

eSourcing with IBX



Accelerating
user adoption,
accelerating
realized savings

Many CPOs implement eSourcing programs to increase savings and shorten the sourcing process times, but a large number of these initiatives fail to deliver what was expected.

The primary reason is often lack of user acceptance.

It all comes down to usage

Many of the eSourcing applications implemented fail to deliver the necessary business benefits. The two most important reasons for this sit within the technology itself, and change management that is either poorly executed or simply doesn't exist. The outcome is low system adoption and retention among the diverse number of stakeholders in the sourcing process, in particular – and where it has the highest level of negative impact – among the professional, strategic buyers within the organization.

As a consequence – and despite the hefty investments made and excitement that should play a natural part of deploying new technology – many sourcing professionals disregard their eSourcing tools and go back to the traditional means of spreadsheets and emails. In essence: the eSourcing tools are too advanced, clunky and complex, and instantly derail the expected organizational benefits and return on the technology investments.

How do you prevent this?

People matter, results count.

During the past ten years, IBX eSourcing has proven to outperform other solutions in terms of:

- User adoption
- High usage over time
- Number of events per user

The average sourcing cycle lead time of a prominent global home interior company was cut from 21 to 14 days after IBX eSourcing was implemented – a reduction of 33%.

IBX eSourcing – maximizing usage among all stakeholders

The solution provided should be one that the users want to use, not something that is forced upon them. The tool should require only a minimum amount of training to fully utilize. The IBX Business Networks existing customer base has proven that IBX eSourcing is quickly embraced by users across organizations and that usage remain on a high level, even with low levels of training and encouragement efforts, thanks to the tool's highly intuitive user interface.

Usage drives productivity, compliance and savings

The high user adoption drives the success of the eSourcing solution by delivering increased savings, shorter sourcing cycles and improved collaboration.

The high usage of IBX eSourcing is not limited to sourcing professionals but involves suppliers as well as internal business stakeholders. The solution helps you engage with the full ecosystem to gather and consolidate business requirements and to keep stakeholders involved during the evaluation phase. This results in high compliance, making sure the negotiated savings becomes actual savings.

A tailored, modular approach to eSourcing

IBX eSourcing delivers five modules that support your sourcing process from start to finish. These modules enable users to publish tenders and run auctions, while also managing suppliers, monitoring the progress of running sourcing projects and creating detailed reports.

RFX Premium Engine – accelerating supplier response and evaluation

This module collects supplier information and responses into a single format to enable faster evaluation. Users can also effectively build and manage online RFXs – with flexible forms, templates and instructional wizards that provide step-by-step guidance.

Auction Engine – shortening the negotiation process

Online auctions are made simple with IBX eSourcing's real-time online competitive bidding. Users can access numerous types of negotiations and auctions with single position negotiations and extensive framework agreements. Auction types for both selling and buying include: English, Reverse Dutch, Japanese, English Ticker and Sealed-bid Auctions.

Supplier Management Engine – all your supplier-base information in one place

This supplier management tool enables you to extend your external search capabilities and more effectively manage supplier information. You can easily collect all pertinent stakeholder and supplier details and search to find new suppliers.

Building a comprehensive supplier database is simple with standardized supplier profiles and flexible supplier questionnaires and evaluations.

Product Template Engine – full visibility of sourcing knowledge organization-wide

This engine enables you to manage and share sourcing knowledge across your organization thanks to templates and comprehensive libraries.

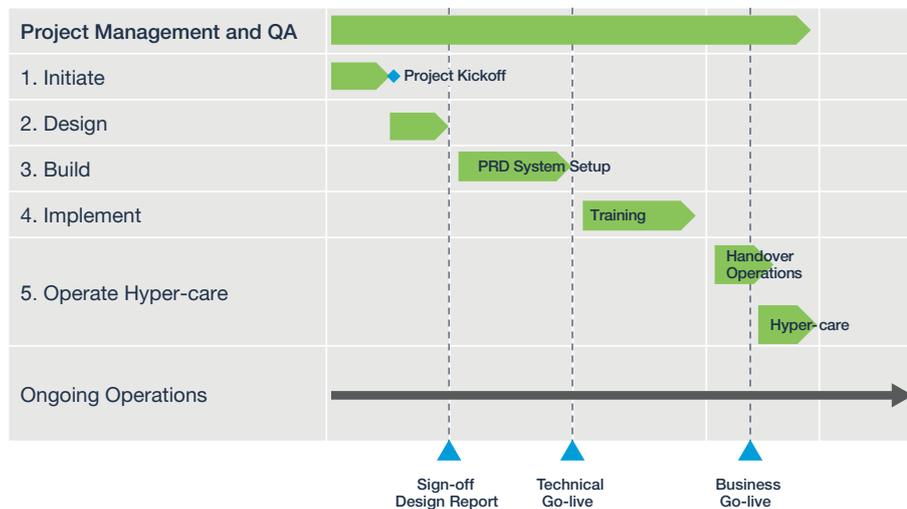
You'll be able to access multiple private and public template libraries, easily build RFXs using templates (whole RFX, sections or questions) and effectively share knowledge within your organization using public template libraries.

Enterprise Administration Tool – providing sourcing self-administration

This tool effectively allocates user profiles and rights, while monitoring and administrating RFXs and auctions. You'll also gain insight into your sourcing processes with extensive reporting capabilities on RFXs and auctions, system usage, savings and sourcing spend.

Not just accelerating usage, accelerating time to results

We collaborate with our clients to tailor the best and fastest route to deployment and improved business outcomes. Together, we leverage Capgemini's knowledge as an experienced eSourcing and change management provider to customize the implementation approach to fit your specific needs.



Small-to-global rollouts:

- Get up and running in as little as eight days

Supports your ongoing eSourcing success with:

- Training
- Content creation
- Change management
- KPI setting and recommendation
- Knowledge and experience sharing



We regularly experience amazing results – in a recent project we generated over 40% in savings.”

Phillipp Hoffman,
eSourcing Manager –
Linde Gas

About IBX eSourcing

IBX eSourcing is part of the: analyst-, customer- and advisor-recognized Capgemini IBX Business Network. Capgemini IBX Business Network is a cloud technology pioneer eProcurement company founded in the year 2000. Today it is serving 550,000 suppliers and over 320 large buying organizations worldwide. IBX eSourcing is deployed among many of these 320 customers, including the well-known business leaders T-Systems, Siemens, Linde and Tchibo.

The main benefits for your organization of deploying IBX eSourcing include:

- **High user-adoption.** Thanks to an easy-to-use, intuitive user interface for both buyers and suppliers, usage is always high – with a reduced need for training.
- **Increased savings.** Leverage your sourcing investment while increasing competitiveness in the bidding process and realize applicable savings growth proportional to user adoption.
- **Shortened cycles.** Reduce your sourcing process times and more effectively collect and evaluate responses.
- **Higher compliance.** Engage business stakeholders in collaborative scoring and evaluation, while focusing on actual savings – not negotiated savings.
- **Improved productivity.** Collect, build and share sourcing knowledge across your organization and manage your supplier base in one place – while doing more with the same resources.

A large number of global enterprises including T-Systems, Siemens, Linde and Tchibo already use Capgemini IBX eSourcing to drive their sourcing processes.



For more information please contact us at: ibx.global@capgemini.com



About IBX Business Network

The IBX Business Network is part of the Capgemini Group, one of the world's foremost providers of consulting, technology and outsourcing services. The Group reported 2014 global revenues of EUR 10.573 billion. Together with its clients, Capgemini creates and delivers business and technology solutions that fit their needs and drive the results they want. A deeply multicultural organization, Capgemini has developed its own way of working, the Collaborative Business Experience™, and draws on Rightshore®, its worldwide delivery model.

Connecting over 340 large buying organizations, 550 000 suppliers and providing services in more than 140 geographies, the IBX Business Network is a Cloud-based, ERP independent, e-Procurement platform that optimizes user-experience, enables superior spend management, while exacting lower total cost of ownership. Part of Capgemini's BPO portfolio, the IBX Business Network is a complete ready-to-run procurement service that supports the entire closed-loop Source-Purchase-Pay process, resulting in lower costs and faster ROI, increased spend visibility and transparency, increased control and compliance and improved supplier quality.

Learn more about us at

www.capgemini.com/ibx

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