

IBM Emptoris solutions overview

Help enable companies to maximize financial performance and optimize commercial risk



Highlights

Innovation and impact

- IBM Emptoris Strategic Supply Management solutions help enable companies to maximize financial performance and optimize commercial risk. The suite of award-winning and industry-recognized sourcing, contract management, spend analysis, supplier lifecycle management, services procurement and telecom expense management solutions are successfully used by Global 2000 companies.
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IBM is a world leader in delivering strategic supply and contract management solutions that help enable companies to maximize financial performance and optimize commercial risk. IBM's award-winning sourcing, contract management, spend analysis, supplier lifecycle management, services procurement and telecom expense management solutions are leveraged by more than 350 Fortune 1000 and Global 2000 companies.

Intelligence and value

By providing a single, accurate and robust source of spend, contract and supplier data and intelligence, IBM Emptoris solutions enable individuals and organizations to make optimal business decisions, and deliver greater performance and value across the global enterprise. Such actionable intelligence and improved performance impacts key corporate objectives; from managing global growth, enforcing compliance and mitigating volatility and risk – to reducing and controlling costs.

Industry-leading solutions

IBM Emptoris solutions have been recognized by leading independent analyst firms as some of the most robust and industry-leading solutions. More importantly, IBM's solutions have been tried and tested in many of the world's most demanding operational and IT environments. Many of the Global 2000 companies leverage IBM Emptoris solutions including industry leaders such as Anheuser-Busch InBev, Cisco, Delta Airlines, and Syngenta.

Extending the value of ERP

Many of these companies leverage IBM Emptoris solutions to extend the value of their investments in Enterprise Resource Planning (ERP), finance, procurement and Content Resource Management (CRM) systems – and to provide functionality and centralized business intelligence that these systems do not provide. IBM Emptoris solutions are specifically designed to more easily integrate – and come with pre-packaged integrations and connectors to – dozens of leading ERP, procurement and CRM systems.



Global capabilities and support

IBM Emptoris solutions and customer support are offered in more than sixteen global languages including Chinese/Mandarin, German, Japanese, Portuguese, Russian and Spanish. IBM Emptoris has global operations in Shanghai, China; Paris, France; Munich, Germany; Bracknell, England; Melbourne, Australia; Pune, India; Minsk, Belarus; San Paulo, Brazil; and many locations in the US.

Leaders in innovation

IBM has a world-class team of professionals that are passionate about innovation and customer service, pioneering the development of e-sourcing technology in 1999 and the use of optimization technology to assist in business decision-making. IBM continues to make significant investments into research and development to continue to bring new innovations to the marketplace – and has won numerous awards for product innovation and leadership.

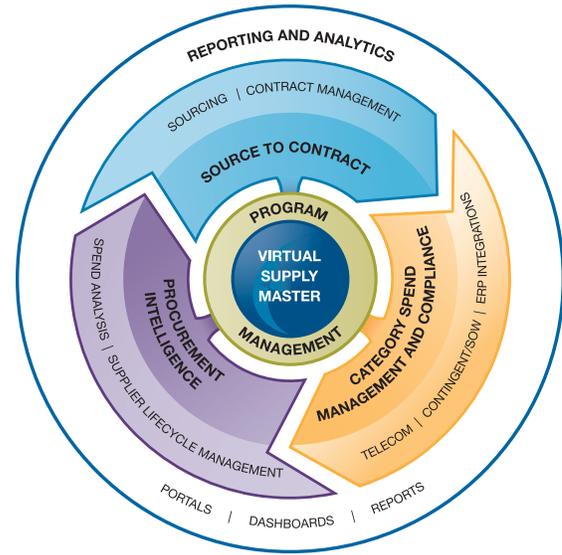


Figure 1: The IBM Emptoris strategic supply management platform

“While ERP providers have focused on managing the transaction, e-procurement vendors have focused on managing the order, and CRM providers have focused on managing the customer relationship. IBM’s focus is on strategic supply management, both managing suppliers and supply intelligence,”

– Patrick Quirk, IBM Software Group, Commerce,
CEO of Emptoris



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