

# ReThink Commerce

We help organizations operate  
faster, leaner, smarter



# proactis



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**Transform the way  
you do commerce  
and thrive in the  
digital economy**



# ReThink Commerce

**The world is moving to a new,  
more challenging economy.**

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The digital economy, the future economy, the new economy – it doesn't matter what you call it, it's an economy where organizations of all types must find ways of doing more with less in order to effectively compete or serve. It's an economy that demands maximum efficiency,

so it's an economy that's increasingly driven by technology-based business models. Forward-looking organizations know this. They know they need to operate faster, leaner, smarter in order to thrive in the coming years. And they know waste is what gets in the way.







**You too can  
become a faster,  
leaner, smarter  
organization**

## We help organizations around the world operate faster, leaner and smarter.



We enable both buyers and sellers to eliminate wasted time, money and talent by transforming the way they buy and sell all types of goods and services.

We help buying organizations take the waste out of all their non-payroll spend. And we help selling organizations take the waste out of their B2B sales processes.

**We do this by delivering advanced technology and service solutions that help both parties streamline internal processes and revolutionize the way they engage and interact with each other.**

## Our solutions are enterprise-grade and proven.



They are built around core concepts and capabilities derived from real-world experience combined with leading edge technologies that make them 'just feel natural' – simple to use, largely self-managing and highly adaptable.

Most importantly, they are designed to deliver true bottom-line impact.

**Our comprehensive family of tailored solutions is organized into three key areas:**

**ReThink Spend**

Integrated Source-to-Contract, Purchase-to-Pay and related solutions that streamline every aspect of buying and paying for all types of goods and services.

**ReThink Sales**

Integrated digital marketing, selling and invoicing solutions that streamline the entire B2B sales process.

**The Business Network**

A global eCommerce network that makes all forms of interaction and commerce faster, easier and more effective; connecting over a million businesses in over 90 countries.

**Buyers gain greater value.**

**Sellers gain greater sales.**

**Everyone gains greater efficiencies.**

# ReThink Spend

**It's time to rethink spend.  
Your ongoing success depends on it.**

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What you spend, how you spend, who you spend with and how you go about the process of managing your spend is fundamental to your organization's operational and financial performance.

It significantly impacts your cost of operations. But it also affects your ability to generate revenue, the quality of service you deliver and your ability to support growth.







**Spend management  
solutions that drive  
greater value and  
productivity, while  
lowering risk**

# If you want to operate faster, leaner, smarter, you've got to have a solid spend management process.

## Savings

Your organization spends a large portion of its overall budget on the goods and services it needs to do its work – that's a lot of money, and any savings you gain without giving up overall value go straight to the bottom-line.

## Productivity

People throughout your organization spend time on the process of researching, buying and paying for it all – that's manpower cost, and any efficiencies you gain go straight to increased productivity.

## Responsiveness

The great majority of those goods and services really are needed, and usually ASAP – any speed and added value you gain goes straight to improved responsiveness to the customers or communities you serve.

## Risk

The suppliers you use become an extension to your organization – ensuring their performance and compliance is as important as ensuring your own.

Those factors affect everything you do. So, when you think about transforming your spend management processes, think about the big picture: improving your bottom-line by reducing cost and increasing value while at the same time making your whole organization more efficient, more effective and more successful at achieving its overall mission.

**That's exactly what ReThink Spend solutions are designed to do.**

### ReThink Spend capabilities:

- Purchase-to-Pay
- Accounts Payable Automation
- Supplier Management
- Sourcing
- Contract Management
- Content Management
- Spend Analysis
- Employee Expenses

# Our ReThink Spend solutions enable you to streamline, enhance and integrate any or all aspects of your spend management process.

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## For Procurement

- ④ **Increase spend under management** by enabling you to effectively source a greater range of categories with the team you have; free up time and talent with automated supplier interaction and contract lifecycle monitoring, and apply a full range of sourcing methods.
- ④ **Increase savings from on-contract purchases** by making it easy for everyone in your organization to find and buy the goods and services they need from properly sourced suppliers.
- ④ **Reduce risk to your organization** by ensuring consistent supplier performance and compliance.
- ④ **Identify more opportunities for savings**, better support contract negotiations and ensure commitment compliance by increasing visibility of organization-wide purchase activity.

## For Finance

- ④ **Ensure only appropriate purchases are made** by increasing compliance with your authorization policies and procedures.
- ④ **Improve budget and cash flow management** by increasing visibility of the 'cost pipeline' for managers throughout your organization.
- ④ **Reduce the cost of the Accounts Payable function** by automating the great majority of invoice processing.
- ④ **Establish a new source of revenue** by offering accelerated supplier payments in return for discounts.

## For the entire organization

- ④ **Increase organization-wide productivity** and employee satisfaction by simplifying and accelerating the entire buying process.

# ReThink Sales

## It's time to rethink your approach to B2B sales, again.

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The rapidly changing B2B landscape is creating new opportunities to increase sales from existing customers, and to be in the right place at the right time when potential new customers go looking for possible new suppliers. And all with far greater efficiency in everything

from marketing to quotes and proposals, to order processing, billing and payment. If you want to operate faster, leaner, smarter, you need an eCommerce approach that makes it easy for customers to engage and interact with you from within their workplace.





**eCommerce solutions  
that drive increased  
B2B sales with  
greater efficiency**



## Many of your best customers – and potential customers – are working hard to maximize the value they get for what they spend.

### As part of their spend management efforts, they are:

- ④ Deploying consumer-like online capabilities that guide people throughout their organization to buy the goods and services they need from the suppliers with whom they have established best-value agreements.
- ④ More frequently re-evaluating potential sources to make sure they have suppliers that provide the best value available in the marketplace. They look to 'discover' new suppliers and use a variety of electronic-based processes for supplier qualification and selection.

Increasingly, organizations are connecting to business networks to do those things. The good news is that those same networks are enabling sellers to grow sales, cut cost of sales and speed up payment. It's a big win for everyone involved.

The Business Network from Proactis is one of the biggest such networks in the world – a global eCommerce network that connects over a million businesses in over 90 countries and 15 languages. Your presence in The Business Network puts you directly in front of all those buyers. You become easier than ever for existing customers to buy from. And you become easier than ever for new customers to find.

### ReThink Sales capabilities:

- Online Presence
- Business Development
- Tender Response
- Contract Management
- Content Management
- Order Processing
- Invoicing

## Our ReThink Sales solutions make it easy.

Incorporate your products into the online purchasing systems of hundreds of current and prospective customers and streamline interaction with one single connection and one single management process.

### For Sales and Marketing, they make it easy to:

- ④ **Be found in customer searches** for available sources.
- ④ **Promote your brand** with a highly visible profile, banner ads and appearance in category-specific search results.
- ④ **Become aware of, and respond to, tender opportunities.**
- ④ **Publish rich, visual catalogs** to help sell your products or services.
- ④ **Enable easy online order placement** within the controls of customers' purchasing systems.
- ④ **Track marketing activity metrics.**

### For order processing and Accounts Receivable, they make it easy to:

- ④ **Receive 100% electronic orders** ready for automated processing.
- ④ **Deliver 100% electronic invoices** ready for immediate customer processing and faster payment.
- ④ **View invoice and payment status online at any time** – even for invoices delivered offline.

### For Finance, they make it easy to:

- ④ **Better manage cash flow** with options for accelerated payment.

# The Business Network

## It's time to rethink how buyers and sellers do business.

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From finding, qualifying and connecting with each other, to daily information and transaction exchange, both parties need ways to streamline communications so they can each operate faster, leaner and smarter. The Business Network from Proactis is a global cloud-based network that offers

buyers and sellers a single, secure, automated and on-demand connection to thousands of other organizations around the world. A connection built specifically to bring buyers and sellers together and make it dramatically more efficient to do business with each other.





**Global framework for  
fast, efficient buyer/  
seller interaction  
and commerce**

# The Business Network is one of the biggest eCommerce networks in the world.

It makes all forms of interaction and commerce faster, easier and more effective, connecting over a million businesses in over 90 countries.

## As a Buyer

The Business Network enables you to streamline and standardize electronic supplier communications throughout the procurement process from discovery to qualification and on-boarding, sourcing, contract award and management, product and service catalog management, guided buying, PO placement, invoice processing and virtually any other aspect of supplier interaction.

### The result is:

- ④ Increased savings through greater spend under management and on-contract buying.
- ④ Increased efficiency in Procurement, Accounts Payable and throughout your organization.

## As a Seller

The Business Network puts you directly in front of a whole world of potential new customers and makes it far easier for existing customers to buy from you within their procurement systems. It gives you visibility of new opportunities and speeds your ability to deliver quotes and proposals.

It enables you to receive orders and send invoices electronically, provides you with 24x7 access to invoice payment status as well as options for accelerated payment. And there are no fees unless you want to take advantage of advertising opportunities or premium capabilities.

### The result is:

- ④ Increased sales through being easy to find and easy to do business with.
- ④ Increased profitability from increased efficiency in marketing, business development and sales.



## Key capabilities of the network include:

- ④ Single connection to thousands of trading partners.
- ④ Cloud-based portals.
- ④ Standards-based integration with back-end business systems.
- ④ Master data synchronization with internal and trading partner systems.
- ④ Activity alerts.
- ④ Highly configurable workflow and business rules.
- ④ Country-specific invoice legal compliance validation.
- ④ Digital signatures.
- ④ Secure document/transaction archiving and access.

And more...

**The Business Network enables and supports all of the capabilities of Proactis ReThink Spend solutions.**

# Overview



**Buyers gain greater value. Sellers gain greater sales.  
Everyone gains greater efficiencies:**

## **Benefits for Finance:**

- ④ Ensure only appropriate purchases are made.
- ④ Improve budget and cash flow management.
- ④ Reduce cost of the Accounts Payable function.
- ④ Establish a new source of revenue.

## **Benefits for order processing and Accounts Receivable:**

- ④ Receive 100% electronic orders.
- ④ Deliver 100% electronic invoices.
- ④ View invoice and payment status online at any time.

## **Benefits for Procurement:**

- ④ Increase spend under management.
- ④ Increase savings from on-contract purchases.
- ④ Reduce risk to your organization.
- ④ Identify more opportunities for savings.

### **Benefits for Sales and Marketing:**

- ④ Be found in customer searches.
- ④ Promote your brand.
- ④ Become aware of, and respond to, tender opportunities.
- ④ Publish rich, visual catalogs.
- ④ Enable easy online order placement.
- ④ Track marketing activity metrics.

### **Benefits for the entire organization:**

- ④ Increase organization-wide productivity and employee satisfaction by simplifying and accelerating the entire buying process.

**Be the person that makes the difference in your organization.**

**Millions of people  
in thousands of  
organizations  
around the world  
use Proactis  
solutions every day  
to deliver greater  
bottom-line value.**

# ReThink Commerce with us

If you want to become a **faster, leaner, smarter** organization, then contact us today. We'd love to hear from you and explore how Proactis solutions can deliver dramatic benefits very quickly.

**Email** [info@proactis.com](mailto:info@proactis.com)

**Visit** [proactis.com/us/contact](http://proactis.com/us/contact)



