



SHOWCASE



Proven Solutions to Meet Your Supply Chain Challenges

ENPORION At-A-Glance

Enporion is a supply chain management solutions and services company, providing strategic sourcing and e-procurement applications, and related professional services. Enporion is delivering results for customers in the gas and electric utilities, manufacturing and distribution industries.

Enporion's Supply Chain Manager®, an integrated suite of e-commerce tools, delivers cost reduction through price and process savings, and includes capabilities in catalog management, supplier adoption and connection, spend reporting, e-sourcing including auctions and electronic RFx's, and contract management. These applications are delivered in an OnDemand environment, resulting in quick implementation and early realization of benefits.

Company: PPL Corporation

Business Challenge: Implement procure-to-pay electronic processes with suppliers

Enporion Solution: Supplier Enablement and Integration Solution

Results:

- Supplier adoption and enablement process
- Real-time validation of invoice data
- Improved ability to meet invoice payment terms
- Significant reduction in procure-to-pay cycle

Your Supply Chain Challenges

If yours is a typical supply chain organization, you're dealing with several critical and immediate issues:

- Delivering significant operational savings to the corporation
- Increasing spend visibility
- Optimizing existing ERP systems and/or merging diverse ERP systems
- Rapidly performing supplier adoption and connectivity
- Implementing electronic processes that can satisfy compliance requirements of Sarbanes-Oxley
- Creating, managing and tracking contracts
- Managing within resource constraints

Enporion Resolves These Issues

Supplier enablement is one of the biggest inhibitors to achieving the cost savings associated with electronic transmission of purchasing documents. Supplier enablement has been labeled as *"the single largest unsolved issue"* in electronic procurement.

The process of implementing electronic purchasing transactions with suppliers – from purchase orders all the way through invoicing and settlement – requires many steps, such as:

- Identification of key suppliers
- Contacting suppliers and reviewing the technical options for implementation
- Integration to the buyer's ERP or possibly separate financial systems (to support e-invoicing) and supplier's software systems
- Document mapping, perhaps via XML, and coordination
- Testing and maintaining software

Particularly among small and medium-sized suppliers, there is more resistance as they speculate on the difficulties of implementing software connections or the costs of

adopting new technology.

That's where the added value of Enporion's team of professionals helps you and your suppliers quickly resolve these issues. Enporion's supplier portal and Order Manager application bring significant value to these suppliers and create a positive environment for adoption. Enporion manages and executes, on your behalf, the tasks required to enable and maintain supplier connections – completing a job that organizations find so demanding on increasingly overloaded staffs.

As a result, our customers are driving down the cost of procurement operations, increasing spend data tracking, and driving costs out of other areas of business operations such as Accounts Payables.

Company: North American Electronics Manufacturer

Business Challenge: Supply Chain organization tasked to deliver company savings goal

Enporion Solution: Catalog Manager®

Results:

- Suppliers reduced and rationalized
- 7 – 10% overall cost savings achieved through competition
- Awarded suppliers' content entered into Catalog Manager
- End-user adoption exceeds 90%

e-Catalogs Deliver Value

An integrated supply catalog can produce significant real benefits such as reduced maverick spend, a single purchasing user interface for all employees, reduced negotiated prices, and increased spend visibility and tracking. When implementing its Catalog Manager® application for customers, Enporion resources offload labor intensive tasks from your teams and work directly with suppliers to obtain content, rationalize and improve the content, load and maintain data, build "Punch-Out" or "Round-Trip" connections when required, and apply updates as they are received.

Contract Manager – New Technology for an Old Issue

Creating and managing contracts – both with suppliers as well as with your customers – is still a manual process with an overwhelming majority of companies. As a result, existing contracts are not well tracked for compliance

with key terms and conditions. New contracts are often negotiated without consistency in key elements of the agreement. The entire process is resource-intensive – and lengthy.

Enporion's **Contract Manager** solution enables organizations to create, store, edit and manage any type of contract and to ensure transaction compliance for the terms agreed to in those contracts.

The whole process of buyer-supplier interaction and negotiation is accelerated, saving days or weeks over previous methods. "Decision trees" guide your contract creation process and ensure that company-consistent clauses and language are used. Event triggers can be set to alert key parties in your organization at appropriate times so that compliance with agreed-to terms is insured.

And, once again, Enporion professionals are with you every step to ensure efficient and successful implementation.

Company: Investor Owned Utility

Business Challenge: Efficient contract creation and tracking management process

Enporion Solution: Contract Manager

Results:

- One centralized contract management tool customized to meet specific individual company requirements
- Workflow and approval process management
- One centralized storage repository for all contracting documents

Enporion Customers Are Solving Their Challenges Today

Enporion can help you overcome your challenges, too, – and do so with **unequaled customer support**. According to the editorial staff of *Supply & Demand Chain Executive*, "Enporion has earned high praise from its customers, evidenced this year, as last, by the number of enthusiastic nominations for Enporion that we received for the 2007 '100' from the solutions provider's customers – **more than any other nominee included in this year's list.**"

Isn't this the kind of help you need with your supply chain challenges? 

Learn more at www.enporion.com, e-mail us at information@enporion.com, or call at 813-864-8128.