



Punchout

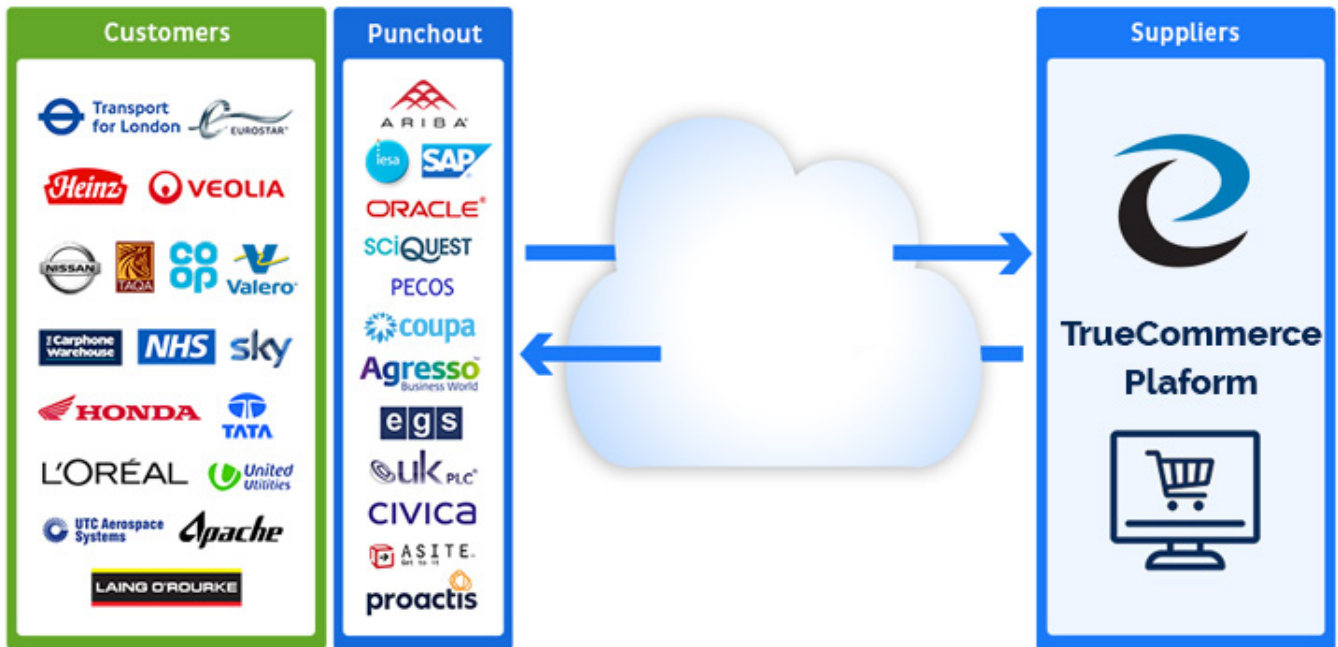
Give your largest customers a 10% reduction in cost without lowering your prices.

TrueCommerce™

Do business in every direction

Integrate with your largest clients to build long term relationships

Larger customers may have their own procurement systems such as Ariba, SAP, Oracle and Coupa or use a third party marketplace and request that your ecommerce solution integrates with their purchase ledger to avoid having to double enter their purchase orders in both their finance system and in your ecommerce system.



Punchout provides paperless handling of requisitions, purchase order acceptance and sales order generation which ultimately saves your customer money thus providing you with an advantage over your competitors who just have standard ecommerce functionality. The B2B platform supports a wide range of punchout systems and marketplaces to give you maximum punchout connectivity with the largest possible number of clients without development or delay.

20 years of Punchout experience

We have over 20 years of Punchout experience connecting suppliers across a diverse range of industry sectors to major well-known global buying organisations. We recognise each buyer's e-procurement system is setup differently and these variations can often make the Punchout connection process for suppliers difficult. We handle this to make the process smooth and provide Punchout catalogue solutions of all sizes and complexity with administration options available for your team ranging from a simple spreadsheet or dashboard to real-time integration with your own ERP and financial systems.

Austerity measures by heads of purchasing at large organisations is putting pressure on suppliers to support Punchout

Many of the largest buying organisations across the UK and Europe are demanding their key suppliers implement "Punchout" technology in their B2B ecommerce solutions....**so what does this mean?**

Well in the quest to achieve maximum supply chain efficiency savings, companies in the private sector (typically large global and FTSE 250 scale companies) or public organisations (including local authorities, government bodies, universities, hospitals, etc..) typically with large purchasing budgets are increasingly turning to e-procurement through solutions such as Ariba, SAP, Oracle, Coupa, SciQuest etc... to purchase electronically from their supplier base with improved analysis and tighter financial controls on expenditure.

Punchout – a supplier opportunity or threat?

Organisations awarding suppliers new contracts are therefore increasingly specifying Punchout as a mandatory requirement to help reduce their associated costs of purchasing. A supplier supporting purchasing through punchout is typically viewed as being 15% cheaper than a competitor who does not.

For many suppliers, this technological change in procurement is forcing them to either invest in a new B2B ecommerce solution or purchase a stand-alone Punchout solution. Those suppliers put off by the cost are ultimately depriving themselves of the most lucrative customers. For others who've been quicker to adapt and integrate with these new purchasing technologies, they have actually transformed this development into a distinct competitive advantage, in many cases helping them to retain or win new lucrative deals with large customers, beating suppliers who've been slower to engage.



Key Benefits of embracing Punchout:



Win new tenders with bigger organisations

Buying organisations look with favour on companies who can collaborate with their purchasing technology. If you're a supplier with this capability then it immediately lifts your bid to a winning advantage.



Retain contracts for longer periods

Suppliers who are able to tightly integrate with their customers purchasing technology can cement their relationships so they become longer lasting relationships– it is true that Punchout makes suppliers sticky.



Obtain presence on the purchasing systems of your buyers

It's a no brainer that the key benefit of achieving a permanent presence on the buyers purchasing screens (especially if the buying organisation is adhering to a strict approved supplier only process where "maverick" spending with non-approved suppliers is prohibited) can hugely assist suppliers in selling more.



Streamline the selling/buying process to everyone's benefit

E-procurement can save the buying organisation upwards of 10% in attributed purchasing costs and the costs for suppliers who successfully achieve punchout are of course reduced to their benefit also. Punchout can indeed be a win, win scenario.

To find out more about our Punchout Solution call us on 0345 643 6600 or request a call back [here](#)