



Retailers: How to Cut Costs and Optimize Your Procurement?

Improve Your Spend Visibility

www.b-pack.com

www.source-and-procure.com

How to Improve Your Spend Visibility?

As a retailer, your organization faces many challenges as the competition is continuously increasing and your employee turnover may be high. Working with thin margins and serving a diverse scope of customers makes it difficult to have total visibility of your spend.

In order to cut costs, you want to have clear and detailed visibility into what is spent, on which products and by whom at any point in time. And don't forget the need to prevent and resolve supplier discrepancies.

Working with high transaction volumes and many subsidiary companies, improving visibility poses a major challenge. This is especially relevant when an organization uses a paper based process. With so many invoices and all kinds of documents shuffled around your organization, it is difficult to track if everybody follows the company purchasing policies, especially to fight maverick spending. Non merchandise items aren't easy to track in an organization with multiple locations not managed under a centralized procurement system. In a company where many employees make their own request, it is hard to know what's really going on in real-time.

Source & Procure, a leading procurement consulting company and partner with b-pack, states the best way to improve your spend visibility is to automate your processes and use tracking tools for capital expenditures and store your operating expenditures.

Bringing visibility will allow you to have better understanding of your non merchandise items (Indirect/MRO/GNFR spend) in order to make better decisions. Your organization will be able to use this visibility to identify areas to improve and adjust its strategy. Visibility is the cornerstone that will allow you to consolidate your spend and bring it under control.

"As a Top 5 eProcurement Vendor according to Gartner Research, b-pack believes improving its spend visibility is the first step to cut costs"

- Julien Nadaud, CEO of b-pack



Bring visibility to your Indirect Spend

"The best way to improve your spend visibility is to automate your processes to easily keep track of your CAPEX and OPEX"

-Pascal Blanc,
Director of 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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Where Do I Start?

Improving your spend visibility can seem a little bit overwhelming. It might sound like it is a long and hard process to implement. It will involve some changes and your organization might think: "Where do we start?"

In a landscape of multiple back-end systems, the best way to start is to use a centralized purchasing solution easy to use and to integrate, a solution where you can just load the master data coming from your back-end or ERP systems.

That's what b-pack is. As the retail sector is always evolving, b-pack will fit to your specific organizational needs thanks to a Flexible and On-demand Solution. Available in the cloud (SaaS) or On-Premise, b-pack allows you to choose from a few modules to a Full Solution. With b-pack, you can monitor your budget at any level. You will bring visibility on your non merchandise items, your Purchase Orders and Invoice status (Paid and Non Paid) thanks to real-time tracking tools.

Benefits:

- ❏ Improve profitability and strengthen your financial position.
- ❏ Monitor your budget at any level
- ❏ Create real-time reports analysis
- ❏ Reduce costs and risks
- ❏ Create a competitive advantage by increasing efficiency and transparency
- ❏ Eliminate paper routes



Build your own KPI report in real-time

What is the next step?

Using b-pack, your company will improve its visibility and you will be in a better position to negotiate contracts with your suppliers. However if you don't go further, maverick spending will still be present. At b-pack we believe visibility goes with control. In our second paper, you will learn more about the next steps and how to take better control on your non-merchandise spend.

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.

Twitter: @sourceprocure