

# Retailers: How to Cut Costs and Optimize Your Procurement?

## Take Control of Your Spend

[www.b-pack.com](http://www.b-pack.com)

[www.source-and-procure.com](http://www.source-and-procure.com)

## How to Take Better Control of Your Spend?

In the first paper of our retail series, we demonstrated how visibility is a key factor to reducing spend and protecting corporate margin. At b-pack, we believe visibility and control work hand in hand.

In this second paper, we will introduce the best practices to take better control of your spend addressing the specific constraints of the retail industry. You will learn how to create a broad adoption of your corporate spend policies, improve your control over store operational spend, store creation and renovation. You will also see how to enforce your buying power by standardizing your contracting process and centralizing information.

### Adopting corporate policies

**A people driven success:** Retail business is big business, in term of volumes, velocity of the goods and complex staffing constraints. For any software, user adoption is a critical factor in taking control of your spend. b-pack's solutions can be customize to your specific configurations to guarantee fast user adoption for each of your company's business units. With b-pack, large scale deployments do not require significant IT resources or hardware investments thereby increasing the return on investment without disrupting the operations.

**Budget Management:** Using b-pack, your organization monitors and controls budgets in real-time from the business unit level to your region and/or corporate levels. On top of standard operating budgets, b-pack tracks new business unit implementations, marketing investments and other capital expenditures giving you better ways to control and manage your spend.

*" At b-pack, we believe Visibility and Control work hand in hand. b-pack provides innovative tools to optimize your Procurement"*

- Julien Nadaud, CEO, b-pack



*Take Control of Your Spend*

*"User adoption is the single most important factor in an eProcurement project. No user adoption means no visibility and no control"*

- Pascal Blanc,  
Director, Source & Procure

## b-pack: The #1 Purchase-to-Pay Technology

b-pack is the #1 Purchase-to-Pay Technology in the Market. Our SaaS Cloud Solution is flexible and customizable on demand. b-pack is an ERP enhancing solution enabling companies to automate, optimize and save on their purchase-to-pay processes. With offices in North America and Europe, partners Worldwide, b-pack has global reach to meet companies management needs.

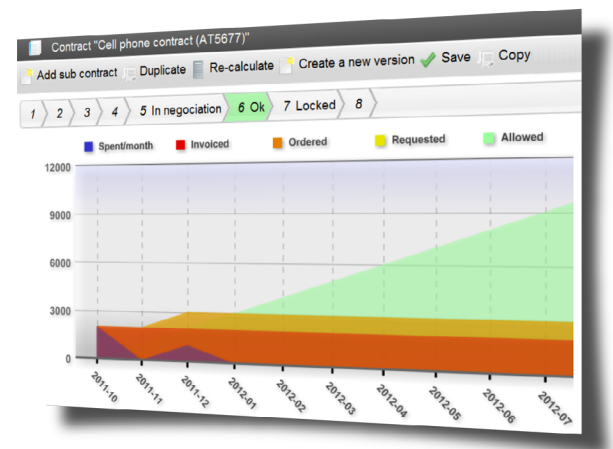
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**Contract Management:** Contract terms in the retail industry are numerous and usually complex. Terms like Bracket pricing, Rebates, Promotions, Lead-times or Product Quality are difficult to track and enforce. Instead of recovering lost spend, why not enforce contract policies.

As the #1 Purchase-to-Pay technology, b-pack helps companies save money through best practices and process automation. b-pack's solutions optimize financial control, improving your budget management and providing real-time information. You will also have the ability to create custom forms easily in order to simplify your processes. b-pack also provides a centralized repository retrievable everywhere (SaaS Cloud) allowing you to take control of your operation on-the-go. Your organization will be able to decrease errors and take better control using efficient tools blanketing the entire purchase-to-pay cycle.

## Benefits:

- ❑ Improve profitability and strengthen your financial position.
- ❑ Monitor your budget at any level
- ❑ React to overspend in real-time
- ❑ Reduce errors and risks
- ❑ Create a competitive advantage by increasing efficiency and control
- ❑ Eliminate paper routes



Create custom forms, amend and research contracts to take better control

## But wait! There is more!

b-pack goes even further than improving visibility and control of your spend. As a full solution, every single one of b-pack's modules are very flexible and customizable, designed to answer your company's specific needs. Don't miss the third and last paper to learn more on how b-pack can help your organization optimize its procurement.

## Source and Procure:

Source & Procure's Consultants are based in Western & Central Eastern Europe and Canada and have decades of experience working with major organisations and some of the World's leading consulting companies. Through the analysis of your spend, deployment and implementation of innovative eProcurement and eSourcing tools, sourcing and qualification of new suppliers and development of negotiation pipelines, Source & Procure can support your company's drive for savings, cost avoidance and compliance.

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