

BASWARE STRATEGIC SOURCING: THE POWER TO NEGOTIATE

What if you could quickly identify, evaluate, and select new vendors with ease? Imagine moving from error prone and expensive manual processes to automated and strategic selection and management of suppliers.

IT'S POSSIBLE WITH BASWARE STRATEGIC SOURCING

With Basware Strategic Sourcing, you can extract more value from your supply chain by leveraging transactional data from across direct and indirect procurement purchases to give you 100% spend visibility. This gives you robust, accurate data at your fingertips that you can use to identify trends and answer questions such as who are my top suppliers and who should be our strategic suppliers moving forward. Giving you what you need to negotiate more favorable contracts to drive business forward.

Manage sourcing and related activities from a single platform

- Break down internal silos between departments by capturing all data in a centralized location. Act on and use the data insights and collaborate more easily with suppliers.
- **e-RFX:** Leverage multiple RFI, RFP and RFQ formats. Collect, organize and evaluate detailed information from suppliers to qualify new and existing supply

sources. Improve efficiency and compliance with templates and a library of sample questions.

- **eAuction:** Conduct dynamic negotiations to determine true market price and maximize value. Accelerate the pace of collecting and comparing quotes. Reduce cycle times and increase cost savings through a streamlined process.
- **Contract management:** Effectively manage all contractual commitments in a single, online repository. Gain complete visibility across all your contracts along with dashboard searching and reporting.

- **Project management:**

Seamless integration into RFX, eAuction management, and contract management processes offers a dashboard view of all sourcing projects. Gain visibility into project activities for better understanding of resource and compliance needs.

Gain
100%
visibility

Connect
100%
of suppliers

Over
250
global networks



Evaluate suppliers with qualitative criteria

- Run more sourcing events with Basware e-Sourcing to increase supplier coverage and contract value. Instantly increase efficiency and save time and money.
- Eliminate the difficulty in finding suitable partners. Evaluate suppliers with qualitative criteria and automated bid scoring.
- Easily manage up-to-date supplier and contract information - reducing supplier risk, facilitating communication, and delivering transparency to deepen supplier relationships.

Tap into historical spend data to empower negotiation

- Stop operating blindly. Stop guessing. Instead, easily tap into transactional spend and supplier insights from your purchase-to-pay system for fact-based negotiations to right-size the supply base in each category.

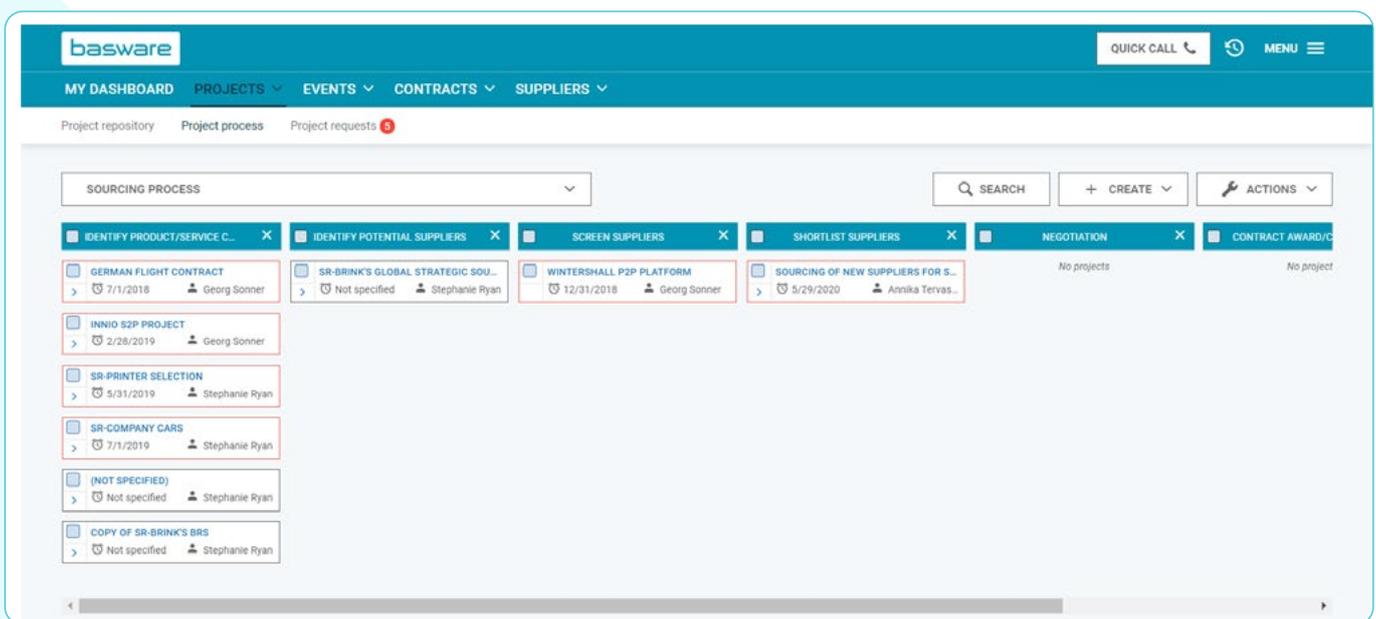
- You'll get the accurate information needed to drive your target percentage of suppliers in each category, focus on the right spend categories, and increase value in the supply chain.

WHY BASWARE?

1. When you join the Basware Network, the world's most advanced business network, you'll get connected with over 1 million potential suppliers across the world. Plus benefit from our interoperability agreements with over 250 global networks to expand your supplier base even further. You'll still have access to those suppliers not directly on the Basware Network. Imagine having that many suppliers right at your fingertips - the ease, the range, the innovation, and the potentials are limitless.
2. Connect 100% of Suppliers - Basware gets all (yes, "all") of your suppliers connected because of our ability to work

with any supplier, regardless of size or sophistication level. Send all your sourcing documents electronically with ease. Plus, we do the onboarding with your suppliers, so you don't have to lift a finger. The process is easy and it's free for your suppliers to join the Basware Network.

3. Simplify Operations, Spend Smarter - Instead of putting your team into overdrive, let automation work hard for you. With Basware's Strategic Sourcing, you're integrating more of the procurement process into one centralized location. You'll not only accelerate the sourcing process, but also source the best products at the right price point and move more spend to contracts with favorable prices and terms. Plus, you'll be able to view spend by supplier to ensure you're right-sizing the supply base while bringing on new suppliers.



This dashboard shows the various sourcing projects in one centralized location, making it easy to manage sourcing events and suppliers and drive supply chain excellence.

WHAT ADDITIONAL BENEFITS WILL YOU REALIZE?

- **Supplier Collaboration**
Are you struggling to build strategic relationships with your suppliers due to time-consuming tasks? Our tool allows you to create stronger and more deliberate supplier relationships because you can easily select just the right fit based on any number of criteria. And, communication is a breeze with the ability to exchange details and business documents through the automated platform.
- **Less Supply Chain Risk**
Instead of attempting to manually update multiple spreadsheets and manage ever-changing updates, let automation do it for you. Your supplier data will always be up-to-date thanks to our vendor management capabilities. What's more, by managing your supplier data electronically, you'll be able to ensure supplier compliance

with terms and conditions and identify and vet new suppliers in a snap.

- **More Spend Under Management**
Instead of utilizing dozens of one-off suppliers, you can consolidate suppliers and move more spend onto contract. That's because you'll have easy access to all the information in platform, giving you the ability to spot consolidation and discount opportunities thanks to data and spend visibility.
- **Increased Visibility**
By streamlining processes and improving collaboration with an end-to-end source-to-pay

solution, you'll gain visibility over the entire sourcing process and insight into enterprise spending. From spend and supplier management to other strategic tasks, the more you see, the more you can make better business decisions.

PRO TIP

By automating and integrating sourcing activities with your purchase-to-pay process, you can reduce the time to identify and validate new suppliers from weeks down to days and collect more of the critical financial data you need.

Want to learn more?

CONTACT US

ABOUT BASWARE

Basware is the only procure-to-pay and e-invoicing solution provider that empowers businesses with 100% spend visibility through 100% supplier connectivity and 100% data capture. Our cloud-based technology enables organizations to fully manage their spend, mitigate financial risk and reduce the cost of operations via automation. With the world's largest open business network and an open technology ecosystem, we are uniquely positioned to deliver the solution required for Visible Commerce, which provides customers with complete transparency into all the flows of money, goods, and services around the world. A global company, Basware has offices in 14 countries and is traded on the Helsinki exchange (BASIV: HE).

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