Accelerate Procurement with Cloud

IBM

Highlights:

- Global competition requires procurement leaders to influence both costs and revenue

- IBM Cloud solutions for Procurement shift the focus from technology to innovation

- The IBM Emptoris on Cloud portfolio for Procurement includes solutions from sourcing to supplier lifecycle management to telecom expense reduction

According to an IBM study, the number of companies using the cloud for significant innovation is project to double between 2012 and 2015[1]. A recent IBM global study reveals that leading companies use SaaS beyond a cost-saving deployment option to deliver something even more compelling: competitive advatage[2]. For chief procurement officers and procurement leaders, this trend represents an opportunity to effectively manage the bottom-line and also influence revenue growth.

More than ever, Chief Procurement Officers and Procurement leaders need to manage spending, contracts, and entire supplier ecosystems to help deliver bottom-line savings for the business—focusing on effectively managing supplier information, relationships and processes to ensure compliance and mitigate risk. As part of the source to contract process, they are driving savings with advanced sourcing and enterprise contract management capabilities – all from the cloud.
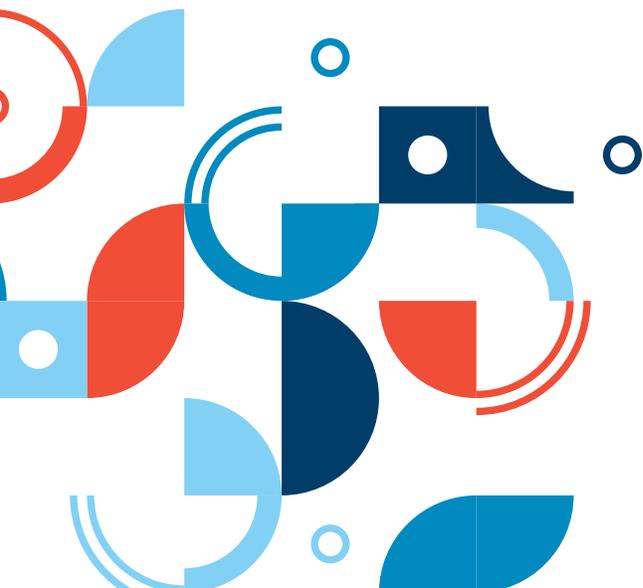
At the same time, Procurement teams have deep knowledge of an organization's practices and relationships that could be used across lines of business to innovate and influence top-line activities; global competition requires company-wide collaboration. And while technology plays a crucial role in creating the most effective cost control and vendor management environment possible, lengthy IT deployments are unacceptable when business innovation is at stake.

The Power to Innovate

IBM Cloud solutions for Procurement accelerate innovation by giving teams access to advanced, secure and always up-to-date solutions in the cloud. Now, streamlining the full procurement lifecycle for third-party services categories, including temporary labor, time and materials is as simple as tapping into the IBM Cloud, where solutions are readily available to help deliver business process innovation, insight and business results.

1 Source: Berman, Saul J. Dr., et al. 2012, *The power of cloud-driving business model innovation.* IBM Institute for Business Value.
2 Source: IBM, *Champions of Software as a Service, How SaaS is fueling powerful competitive advantage* (IBM CAI, 2014)

IBM Cloud solutions for Procurement can help teams:
- reduce costs by improving visibility and automating procurement and management processes
- gain insight into global services and workforce management through improved business intelligence
- increase productivity and capacity by using a single, central workspace for better communication and collaboration

IBM has a suite of subscription-based SaaS solutions just for procurement—from sourcing to supplier lifecycle management to telecom expense reduction, and more. For example:
- **IBM Emptoris Contract Management Buy Side on Cloud** streamlines and improves the contracting process and actively manages contracts throughout the procurement lifecycle.
- **IBM Emptoris Spend Analysis on Cloud** enables companies to consolidate, cleanse and classify spend data from across dispersed and disparate systems.

Other IBM Cloud solutions for Procurement include:

IBM Emptoris Contract Management Buy Side on Cloud
IBM Emptoris Contract Management Sell Side on Cloud
IBM Emptoris Program Management on Cloud
IBM Emptoris Rivermine Telecom Expense Management on Cloud
IBM Emptoris Services Procurement on Cloud
IBM Emptoris Sourcing on Cloud
IBM Emptoris Spend Analysis on Cloud
IBM Emptoris Supplier Lifecycle Management on Cloud
IBM Sterling Supplier Portal

Visit the IBM Cloud marketplace to explore SaaS solutions for Procurement.
ibm.com/cloud/marketplace

Focus on business, not IT deployment

IBM offers best-in-class SaaS applications that help Procurement teams accelerate innovation and focus on business goals rather than IT deployment. IBM is a global SaaS leader with over 100 applications—supported by IBM Cloud data centers around the world—and delivering the enterprise-grade security, availability and elasticity you expect from IBM.

IBM presents a wider range of SaaS options than any other provider, combined with a broad set of options for deployment. These encompass a unique portfolio of SaaS solutions that accelerates business process innovation, delivers business analytics at the point of impact, and enables collaboration by creating and linking business networks.

For more information

Learn more about the IBM Cloud SaaS solutions portfolio today:
- Visit: **ibm.com/saas**
- Call: 1-877-426-3287
- Follow **@ibmsaas** and **#ibmsaas**
- Speak with your IBM representative or business partner