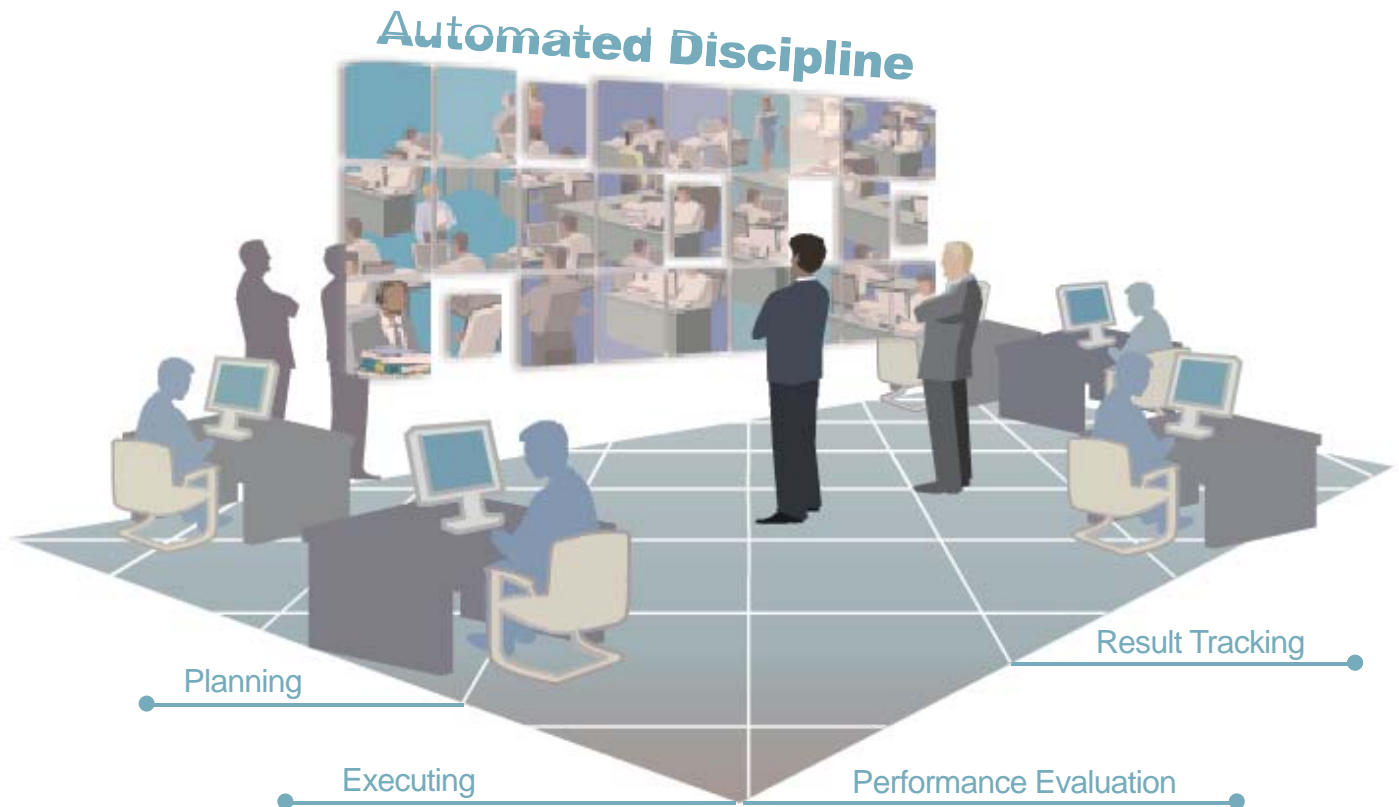


Supplier & Procurement Management



Leveraging Efficient Information to Maximize Results

During the past decade, companies have realized spectacular savings by applying strategic supplier management principles to their expenditures. Disciplined sourcing efforts yielded reductions in cost, often in excess of 15% or greater, as expenditures were consolidated and purchasing was structured.

Despite these advances, intensifying competition and global pressures have nullified many of these hard-earned gains. Supplier Management has gained wider acceptance as a profit-positive tool and has further enhanced corporate management.

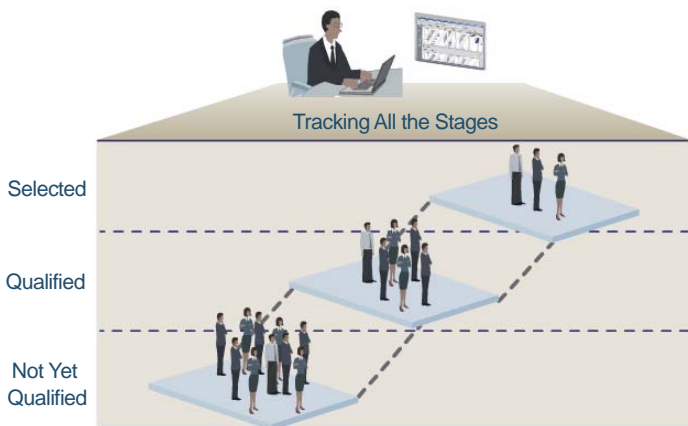
Equipped with 8thManage®, companies responded by pushing the boundaries of sourcing and outsourcing for further cost reductions. They drove down costs and improved performance, managed supply risks and streamlined supplier interactions. They deployed a new set of Supplier Management capabilities – which includes processes, governance mechanisms and software systems to manage suppliers on a day-to-day basis over the full relationship life-cycle.

Comprehensive Repository for Sourcing

Supplier Information Management

8thManage® organizes and maintains vital business transaction information for all suppliers in a real-time repository.

- General Information
- Organization Information
- Contact Information
- Legal Information
- Financial Information
- Product & Service Information
- Interactions records & action items
- Opportunities information
- Revenue performance
- Contract & order information
- Service tickets information



Qualification Process

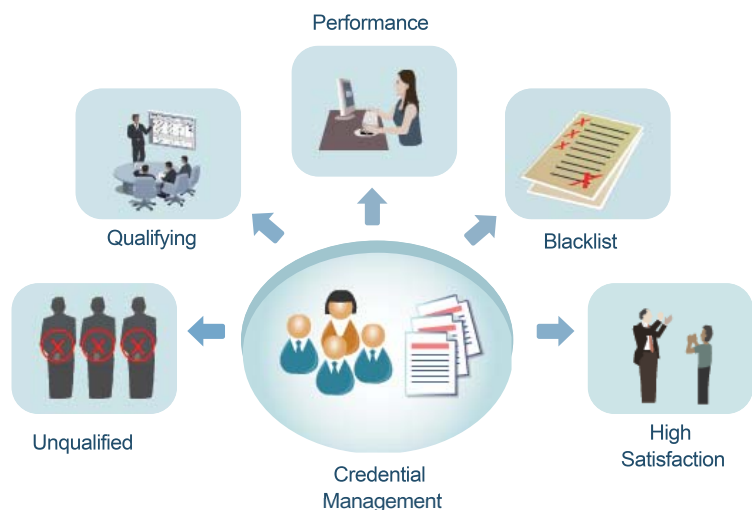
8thManage® provides a framework to evaluate and qualify suppliers and manage supplier information. Under this framework, each new supplier goes through a qualification process to ensure that it meets the requirements defined by the business.

- Qualification sheet definition
- Automatic recording of the responsible person who qualifies the supplier
- Exception management and audit trail

Credential Maintenance

8thManage® tracks each supplier's qualifications and performance and assigns it to one of the following categories:

- Not Yet Qualified
- Qualified
- Unqualified
- Blacklisted
- High Satisfaction

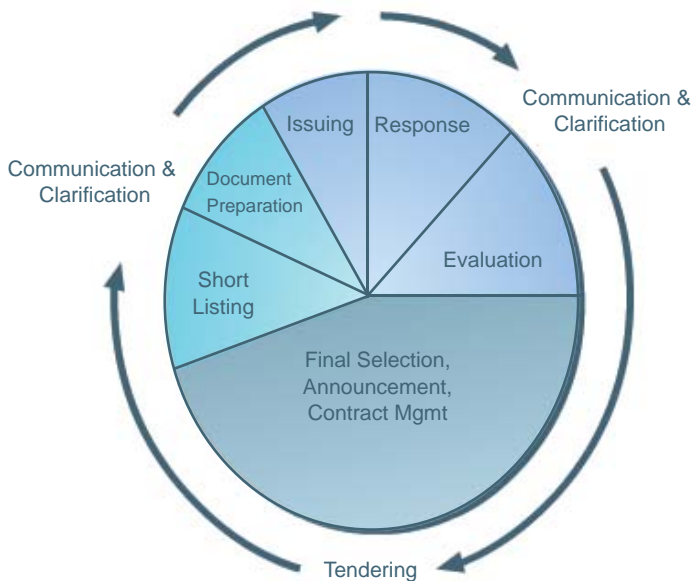


End-to-end Tender Management

Tender Preparation

8thManage® provides an effective framework for creating plans and strategies for the following different types of tenders:

- Request for information
- Request for quotation
- Request for proposal
- Standing offer
- Supply Arrangement



Tender Process Management

8thManage® provides a framework for tender process management and tracks the following:

- Short Listing
- Document preparation
- Issuing
- Responses from Supplier
- Evaluation
- Final Selection
- Announcement

eTender Management

8thManage® supports the end-to-end process of eTendering and provides web access for tender solicitation, communication and submission for all parties.

- Each bidder can log into the system and access the identical information
- Tender information is electronically available to all bidders at the same time
- Electronic discussion forums to ensure every bidder will receive the same Q&A information at the same time
- Each bidder can submit its tender response to the system; the system will automatically cut off submissions at the deadline

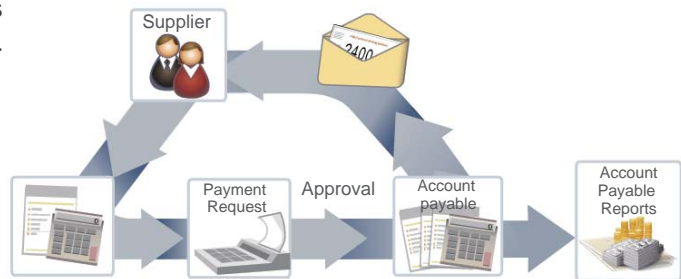


Complete Order & Contract Management

■ Purchase Orders, Invoice & Payment

8thManage® supports the entire procurement process from purchase requisition to payment. Purchase orders, invoices and payment requests can be managed by each department separately and by corporate as a whole.

- Purchase order management
- Supplier invoice tracking
- Payment request handling
- Account payable tracking



■ Contract Management

8thManage® provides a framework for sophisticated contract management for complex supplier deals.

- Define contract scope and deliverables
- Define measurements
- Cost budgeting and approval
- Managing execution
- Tracking change requests and resolutions
- Tracking results

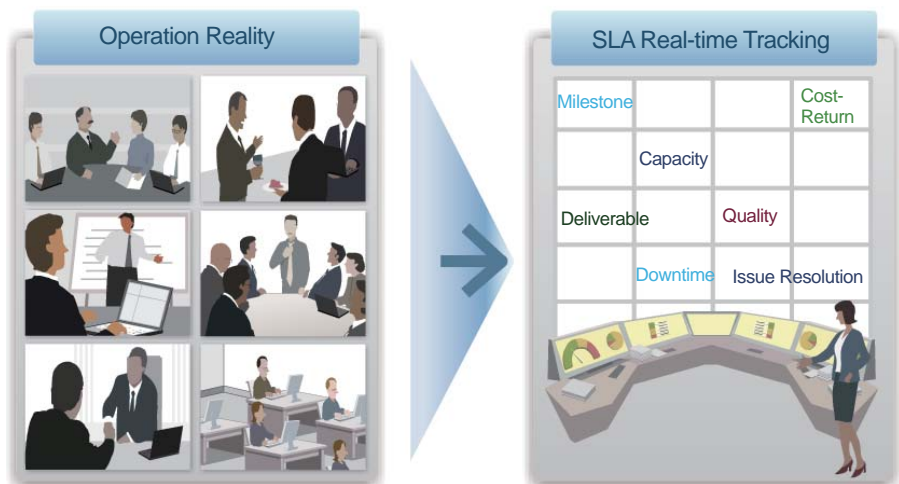


■ Real-Time Service Level Agreements

8thManage® enables you to set up real-time, trackable service-level agreements, along with reward and penalty rules:

- Milestone
- Revenue/cost
- Deliverable quality
- Service availability
- Service capacity
- Defect rate
- Service turnaround time

During execution, 8thManage® will automatically track and measure results; compute the corresponding rewards or penalties; and notify the relevant parties in real-time.



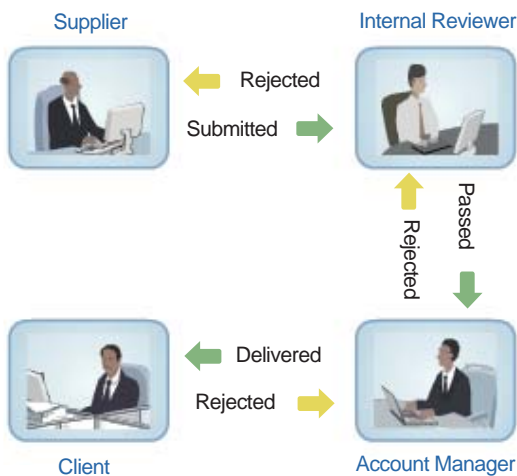
Supplier Relationship Management

Communication, Interaction and Partnership Management

Supplier relationships can be long and multi-dimensional (business, financial, legal, technical, product-related, service-oriented). The common practice today is to assign a person to manage the relationships. Even if the person is experienced, without the transparency of information that allows both sides to clearly see and promptly resolve problems, distrust and frustration can build up. 8thManage® is a powerful supplier management platform for creating and providing transparency for supplier-related information, helping people to establish and incrementally build up trust and stronger relationships over time.

8thManage® provides you with a platform to work together with one or more suppliers as a team.

- Supplier organizations and contacts
- Financial summary
- Industries and competence
- Reference
- Interactions and results
- Delivery and satisfaction levels
- Invoices and payments
- Escalation and blacklist



Delivery and Acceptance Management

Managing the performance of a supplier upfront to assure quality delivery in each step is crucial to avoid finger-pointing and is a good way to maintain a healthy relationship with the supplier.

8thManage® helps organize activities and tracks deliveries and acceptances to ensure proper reviews and acceptance, minimizing unpleasant surprises for either side later on.

Satisfaction and Recommendation Management

8thManage® tracks supplier performance automatically and assigns suppliers to the high satisfaction, the average performer or the unsatisfactory (black) lists.

8thManage® facilitates the recommendation process for the good performer suppliers to reward them for doing a good job. Managing supplier performance upfront and rewarding them for doing a good job helps to improve relationships with suppliers.



Outsourcing Strategy & Preparation

■ Goal Management

The goal-setting phase generally has the greatest influence on the success or failure of an outsourcing initiative. Some leaders lack sufficient understanding of the complex inner workings of their internal processes and fail to identify gaps or limitations in the outsourcing firm's capabilities. This problem often leads to the establishment of unrealistic or vague goals that never get team buy-in and eventually results fall short of management expectations during execution.

8thManage® helps you clearly and completely assess and understand your organization, eliminate vague and unrealistic goals and establish clear outsourcing goals for your organization.

- Trackable goal setting
- Goal prioritization and qualification
- Critical success factors development
- Goal establishment and consensus
- Goal communication and change control
- Automated goal and result tracking



■ Discovery and Strategy Management

Discovery is the process of documenting the totality of the environment to be outsourced. In 8thManage®, multiple discoveries are allowed and can be linked to goals and project activities to ensure they are part of the goals and they will be executed according to plans.

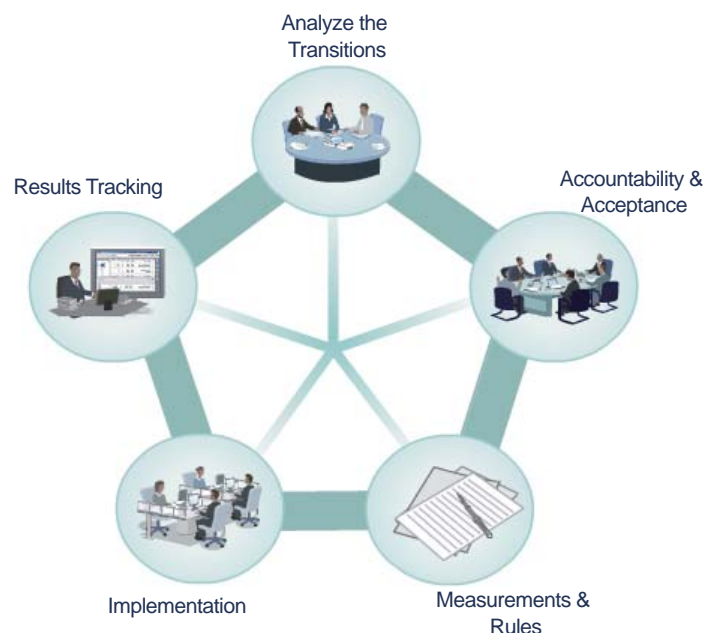
- User-define discovery areas
- Multiple discoveries



■ Transition Management

Transition is the process of moving from the insourced environment to the outsourced environment. 8thManage® provides the framework for planning and executing the transition that is needed for the outsourcing initiative.

- Define transition goals and accountability
- Define measurement and acceptance criteria
- Linkage to project activities
- Monitor progress and track deliverables and acceptance

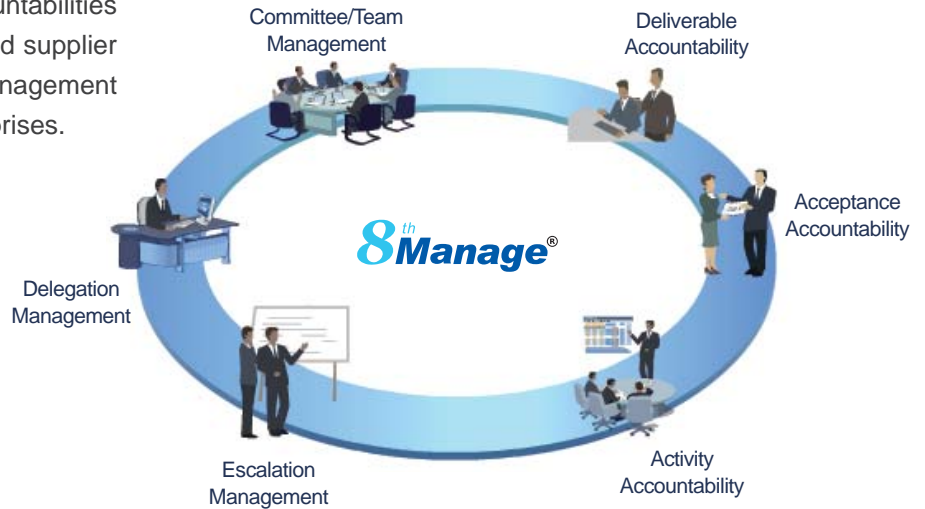


Complex Engagement Management

Multi-organizational Accountability

In engagements, there will be different accountabilities associated with different people in buyer and supplier organizations. 8thManage® supports the management of accountabilities across groups and enterprises.

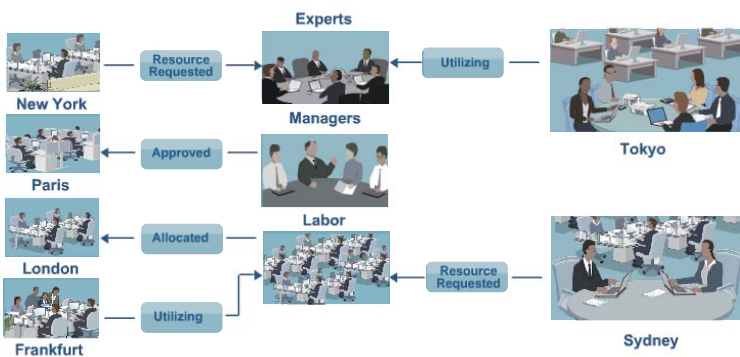
- Cross group and cross geographical location organization model
- Activity planning and participation
- Delivery and acceptance
- Escalation management
- Committee/Team management
- Delegation management



Cross-organization Resource Management

8thManage® helps you monitor your resources and the resources that your suppliers allocated for projects and programs.

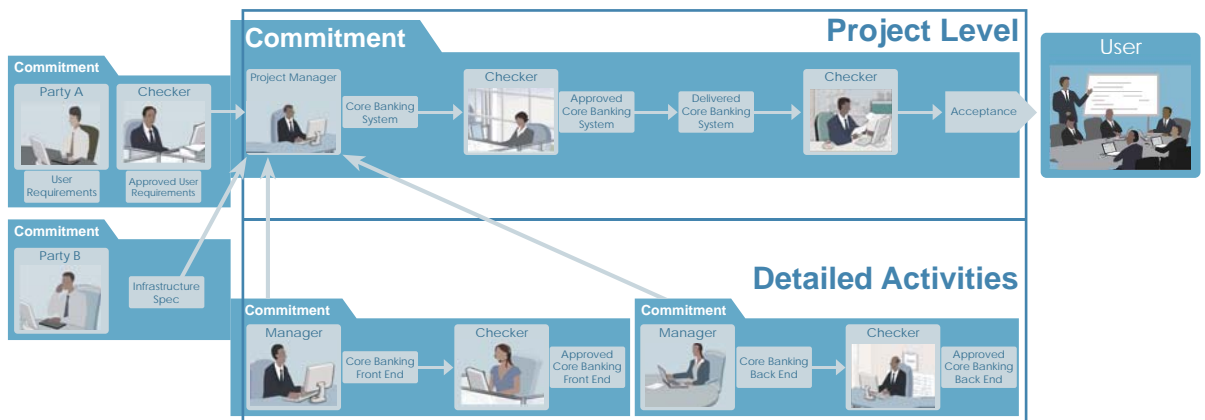
- Tracking the resource experience and expertise
- Tracking resource commitments
- Tracking allocation time vs. actual utilization time
- Tracking planned resource cost vs. actual resource cost
- Detection of overloaded and inadequate resources
- Automatically calculating resource costs in projects and programs based on rates



Cross Group Project & Program Management

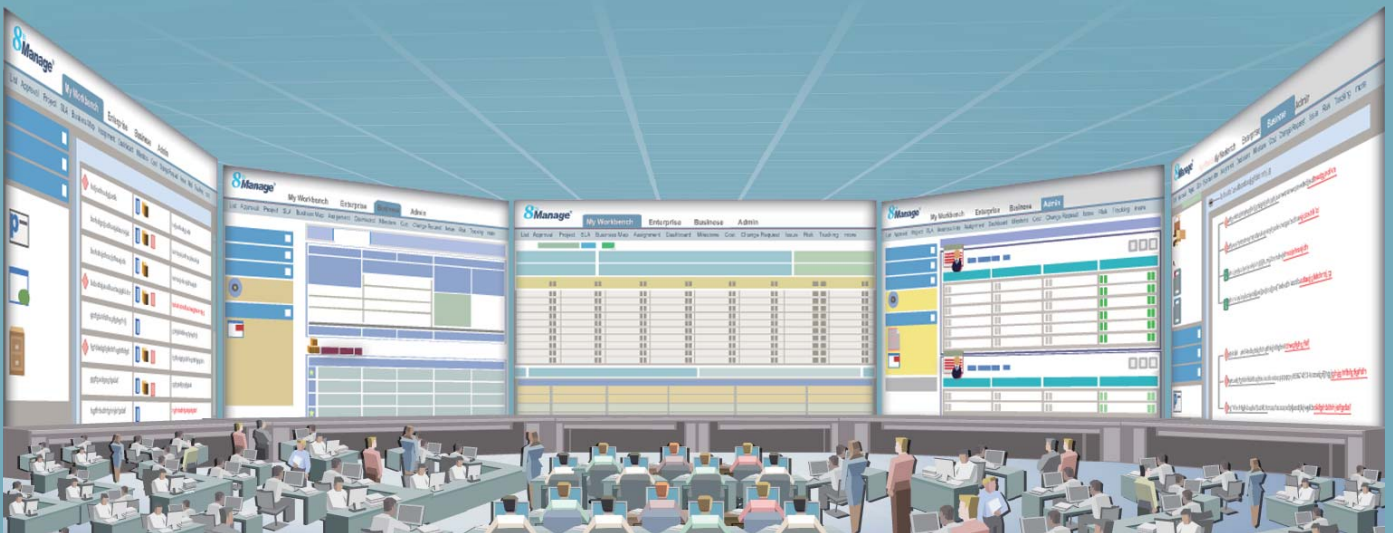
8thManage® supports all 9 areas of project management practices defined by PMI®.

- Scope
- Time
- Cost
- Quality
- Resource
- Communication
- Risk
- Procurement
- Integration



8thManage[®] allows you to collect a wealth of supplier information and set up processes and rules for procurement planning and execution. It also helps you to manage supplier relationships and complex engagements.

Supplier & Procurement Management



www.wisagetech.com

Wisage Technology is an international software product company with clients in many countries and regions, including the U.S., Canada, China, Hong Kong, Taiwan and Singapore. It offers the following solutions to increase the efficiency and effectiveness of your enterprises:

- 8thManage[®] CRM** : State-of-the-Art Customer Relationship Management Solution
- 8thManage[®] Simple PM** : Easy to Use, Cost Effective Project Management Solution
- 8thManage[®] PM** : Advanced Tool for Project Planning & Execution
- 8thManage[®] PMO** : High Performance PMO for Enterprises
- 8thManage[®] PSE** : Effective Portfolio & Strategy Execution
- 8thManage[®] PSA** : Full Automation for Professional Service Businesses
- 8thManage[®] TOM** : Total Outsourcing Management for Enterprises
- 8thManage[®] SPM** : Supplier and Procurement Management Solution
- 8thManage[®] HR** : Interactive Human Capital Solution
- 8thManage[®] FAS** : End-to-End Business Automation and Integration Solution
- 8thManage[®] BIS** : Comprehensive Customized Business Solution
- 8thManage[®] ERP** : Complete Solution for Client, Project, Production, Inventory and Supply Management

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