

IBM B2B Commerce for Procurement

Unlock the power of a revolutionary new digital network that connects sellers and buyers

As the commerce landscape becomes increasingly complex, buyers and sellers aim to deliver consistent outcomes and high-quality experiences. IBM® B2B Commerce for Procurement—an IBM Consulting™ business process outsourcing offering—transforms your procurement network, connecting sellers and buyers to address tail and tactical spend.

Three parts, one solution

IBM B2B Commerce for Procurement is composed of three components by which IBM helps monitor and enable financial transactions: the technology, or platform; a curated seller ecosystem; and lastly, transaction handling. Combined, these parts make up a solution for clients in the procurement space, especially for those interested in digitizing their tail spend. A shared environment brings reduced costs for everyone and access to a wider range of resources. In the end, everybody wins—customers get what they need, while chief procurement officers (CPOs) continue to play an important role in the procurement process.

Procurement options that are relevant and competitive

In addition to its combined value for customers and procurement leaders, IBM B2B Commerce for Procurement offers data visibility for all users—you can monitor prices and provide feedback to sellers. Most importantly, you can find relevant offerings in a competitive environment and know you're getting exactly what you need, and at the best price. With IBM B2B Commerce for Procurement you get:

- Preestablished supplier relationships with rich, relevant, competitive content and standardized contracts
- An impressive user experience with procurement controls that increase spend under management and compliance
- Powerful AI-driven features to manage content with customized views for analytics and insights

- Easy access to a more diverse, competitive supply base to address supply chain sustainability and help ensure best pricing
- A dynamic network that learns as it grows to align with buyers' needs

IBM B2B Commerce for Procurement provides an ecosystem for buyers and sellers to transact on a digital platform, which enables organizations to simplify processes and create greater visibility into procurement costs.



Digitize procurement processes

Enable buyer access to a broader supplier network without the cost of onboarding sellers or maintaining additional private catalogs.



Gain control over tactical and tail spend

Align with your existing policies and procedures for greater visibility and control over tail and tactical spend while reducing risk.



Reduce operational costs

Share procurement infrastructure costs to manage tail and tactical spend with other IBM B2B Commerce for Procurement participants.



Generate saving opportunities

Benefit from spend aggregation and competitive tension among suppliers to drive lower prices instead of relying on sourcing events. Suppliers will have enhanced demand visibility to provide relevant content and competitive prices.

[Learn how](#) IBM Consulting is helping clients transform their procurement processes.

[Read](#) the Forrester report for relevant perspectives on why procurement transformation propels business value.