

Studies have shown that e-procurement can lead to enormous cost reductions and higher flexibility due to shortened time-to-market. Kelsar EPM (E-Commerce Procurement Management) provides extensive support and intelligent features that take e-procurement to the next level.

EPM consists of integrative software to customize procurement, offering decision support tools and intelligent software agents to support and automate the complete procurement cycle, from planning, to execution and monitoring.



The Kelsar **EPM** provides a secure platform for web-based procurement to capture and customize methodology. The steps in the workflow allow organizations to perform problem definition and analysis, vendor screening, issue identification, contract term negotiation, and business transactions. **EPM** usage begins with the problem identification step, which helps the user structure ill-defined scenarios. Based on previous trends and user's preferences **EPM** aids in partner discovery, identifying terms and issues for generating the contract, and filtering candidates. During procurement execution, **EPM** supports exchange of offers and proposals, offer analysis, addition and removal of issues, and real-time communication support. If both parties reach an agreement, the contract will be verified and electronically signed.

The following benefits bring out the usefulness of **EPM** implementation:

1. Make your complicated procurement process efficient

Your current procurement process is too complicated. One of the biggest risks identified by procurement managers was the costs and complexity of integration of e-procurement solutions with existing practices. Additionally each RFP requires intra-organizational collaboration and inputs. With **EPM**, you can automate the routine process of collecting requirements and creating RFPs, and make procurement process more efficient and integrated. Repeatable activities can be eliminated.

2. Explore the global marketplace and new opportunities with intelligent agent

Users of exchanges and market consortiums identify the limited number of suppliers as a business risk. **EPM**'s intelligent searching mechanism continuously looks for appropriate vendors, requests information and updates you with complete vendor profile. This opens the door for new business partnerships.

3. Goal oriented procurement support

If you are dealing with an experienced supplier on multiple issues and attributes, you may encounter problems such as accepting an "attractive" proposal that does not make economical sense. This is a common problem in procurement or any negotiation even for experienced staff. Defining your goals and prioritizing your preferences reduces such errors resulting in cost savings. **EPM** assists you in preparing for procurement, reviewing records, and setting up your preferences.

4. Choosing the appropriate methodology

There is never a "one size fit all" in business procurement, as each situation has different criteria, timeframes, etc. **EPM** helps you to select the best business model for your purchasing activity, whether it is auctions, market consortia, negotiation with select vendors, or any other model.

5. Strategic analysis and intelligent support

Existing e-procurement systems emphasize automation and seldom provide methodological support. **EPM** consists of intelligent software agents and expert systems that may offer strategic advice and real-time support to the user, helping in the evaluation and proposal consideration process. This integrative approach enhances existing investments in e-procurement software.

6. Enhanced terms based on desired levels

Most procurement deals are automatically closed when the proposal is considered "acceptable". **EPM** offers more than that: You may determine your acceptance level and desired level, and **EPM** will work towards your defined goals. Even if you received an acceptable proposal, the software continues to counter-offer until it meets the best available criteria for you. This mines potential cost savings which adds to your bottom line.

7. Mutually beneficial agreement

Business relationship is a key issue among companies. Deterioration in supplier relationships resulting from downward price pressure due to the usage of price-centric purchase models was listed as a high-risk concern for procurement managers. Although the purchaser and supplier may have different viewpoints on particular issues, there are always areas of mutual interests. **EPM** investigates and raises new issues that could be mutually beneficial to both parties. By having a win-win solution, long-term business relationships can be maintained.

8. Portable procurement support

Consider the following recurring scenario - You are on a business trip abroad, and you have sent a RFP to different vendors. Do you have to call your office everyday to check if you have received a proposal? **EPM** can be installed on your laptop, or even your PDA, and you may access your procurement files from anywhere. You will never miss a proposal and the procurement may continue smoothly no matter where you are.

9. Save time via reusable templates

Routine paperwork is a waste of your valuable time. With **EPM**, you only have to enter the information once, and a template will be created for your particular product (purchase). You may then re-use the template even for other purchases.

10. Decision support tool

EPM can be integrated with your ERP, e-Procurement and management application. If your department is considering a Make or Buy decision, **EPM** is eligible to provide decision support and analysis based on available information, such as cost-benefits analysis. Your decision criteria will be automatically updated in your procurement preferences and will be propagated down the ranks.

Please visit our website at www.kelsar.com to view our products on outsourcing support, and team management

