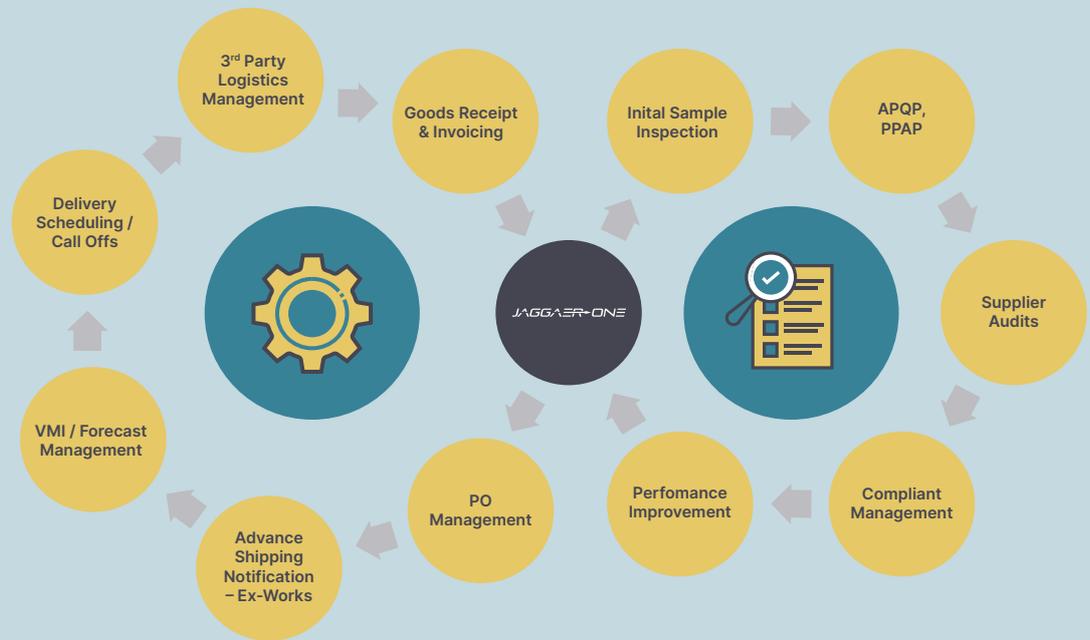
JAGGAER's Supply Chain Execution solutions extend the source-to-pay process for world-class direct materials purchasing. With seamless integration to any ERP system, they improve business efficiency and supplier management activities to support Supply Chain Collaboration, Quality Management and New Product Introduction across all global locations and backend systems.

Manufacturing and process companies in particular can improve production and



### Quality Management

distribution efficiency. With centralized purchase order management, forecast management, delivery scheduling and third-party logistics management, supply chain teams are empowered to improve collaboration and planning with component and material suppliers. Streamlined quality management processes lead to significantly reduced claim costs, increased claim compensation rates, and supplier performance improvement activities.



JAGGAER ONE Supply Chain Execution solutions reduce admin burden with the automation of quality management, supplier collaboration and development action plans, driving unnecessary costs and risks out of your supply chain.

“Despite having different SAP systems, all of our locations will soon have access to a central database. This digital connection makes it easier to communicate internally and speeds up the release process.”

**Onur Açıkgöz**  
 Project Leader Strategic  
 Procurement, MTU  
 Friedrichshafen GmbH

# 05|

## Supplier Onboarding / Catalog Enablement

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JAGGAER ONE offers the only fully managed supplier onboarding and catalog enablement services on the market.

The **JAGGAER ONE Supplier Network** provides a direct and free access point for managing all spend management activities with your suppliers. Our supplier enablement service fully onboards and integrates your preferred suppliers into the network, giving you the catalogs and supplier information to drive compliant spending most effectively. With one supplier network and a simple but robust supplier portal, you can ensure better supplier collaboration and performance.

Suppliers collaborate with your business via the Supplier Network at no cost. They provide and maintain the information necessary to do business with your organization, access sourcing events, negotiate contracts, receive and respond to purchase orders, submit and track invoices, and execute supplier performance development plans.

The JAGGAER Supplier Enablement service provides your suppliers with a professional, efficient partner for onboarding and catalog management. This saves you supplier onboarding process, catalog maintenance and IT integration costs that typically amount to \$15,000 to \$23,000 per supplier. And with JAGGAER catalog enablement, you get more spend under management, achieve higher contract compliance and can develop more efficient supplier collaboration across all procurement activities.

# 06 |

## Services / Integration & Support

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Unlike other vendors, JAGGAER is independent and ERP system-agnostic. The JAGGAER ONE platform integrates seamlessly with your existing enterprise resource planning system(s), giving a streamlined set of ERP integrations across all JAGGAER solutions, including consistent protocols and security. JAGGAER supports SOAP and CSV-driven ERP integrations, all managed by our dedicated Professional Services team. Plus, SAP connectors are ready to use, built on proprietary SAP technology for rapid deployment.

High quality applications running on a robust, integrated platform and backed by services ensure a rapid return on investment, low total cost of ownership and an excellent user experience. JAGGAER provides customers with one-on-one customer success managers who are tasked to ensure that these benefits are realized quickly.

JAGGAER solutions easily integrate with more than 40 ERP applications, from market-leading systems to homegrown and cloud-based platforms. JAGGAER helps hundreds of organizations successfully integrate with their ERP of choice regardless of the platform they are using.

In short, when it comes to third-party integration, JAGGAER also means: *procurement simplified.*



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